



To: Steve Rapson

Through: Ted L. Burgess 

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Subject: Contract 2054-P: EMS Billing Services

The County has traditionally used the services of a third-party provider to process payments from citizens who use emergency medical services. The current provider is Ambulance Medical Billing Service/Medical Accounts Receivable Systems (AMB/MARS) of Credit Bureau Systems. The current payment rate to AMB/MARS for this service is 3.5% of net collections.

The Purchasing Department issued Request for Proposals (RFP) #2054-P to secure a third-party provider for EMS Billing Services. Notice of the opportunity was emailed to 51 companies. Another 712 were contacted through the web-based Georgia Procurement Registry, who had registered under commodity code #94610 (Accounting and Billing Services, including 3rd Party Reimbursement for Medicare, Medicaid, Private Insurance, etc.) and 94611 (Accounting Services). The offer was also advertised through Georgia Local Government Access Marketplace, Channel 23, the County website, and the Fayette County News.

14 Companies submitted proposals. An evaluation team, composed of staff from Fire & EMS and Finance, evaluated and scored the Technical Merit of the proposals using criteria specified in the RFP. The criteria included (1) Background, (2) EMS Billing Services, (3) Ability to meet schedule, (4) References, and (5) Unique features. Prices were then scored and added to the Technical Merit scores (Attachment 1).

As a result of the evaluation process, the evaluation committee recommends award of the contract to EMS Management & Consultants, Inc. A Contractor Performance Evaluation is not available since this is the first contract with EMS Management & Consultants. Fire & EMS checked their references and received unanimously favorable responses.

Upon execution of the proposed contract, EMS Management & Consultants will complete an analysis of Fayette County demographics, call typing and billing methodology to collect more per call. EMS Management & Consultants has existing connections into insurance company databases, as well as hospital record databases. It is expected that these connections combined with the analysis results will provide a stronger reporting and graphical analysis capability will have a positive impact on the public's perception of EMS Billing since the County will be able to adjudicate calls more quickly and increase the speed of payment to the County.

Looking at the most recent year full calendar year of available data (calendar year 2021), the proposed contract can be expected to result in immediate cost savings, as follows:

<u>Billable Runs</u>	<u>Contracted Fee</u>	<u>Payments to Contractor</u>
5,611	Current 3.5%	Avg. Call \$11.28/\$63,310 Actual
5,611	Proposed 3.25%	Avg. Call \$10.47/ <u>\$58,788</u> Assumed \$4,522 Savings

Specifics of the proposed contract are as follows:

Contract Name	#2054-P: EMS Billing Services
Contractor	EMS Management & Consultants, Inc.
Contract Term	Initial 2-year term, with maximum two 12-month renewals
Contract Amount	3.25% of net collections

**PROPOSAL #2054-P: EMS Billing Service
EVALUATION SCORING SHEET**

Responder Name:		MAX POINTS	Air Methods, Inc.	Image Trend	Life Quest	Collection Software Inc./Tarheel Medical Billing	Digitech Computer	Emergency Billing	EMTECH	AMB	Mission Accomplished	ELEVOS formerly EMS Consultants	EMS Management & Consultants	Change Healthcare	Med Corp EMS Billing	Quick Med Claims
TECHNICAL MERIT:																
1	Background	5	2.5	2.0	4.5	5.0	4.3	3.3	3.0	3.0	0.5	2.8	4.0	3.3	3.0	5.0
2	EMS Billing Services	30	13.8	5.3	18.8	17.5	23.8	18.8	15.0	11.3	5.0	13.8	26.3	18.8	19.5	29.5
3	Ability to meet schedule	5	2.3	1.8	3.8	2.3	3.0	4.3	2.3	3.8	0.0	1.8	3.5	2.3	3.0	3.5
4	References	15	2.5	5.0	9.0	3.0	10.0	10.5	5.5	5.0	0.0	5.8	11.3	10.0	13.8	8.5
5	Unique Features	5	0.5	1.8	1.8	0.3	1.3	1.0	0.3	0.0	0.0	1.0	3.0	3.0	0.5	4.5
Total Technical Score		60	21.5	15.8	37.8	28.0	42.3	37.8	26.0	23.0	5.5	25.0	48.0	37.3	39.8	51.0
Proposed Price			5.50%	5.95%	3.40%	4.39%	4.25%	6.50%	4.00%	3.50%	3.00%	3.35%	3.25%	3.60%	4.50%	3.85%
Technical Merit Score		60	21.5	15.8	37.8	28.0	42.3	37.8	26.0	23.0	5.5	25.0	48.0	37.3	39.8	51.0
Proposed Price Score		20	3.3	0.3	17.3	10.7	11.7	0.0	13.3	16.7	20.0	17.7	18.3	16.0	10.0	14.3
Total Score			24.8	16.1	55.1	38.7	53.9	37.8	39.3	39.7	25.5	42.7	66.3	53.3	49.8	65.3