



Fayette COUNTY

“WHERE QUALITY IS A LIFESTYLE”

PURCHASING DEPARTMENT
140 STONEWALL AVENUE WEST, STE 204
FAYETTEVILLE, GEORGIA 30214
PHONE: 770-305-5420
www.fayettecountyga.gov

June 1, 2017

Subject: RFP #1324-P: EMS Billing Services – Addendum #1

Gentlemen/Ladies:

Included herein is additional information and clarification for the above referenced Request for Proposals. Please consider all of this information when preparing your proposal.

- 1. Please provide the number of billable services provided in Fiscal 2016 and YTD Fiscal 2017 categorized by: BLS, ALS1, ALS2, SCT, TNT and either total mileage billed for each year or the average loaded miles per transport. (Note – if fiscal year numbers are not available please provide calendar years 2015 and 2016.)?**
 - Fiscal Year 2016 (July 1, 2015 through June 30, 2016) – 7407
 - Fiscal Year 2017 (July 1, 2016 through May 31, 2017) – 6927
 - AVG Miles – 8

- 2. Please provide total charges and receipts for Fiscal (or calendar) 2016 and YTD Fiscal 2017 by insurance type classified as:**
Fayette County Fiscal Year is from July 1st through June 30th.

	FY 16 Charges	FY 16 Receipts	FY 17 Charges	FY 17 Receipts
Medicare	1368102.03	796798.82	1081308.32	623522.14
Medicaid	141642.55	38696.97	118967.05	42338.80
Other Insurance	1490913.16	719627.55	1429192.57	629353.47
Self-Pay (uninsured)	444738.73	27804.92	457729.02	25580.33
Totals	3445396.47	1582928.26	3087196.96	1320794.74

- 3. Who is your current billing vendor and what fee do they currently charge?**
AMB / MARS, Paducah KY. \$14.00 per ticket processed.
- 4. When were EMS fees last updated by the County?** Revised June 2017.
- 5. Why are you currently going out to bid?** Fayette County has been using the current agreement for a number of years, it was decided to solicit for current market prices.

6. **Is the County satisfied with the performance of its current vendor?** The RFP is not being issued because of unsatisfactory service of the current vendor.
7. **Please list any hospitals the current billing vendor maintains interfaces with for the purposes of collecting patient demographic and insurance data for billing purposes?** None.
8. **Does the County currently collect patient insurance data to support the billing process?** Yes, when possible.
9. **Does the County balance bill residents and nonresidents both for patient balances due?** Yes.
10. **Does the County forward both resident balances and non-resident balances to Diversified Adjustments for collections?** Yes.
11. **Section 6 of the Proposal Response Requirements states responding vendors must submit a schedule that demonstrates your ability to meet the County's schedule for implementation in July, 2017. We respectfully point out Medicare can take 2 to 3 months to update their system to accept claims from a new billing vendor, Medicaid can also take extended time. Experienced billing vendor's best practices will recommend 2 to 3 months for a start-up period. Will with County extend the go live date or does the County prefer to go live in July with a new vendor understanding cash receipts will be delayed due to industry standard processes?** This is understood. The county will coordinate the Go-Live Date with the successful responder.
12. **Does the County maintain a lockbox to support the EMS billing program?** No.
13. **Please confirm the successful billing vendor is not responsible for Image Trend ePCR fees (outside of the billing interface) nor is responsible for providing hardware?** Confirmed, the successful vendor will not be responsible.
14. **On the first page of the cover letter it states: the contract shall begin on the effective date as set forth on the agreement page of the contract, and continue through June 30, 2018. Page 4 (item 13) lists the term of the contract as (3) years, ending June 30, 2020. Please confirm whether the length of the contract is (1) one year or (3) years with (2) two (1) one year renewals?**
Term of Contract: The term of this agreement shall begin upon issuance of a Notice to Proceed, and continue for a period of three (3) years, ending June 30, 2020. Thereafter, this agreement may be renewed by the county for two additional one-year renewal terms.
15. **Will the successful vendor assume responsibility for any backlog of unbilled and/or previously billed accounts?** Yes.
16. **Does your service bill for fire calls? If so, would you like billing services for fire calls as well?** Currently, we do not.
17. **Do you operate any shared services agreements with any other municipal or county governments in the region and, if so, with whom?** No.

