



ESSEX COUNTY OFFICE OF THE MANAGER

7551 Court Street · P.O. Box 217 · Elizabethtown, New York 12932
Telephone (518) 873-3332 · Fax (518) 873-3339

Daniel L. Palmer
County Manager

Linda M. Wolf
Purchasing Agent

TO: All Bidders
FROM: Linda Wolf, CPA, Purchasing Agent
DATE: March 22, 2023
SUBJECT: Addendum #2 RFP EMS BILLING SERVICES

This Addendum, issued to bid document holders of record, indicates changes to the bid documents for the *EMS Billing Services* RFP Opening April 5, 2023.

PLEASE note the following Questions and/or Clarifications:

1. Break down of annual call volume:
 - a. Total BLS Emergency transports
 - b. Total ALS1 Emergency transports
 - c. Total ALS2 Emergency transports
 - d. Total Non-emergency Transports (if applicable)
 - i. Very few transported patients, 10-15 annually at the most. Majority of our calls are first response or ALS intercepts.
2. Number of Paramedic Intercepts:
 - a. Approximately 100-150 annually
3. Current Charges:
 - a. ALS 1 - \$1450.00
 - b. ALS 2 - \$1800.00
 - c. ALS Intercept - \$300.00
 - d. ALS 2 Intercept - \$375.00
 - e. Contract Rates - \$200.00
 - f. BLS - \$950.00
 - g. Lift Assist - \$50.00
 - h. RMA - \$100.00
 - i. RMA MVA - \$950.00
 - j. Mileage - \$25.00
4. Annual Financial Information:
 - a. Under \$50,000
5. Payer Remix:
 - a. See attached table

6. Average Loaded Mileage:
 - a. Again, very few patients transported by this agency annually
7. Number of Vehicles:
 - a. 1 ambulance and 3 ALS First Response vehicles
8. Number of iPads Requested:
 - a. 4 iPads
9. iPCR Fee's:
 - a. No fee's paid for iPCR software, this cost is absorbed into the billing fee
10. Verizon Connectivity:
 - a. Currently our iPads are connected to the Verizon network to submit PCR's, this cost is in the billing fee
11. Do you have any commercial insurance contracts or participating provider agreements?
 - a. NO; only contracts with EMS Agencies for ALS intercepts.
12. Under the Scope of Services, the County requests a flat fee rate per call. Will the County consider a percentage based fee structure based on revenue?
 - a. Yes, we are looking for a percentage based fee structure
13. Will your current billing vendor continue to work open accounts at the time of go-live with your new billing partner, if applicable?
 - a. No. Existing contract will be superseded by the awarded consultant from this solicitation.
14. Does the County have KPI targets around revenue generated by EMS billing? If yes, can they be shared for consideration?
 - a. Unknown

END OF ADDENDUM # 2

