

RFP QUESTIONS (AND RESPONSES) RECEIVED FROM VARIOUS BIDDERS

- Please confirm total annual billable transport volume: (most recent fiscal year)
From FY 18-19: 2,517
- What types of transports does the City provide?
ALS and BLS
- Emergency transports, non-emergency, etc.? Please break down annual volume by: -
Total BLS Emergency transports: 1,008
Total ALS1 Emergency transports:1,498
Total ALS2 Emergency transports: 11
Non-Emergency Transports (if applicable): 0
- Please provide the following annual financial information for most recent fiscal year:
Total Annual Charges: \$5,147,754.30
Total Annual Adjustments \$127,523.64
Total Annual Revenue: \$ 2,889,966.45
- What is your payer mix as a percentage of 100% of what you typically bill?
Please refer to table on p. 3
- What are your current ambulance charges/fees?
As derived from the [FY 2018/2019 Schedule of Taxes, Fees & Charges---](#)

REFERENCE	TYPE OF FEE OR CHARGE	2018/19 Rate
	Ambulance Fees	
	Basic Life Support (BLS)	
	Response and Transport Fee	1,171.00
	Assist only (no transport)	584.00
	Advanced Life Support (ALS)	
	Response and Transport Fee	1,446.00
	Assist only (no transport)	772.00
	Oxygen Fee	*
	Medical Supplies	Cost plus 40%
	Mileage Fee (per mile)	*
	<i>*Based on fee established by the LA County Department of Health Services, Emergency Medical Services Agency</i>	
	Non-resident surcharge	10%

- What is the average charge per transport?
\$678

- What is the average revenue per transport?
\$486
- What is your average mileage per transport?
2.25
- Do you have any contracts or participating provider agreements with any private/commercial insurers?
No
- What is the City's current fee paid to Wittman for Ambulance Billing?
\$21.16 per ticket
- What ePCR are you currently using? –
Digital EMS
- Are you interested in new ePCR software? Does the City pay for the ePCR software or are you interested in including the fee in your proposed rate? –
No
- Are you interested in new hardware? We can provide the City with new hardware such as Panasonic Toughbooks or Getac V110 computers included in the fee.
No
- What qualities are you looking for in a new billing vendor?
Ability to provide all services, as itemized in Section-4 of RFP
- Will the new vendor take over the accounts from the previous billing vendor? If yes, what is the status of the accounts (i.e. how old are they)?
Yes
- Is there a schedule for when the contract will be awarded?
Estimated award date is by end of April, 2020
- When will the new contract begin?
July 1, 2020
- Details on the membership program and the number of members vs non-members you billed last year.
N/A (We do not offer any membership program at this time)

- Please provide the following for each call type (annual volume/run mix):
 BLS: \$1,171 resident, \$1,171 + 10% surcharge for non-resident, No Transport \$584
 ALS: \$1,446 resident, \$1,446 + 10% surcharge for non-resident, No Transport \$772
 # of EMS responses combined: 5,076

- When was the last time your fees were updated?
 2019

- What is your average loaded mileage?
 2.25

- Please provide the following for each payor category (most recent fiscal year):

Payor Category	Gross Charges	Net Collections
Medicare	1,504,233.33 & 245,157.59	416,490.74 (Medicare) & 64,736.76 (Medicare HMO)
Medicaid	66,906.87 & 326,138.78	11,050.20 (Medical) & 64,874.61 (Medical HMO)
Commercial	555,209.98	847,984.50
Self-Pay	2,446,337.16	491,316.14

- Please provide the following for each payor category (most recent fiscal year):

Payor Category	Payor Mix
Medicare	33%
Medicaid	14%
Commercial	23%
Self-Pay	30%
Total	100%

- Is the Township using an electronic patient care reporting solution for field data collection? If yes, please note which software is being used.
 Digital EMS