18. Please provide a list of the hospitals the County transports to and the associated transport volume? See Charts below.

Ambulance Run Data Report
Fayette County Fire / EMS
From 07/01/15 To 06/30/16
Total Number of Runs Based on Search Criteria: 7407

Transport Hospital

Destination	# of Runs	% of Runs
Atlanta Medical Center 30312	69	0.93%
Atlanta Medical Center South Campus 30344	2	0.03%
CHOA -at Scottish Rite Medical Center 30342	52	0.70%
CHOA at Egleston 30322	73	0.99%
CHOA Hughes Spalding Children's Hospital 30303	7	0.09%
Emory University Hospital	32	0.43%
Emory University Hospital Midtown 30308	33	0.45%
Grady Memorial Hospital - Atlanta 30303	108	1.46%
Landing Zone	4	0.05%
Newnan Hospital	3	0.04%
Northside Hospital 30342	4	0.05%
Not Applicable	2274	30.70%
Piedmont Fayette Hospital 30214	4575	61.77%
Piedmont Henry Medical Center 30281	6	0.08%
Piedmont Hospital Atlanta 30309	22	0.30%
Piedmont Newnan Hospital 30263	58	0.78%
Southern Regional Medical Center 30274	63	0.85%
Spalding Regional Hospital 30224	19	0.26%
St Josephs Hospital (of Atlanta) 30342	1	0.01%
VA Medical Center 30033	2	0.03%
No Destination	0	0.00%
Total	7407	100%

Ambulance Run Data Report
From 07/01/16 To 05/26/17
Total Number of Runs Based on Search Criteria: 6927

Transport Hospital

Destination	# of Runs	% of Runs
Atlanta Medical Center 30312	73	1.05%
Atlanta Medical Center South Campus 30344	4	0.06%
CHOA -at Scottish Rite Medical Center 30342	50	0.72%
CHOA at Egleston 30322	72	1.04%
CHOA Hughes Spalding Children's Hospital 30303	9	0.13%
Emory University Hospital	29	0.42%
Emory University Hospital Midtown 30308	8	0.12%
Grady Memorial Hospital - Atlanta 30303	104	1.50%
Landing Zone	2	0.03%
Newnan Hospital	2	0.03%
Northside Hospital 30342	3	0.04%
Not Applicable	2143	30.94%
Piedmont Fayette Hospital 30214	4231	61.08%
Piedmont Henry Medical Center 30281	15	0.22%
Piedmont Hospital Atlanta 30309	20	0.29%
Piedmont Newnan Hospital 30263	84	1.21%
Southern Regional Medical Center 30274	51	0.74%
Spalding Regional Hospital 30224	20	0.29%
St Josephs Hospital (of Atlanta) 30342	1	0.01%
VA Medical Center 30033	3	0.04%
WellStar Spalding Regional Hospital	2	0.03%
No Destination	1	0.01%
Total	6927	100%

Received by _____ Company _____

Note: If this addendum is not returned to the Fayette County Purchasing Department or if it is returned not signed, all responders shall still be responsible for the requirements of this addendum and the specifications or changes herein.

The opening date for this request for proposals has not changed. **The opening date is:** 3:00pm, Tuesday June 13, 2017. Proposals must be received in the Purchasing Department at the address above in Suite 204 on or before the opening date and time.

If you have already submitted a proposal, it will be opened and read on the opening date. If you would not like your proposal opened or should you desire to submit a new proposal, your original proposal must be picked up, or you must notify the Fayette County Purchasing Department **in writing** to, email address: tbarwicks@fayettecountyga.gov or fax to (770) 719-5515 of your desire to not have your proposal opened.

Thank you for your attention to this matter.

Sincerely,



Ted L. Burgess
Director of Purchasing

TLB/tcb