

AGENDA ITEM REPORT

DATE: June 18, 2024
DEPARTMENT: Public Safety
REQUESTER: Benjamin Abes
TITLE: Approve Piggyback Purchase for EMS Patient Billing Services

I. MOTION REQUESTED

- A) Approve Piggyback No. PB240403RJD to utilize pricing on the Seminole County Emergency Transport Billing and Collections Management Services, Contract Number RFP-604347-22/TKH, with EMS Management and Consultants, Inc., for the purchase of Emergency Medical Services (EMS) billing services, on an as needed basis, through the contract expiration date of August 30, 2025, and any renewals or extensions approved by Seminole County, as approved in the Department’s annual adopted budget, in an amount not to exceed \$850,000.00 annually.
- B) Authorize the Chair to execute the contract documents on behalf of the Board of County Commissioners.
- C) Grant the County Manager or designee the authority to renew the contract(s) and to execute all associated documents, as approved in the departments’ annual adopted budgets, if doing so is in the best interest of Lee County, and there are no cost increases associated with the renewal(s).

II. ITEM SUMMARY

Approves the piggyback use of Seminole County’s Emergency Transport Billing and Collections Management Services Contract with EMS Management and Consultants, Inc., for Emergency Medical Services (EMS) billing services. The contract expires August 30, 2025, and any renewals or extensions approved by Seminole County. EMS Revenue Cycle Management services will transition to the new vendor July 1, 2024. The previous year’s expenditure was under \$746,581. Expenditures in future years are not expected to exceed \$850,000.00 annually.

III. BACKGROUND AND IMPLICATIONS OF ACTION

- A) Board Action and Other History
 Seminole County solicited a Request For Proposal RFP-604347-22/TKH that went through the competitive procurement process and negotiations for Emergency Medical Billing Services. This RFP included language allowing cooperative purchasing, or a piggyback, by other entities.

 EMS Management and Consultants, Inc. will provide all revenue cycle management (RCM) related to billing for Lee County EMS services. The Department has reviewed their services and found that they will meet or exceed all state and federal requirements, and will provide additional reporting and transparency on the RCM process.

 The vendor’s fee structure mirrors that of other vendors in this market. The fees under this agreement are 3.8 percent of all net collections and \$7.00 per Medicaid claim. In a survey of other contracts across Florida, most vendors charge fees between 5 and 7.5 percent.
- B) Policy Issues
- C) BoCC Goals
- D) Analysis
 Expenditures during Fiscal Year 22/23 were \$746,581. Expenditures in future years are not expected to exceed \$850,000, and will be directly correlated to ambulance revenues.
- E) Options

IV. FINANCIAL INFORMATION

A)	Current year dollar amount of item:	\$850,000
B)	Is this item approved in the current budget?	Yes
C)	Is this a revenue or expense item?	Expense
D)	Is this Discretionary or Mandatory?	Discretionary
E)	Will this item impact future budgets? If yes, please include reasons in III(D) above.	Yes
F)	Fund: General Fund Program: Public Safety Project: Account Strings: KF5260100100.503190	

G)	Fund Type?	General Fund
H)	Comments:	

V. RECOMMENDATION

Approve

VI. TIMING/IMPLEMENTATION

VII. FOLLOW UP

ATTACHMENTS:

Description	Upload Date	Type
Agreement	6/6/2024	Agreement
Sunbiz report for EMS Management and Consultants	6/6/2024	Backup Material
Seminole County Contract	6/6/2024	Backup Material
Amendment to Seminole County Contract	6/6/2024	Backup Material

REVIEWERS:

Department	Reviewer	Action	Date
Public Safety	Tucker, Mary	Approved	6/6/2024 - 10:42 AM
Public Safety	Abes, Benajamin	Approved	6/6/2024 - 11:40 AM
Budget Services	Henkel, Anne	Approved	6/7/2024 - 2:39 PM
Budget Services	Winton, Peter	Approved	6/10/2024 - 9:06 AM
County Attorney	Fraser, Andrea	Approved	6/10/2024 - 9:37 AM
County Manager	Brady, Christine	Approved	6/10/2024 - 10:36 AM