



# **ESSEX COUNTY**

## **OFFICE OF THE MANAGER**

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**TO:** All Bidders

**FROM:** Linda Wolf, CPA, Purchasing Agent

**DATE:** September 16, 2019

**SUBJECT:** Addendum #1 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 September 27, 2019*.

This is a new contract for Essex County resulting from new legislation involving a grant to consolidate Emergency Medical Services therefore we do not have historic details.

Please see the following **Questions** and **Answers**:

**Question:** *What is the anticipated date to award contract?*

**Answer:** 30 days.

**Question:** *What is the anticipated start date of the contract?*

**Answer:** November 1, 2019.

**Question:** *Does the County outsource its billing?*

**Answer:** No, first time offering.

**Question:** *Does the County use a delinquent accounts collection agency?*

**Answer:** No, first time offering.

**Question:** *Does the County have a bank lockbox in place for receipts?*

**Answer:** No, first time offering.

**Question:** *What is your current transport volume?*

**Answer:** We currently do not plan to transport. We will transport once a month to keep our ambulance operating certificate.

**Question:** *How many transport vehicles does the County operate?*

**Answer:** **Currently none, anticipated in 2020 there will be 1 – 2 transport vehicles.**

**Question:** *Under “Section A. General Section,” reference is made to “Essex County’s EMS Program and participating municipalities.”*

- a. *What is the authority of the Essex County Board of Supervisors in the administration and oversight of the Essex County EMS Program?*

**Answer:** **Complete authority.**

- b. *How total agencies operate within Essex County EMS and of that total, how many agencies are considered “participating agencies?”*

**Answer:** **There are (18) EMS agencies in addition to Essex County EMS. Will be working in stages to set up sectors.**

**Question:** *Under “Section C, Subsection 1, Point 1.1” and throughout the general document, the County specifically references “iPCR Electronic Patient Care Reporting.” Does the County intend to say “ePCR,” for electronic patient care record, or are they specifically referring to the software “iPCR,” a product of the vendor Forte Holdings? If the latter, is County of Essex prepared to entertain a different software solution?*

**Answer:** **iPCR is a typo, instead read ePCR and yes any ePCR system is acceptable for proposals.**

**Question:** *Under “Section C, Subsection 1, Point 1.2,” Essex County references tablets for “all transport vehicles and up to (4) non-transport vehicles.” How many transport vehicles are utilized in the County in addition to the four non-transport vehicles?*

**Answer:** **1 - 2 transport vehicles.**

**Question:** *Under “Section C, Subsection 1, Point 1.3,” Essex County references integration with “our Zoll & Physio Control EKG monitors.”*

- a. *Are these monitors currently setup to transmit their EKG data directly to the cloud services?*

**Answer:** **Yes, some agencies have the capability to transmit from the monitor to the IPADs via a hotspot.**

- b. *Are any potential transporting units currently using Bluetooth to transmit EKG data directly to any devices without use of the vendors’ cloud solutions?*

**Answer:** **No.**

**Question:** *Under “Section C, Subsection 1, Point 1.4,” Essex County stipulates that the proposing vendor must provide cellular data for the transmission of prehospital reports to hospitals.*

- a. *What was/is the anticipated total count of incidents that all ‘participating agencies’ have had in 2017, 2018, and are expected to reach in 2019?*

**Answer: Approximately 5,000 responses annual average.**

- b. *Additionally, does the County of Essex expect that participating agencies should be able to use cellular data for more purposes than solely the transmission of prehospital patient care reports?*

**Answer: Typically, the ePCR tablets that the EMS staff use will also have I Am Responding, WISER, a cardiac arrest app, and other minor data use applications on them.**

**Question:** *In the Evaluation Pages, Section B, Subsection 2.a.(i), the County of Essex has specifically called out the proposers experience related to NYS Grants.*

- a. *Does the County intend to use grant funding, in part or in whole, to purchase the software and services outlined in the RFP?*

**Answer: Yes, this procurement is grant funded in whole.**

- b. *If so, what requirements or milestones of the grant must be achieved through this project?*

**Answer: Respondents must adhere to NYS Article 15-A MWBE requirements. See RFP for details.**

**Question:** *Under Scope of Work, section 1.2, the County requests iPads with ruggedized cases. Again is the County specifically requesting the Apple iPad product, or is the County requesting tablets to run electronic patient care reporting software on any compatible tablet with a ruggedized case and detachable Bluetooth keyboard?*

**Answer: Any ePCR and Verizon cellular service equipped tablets are acceptable for proposals.**

**Question:** *Please confirm the number of ZOLL monitors and the number of Physio Monitors.*

**Answer: Physio: 8 / Zoll Plus: 12 / Zoll Pro: 4**

**Question:** *In Section 2.10 under Collections and credit Bureau Reporting, is the County requesting a separate proposal to detail collections?*

**Answer: Not at this time; however, respondents need to be able to perform this service and provide experience in doing so.**

**Question:** *What is the current County CAD Dispatch software?*

**Answer: CAD Software is Intrado; this does not interface with ePCRs currently.**

**Question:** *Do you currently have a Medicare and or Medicaid Provider ID?*

**Answer: Not at this time.**

**Question:** *Will the successful vendor be responsible for mailing NPP's on behalf of the County?*

**Answer: No, they are to be handed at out time of service.**