



PURCHASING DEPARTMENT

COLE COUNTY COMMISSION

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To: All Interested Parties
From: Jennifer Prenger, Cole County Purchasing Agent
Date: December 3, 2018
Re: Addendum One to Cole County Bid No. 2018-36: Emergency Medical Services Billing and Collection

The following information hereby becomes part of the above-referenced Request for Bid and shall be fully considered in the preparation of your response.

1. Why has this bid been released at this time?

A: This RFP has been released in effort to identify the provider best able to represent the Cole County Emergency Medical Service and maximize its financial return.

2. Can you please provide greater details on how proposals will be evaluated and how the selected vendor(s) will be chosen?

A: The information available to respondents is outlined in Section 5.1.

3. Please describe your level of satisfaction with your current or recent vendor(s) for the same purchasing activity, if applicable.

A: This question is not pertinent to the RFP.

4. Has the current contract gone full term?

A: The contract has been in place since July 2009 and was cancellable with 120-day notice.

5. Have all options to extend the current contract been exercised?

A: The contract has been in place since July 2009 and was cancellable with 120-day notice.

6. Who is the incumbent, and how long has the incumbent been providing the requested services?

A: The current provider is Quick Med Claims, LLC (formerly Medserv). The contract has been in place since July 2009 and was cancellable with 120-day notice.

7. To what extent will the location of the bidder's proposed location or headquarters have a bearing on any award?

A: Respondents' headquarter location will have minimal if any impact on the award decision.

8. How are fees currently being billed by any incumbent(s), by category, and at what rates?

A: Please see section 3.1.

9. What estimated or actual dollars were paid last year, last month, or last quarter to any incumbent(s)?

A: The amount paid to Quick Med Claims from 12/3/2017 – 12/2/2018 was \$238,212.90.

10. 10. What were your annual gross charges last year or for the last 12 months?

A: Please see section 3.1.

11. What were your annual total adjustments for last year or for the last 12 months?

A: The requested information is not readily available.

12. What were your annual gross collections last year or for the last 12 months?

A: Please see section 3.1.

13. What were your annual billable transports last year or for the last 12 months?

A: Please see section 3.1.

14. What are your per-mile ground transport charges?

A: Please see section 3.1.

15. What is your average per-trip charge?

A: The requested information is not readily available.

16. When were the last changes to your transport rates, and are you considering raising any of the rates currently charged?

A: The rates were last adjusted in 2017; the County is not currently considering further rate adjustments at this time.

17. Are there any other charges you assess not otherwise covered by our questions?

A: No.

18. What percentage of your patients are residents versus non-residents, and do you charge the two groups differently?

A: The County does not charge differently.

19. Do you operate any shared services agreements with any other municipal or county governments in the region and, if so, with whom?

A: No.

20. What were your transports per year for life support for last year or for the last 12 months?
- A: All units are “life support”.
21. What were your transports per year for advanced life support emergency level 1 for last year or for the last 12 months?
- A: The requested information is not readily available.
22. What were your transports per year for advanced life support emergency level 2 for last year or for the last 12 months?
- A: The requested information is not readily available.
23. What were your transports per year for basic life support for last year or for the last 12 months?
- A: The requested information is not readily available.
24. What were your transports per year for basic life support emergency for last year or for the last 12 months?
- A: The requested information is not readily available.
25. What were your transports per year for specialty care transport for last year or for the last 12 months?
- A: None.
26. What were your transports per year for treatment without transport for last year or for the last 12 months?
- A: The requested information is not readily available.
27. What is your payer mix expressed as percentages of 100% billed?
- A: Please see section 3.1.
28. What is your payer remit mix expressed as percentages of 100% of what you typically receive?
- A: Please see section 3.1.
29. How many total transport vehicles do you now operate?
- A: Please see section 3.1.
30. What is your average loaded miles per trip?
- A: The requested information is not readily available.
31. What is your average revenue per call?
- A: The requested information is not readily available.

32. Do you have a lockbox provider and, if so, which provider?

A: Yes, Central Bank of Jefferson City, Missouri.

33. If you have a lockbox provider, will that provider remain in place as a result of this procurement?

A: Yes.

34. Do you have an EPCR provider and, if so, which provider?

A: Yes, Image Trend Elite.

35. Do you have a collection agency provider and, if so, which provider?

A: Yes, Weinstein, Karp & Associates.

36. Which local hospitals or care facilities typically receive most of your patients?

A: Three hospitals receive the majority of CCEMS patients, Capital Regional Medical Center, St. Mary's Hospital, University of Missouri - Columbia

37. Could you please help me with the following questions:

- Whether companies from Outside CANADA can apply for this? (like, from India or USA)

A: Responses will be considered.

- Whether we need to come over there for meetings? Can we perform the tasks (related to RFP) outside CANADA (like, from India or USA)

A: The successful respondent may be required to attend on site meetings as determined appropriate by Cole County.

- Can we submit the proposals via email?

A: No, please review Section 1.6.

The bid receipt date and time HAVE NOT BEEN CHANGED; submissions will be received until Thursday, December 20 at 3:30 p.m. The deadline for questions is Thursday, December 13, 2018.

I/We have received Addendum Number One to Bid No. 2018-36 and have fully considered the information provided in preparing a response.

Name of Company

Agent and Title

Authorized Signature