- What is the date by which you will answer these questions?
March 9th 2020
- Why has this bid been released at this time?
Nearing end of current contract
- When is the anticipated award date?
Estimated date of award is by end of April, 2020
- Can you please provide greater details on how proposals will be evaluated and how the selected vendor(s) will be chosen?
 - Release of RFP for public bidding
 - Responses received will to be evaluated against RFP Scope of Work by a panel of City personnel
 - Award will be subject to outcome of evaluation and score
- Are bidders permitted to deviate in any way from any manner of quoting fees you may be expecting? For example, if there is a pricing page in the RFP, can bidders submit an alternate fee structure? If there is no pricing page in the RFP, do you have any preference for how bidders should quote fees or can bidders create their own pricing categories?
Yes
- Please describe your level of satisfaction with your current or recent vendor(s) for the same purchasing activity, if applicable.
Satisfied
- If this is a term contract subject to renewal, what is the term and the maximum number of option periods?
3-year terms with an optional two 1-year terms
- Has the current contract gone full term?
Yes
- Have all options to extend the current contract been exercised?
Yes
- Who is the incumbent, and how long has the incumbent been providing the requested services?
Wittman Enterprises, LLC. (since 2002)

- To what extent will the location of the bidder's proposed location or headquarters have a bearing on any award?
None
- How are fees currently being billed by any incumbent(s), by category, and at what rates?
\$21.16/ticket
- What were your annual gross charges last year or for the last 12 months?
From FY 18-19: \$5,147,754.30
- What were your annual total adjustments for last year or for the last 12 months?
N/A
- What were your annual contractual allowance write-offs for last year or for the last 12 months?
FY 18-19: \$2,040,798
- What were your annual gross collections last year or for the last 12 months?
From FY 18-19: \$1,896,452.95
- What were your annual billable transports last year or for the last 12 months?
From FY 18-19: 2,517
- What are your per-mile ground transport charges?
\$22 non-resident, \$20 resident
- What are your advanced life support charges?
N/A
- What are your advanced life support emergency level 1 charges?
Please refer to table on p.1
- What are your advanced life support emergency level 2 charges?
Please refer to table on p.1
- What are your basic life support charges?
N/A
- What are your basic life support emergency charges?
Please refer to table on p.1

- What are your specialty care transport charges?
N/A

- What are your treatment without transport charges?
Please refer to table on p.1

- What is your average per-trip charge?
\$1,263.62

- When were the last changes to your transport rates, and are you considering raising any of the rates currently charged?
Charges are current as of 02/01/2020

- Are there any other charges you assess not otherwise covered by our questions?
No

- What percentage of your patients are residents versus non-residents, and do you charge the two groups differently?

There is a 10% surcharge for non-residents

- What were your transports per year for life support for last year or for the last 12 months?
N/A

- What were your transports per year for advanced life support emergency level 1 for last year or for the last 12 months?
From FY 18-19: 1,498

- What were your transports per year for advanced life support emergency level 2 for last year or for the last 12 months?
From FY 18-19: 11

- What were your transports per year for basic life support for last year or for the last 12 months?
N/A
- What were your transports per year for basic life support emergency for last year or for the last 12 months?
From FY 18-19: 1,008
- What were your transports per year for specialty care transport for last year or for the last 12 months?
N/A
- What were your transports per year for treatment without transport for last year or for the last 12 months?
From FY 18-19: 1,550
- What is your payer mix expressed as percentages of 100% billed?
Please see table on p.3
- How many total transport vehicles do you now operate?
6
- What is your average loaded miles per trip?
3-5
- What is your average revenue per call?
\$486
- Do you have a lockbox provider and, if so, which provider?
No
- If you have a lockbox provider, will that provider remain in place as a result of this procurement?
N/A

- Do you have an EPCR provider and, if so, which provider?
Digital EMS

- Do you have a collection agency provider and, if so, which provider?
Professional Credit

- Which local hospitals or care facilities typically receive most of your patients?
Cedars Sinai Medical Center

ADDITIONAL QUESTION RECEIVED ON 10 MARCH 2020:

- Do you require a flat rate for the pricing or can it be a percentage of net collections?
Flat rate per pcr