



COUNTY OF SANTA CRUZ

General Services Department
Purchasing Division

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ADDENDUM # 4

Request for Proposals 17P1-001

Exclusive Emergency Ambulance Service Operator for the Santa Cruz County Exclusive Operating Area

Issued: October 25, 2017

Addendum #4 is being issued to answer questions submitted in writing after the bidders' conference in accordance with RFP Section 5.3, which were not previously answered in Addendum #3.

Direct any questions regarding Addendum #4 to Kevin.Bratcher@santacruzcounty.us.

Addendum #4 authorization:

Kevin Bratcher

10/25/2017

Date

Item #18 (Section 8.4.B. (m))

RFP Language: The rates will be considered inclusive of supplies and equipment utilized during patient care.

Services Current Rates

ALS emergency base rate \$2,187.25

BLS emergency base rate None currently

Non-transport fee \$ 141.92

Mileage \$ 69.48

Oxygen \$ 251.98

Q1: Rates are bundled in the RFP. The current contractor bills for ancillary supplies, and changing the method of billing would increase the base rate, but bidders will be working from the rate in the RFP which would then be artificially low. Could this cause confusion or inaccuracies when scoring the rates during the evaluation process?

A1: Historically, ancillary supply charges were permitted. This is no longer the standard in many EMS systems and the County desires to move to a base rate inclusive of supplies. During 2016, the incumbent stated it billed \$4,913,781 in ancillary charges (i.e., gross revenue) not related to base rate, mileage, or oxygen.

Item #23 (Attachment 1)

Q1: Is the payor mix for 2016 available? If so, can the County provide it?

A1: The incumbent has provided the following information. The County makes no guarantees or promises to the accuracy of the data provided. Bidders are encouraged to complete their own analysis based on their experience and research.

2016 Payor Mix	
Medicare and Medicare HMOs	44.0%
MediCal and MediCal HMOs	25.7%
Commercial Insurance	11.0%
Private Pay	15.6%
Other	3.7%

Q2: What are the actual reimbursement payment amounts that coincide with Attachment 1, Figure 7?

A2: Not available. The incumbent stated, “[It] utilizes a proprietary billing process; we believe that any other bidder should rely on their own billing experience to estimate revenues.”

Item #30 (Section 4.7.A.)

Q1: What is the total cost in liquidated damages that has been incurred and paid by the current provider between 2012 and end of 2016?

A1: The liquidated damages paid by the incumbent over the last five years follow.

Response Time Liquidated Damages	
2012	\$ 37,689.00
2013	38,676.00
2014	32,244.50
2015	71,776.00
2016	60,075.00