

# MANATEE COUNTY GOVERNMENT SOURCE SELECTION

<b>SUBJECT</b>	RFP #3385FL – Electronic Patient Care Reporting System	<b>DATE POSTED</b>	May 23, 2011
<b>PURCHASING REPRESENTATIVE</b>	Frank Lambertson, 749-3042	<b>DATE CONTRACT SHALL BE AWARDED</b>	May 30, 2011 or after
<b>DEPARTMENT</b>	Financial Management Dept./Purchasing Div.	<b>CONSEQUENCES IF DEFERRED</b>	N/A
<b>SOURCE RECOMMENDATION</b>	ESO Solutions	<b>AUTHORIZED BY DATE</b>	Rob Cuthbert May 23, 2011

### ACTION DESIRED

Approval to enter into negotiations with ESO Solutions, Austin, TX for an Electronic Patient Care Reporting System for an estimated cost of \$300,000 (system and five years of maintenance).

### ENABLING/REGULATING AUTHORITY

*Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.)*

Manatee County Code of Laws, Chapter 2-26 Manatee County Purchasing Ordinance, Section 2-26-40 and the Standards and Procedures approved by the County Administrator.

### BACKGROUND/DISCUSSION

- Estimated expenditure is \$300,000 (Purchase of System and 5 Years of Maintenance estimated)
- Funding Source: Various Public Safety accounts
- The Manatee County Public Safety Department has the need for an Electronic Patient Care Reporting System for the collection of patient information at the point of contact and management of the collected data utilizing current, state of the art technology to support a public safety agency. This system shall improve billing operations, improve compliance with HIPPA Security requirements, increase the administration's ability to monitor and evaluate care rendered and increase customer service levels through improved management of information and reporting. The Electronic Patient Care Reporting System is to be used by Emergency Medical Technicians and Paramedics to collect patient information at the point of contact while attending patients and transmit data as required. Emergency Medical Services management shall utilize the collected data for administration and other purposes.
- **MANATEE COUNTY** firms that were directly contacted and made aware of this Request for Proposal were, and took the following actions in response to the RFP:

There were no Manatee County firms found that would provide the products and services required by the RFP.

<b>SUMMARY</b>	Recommend ESO Solutions, Austin, TX		
<b>ATTACHMENTS: (List in order as attached)</b>	<b>INSTRUCTIONS TO BOARD RECORDS:</b>		
Approval Email: Ed Hunzeker	N/A		
<b>COST</b>	\$300,000	<b>SOURCE (ACCT# &amp; NAME)</b>	Various Public Safety Accounts
<b>COMMENTS</b>	N/A	<b>AMT./FREQ. OF RECURRING COSTS (ATTACH FISCAL IMPACT STATEMENT)</b>	N/A

- Proposals were received from the following firms:

**Manatee County** firms: None

**Local** firms: None

**Other** firms:

emsCharts, Inc., Pittsburgh, PA  
Emergidata, Inc., Richardson, TX  
ESO Solutions, Austin, TX  
ImageTrend, Inc., Lakeville, MN  
OPEN Incorporated/Safety PAD, Minneapolis, MN  
Sansio, Duluth, MN  
Zoll, Broomfield, CO

- 9/1/10 – 5/4/11 the appropriate proposal procedures were followed. The Request for Proposal (RFP) was broadcast via DemandStar to one hundred eighty three (183) firms who provide this service; nineteen (19) firms downloaded the RFP and seven (7) firms' submitted proposals.
- The RFP was advertised locally in the Bradenton Herald, posted on the County's website and provided to the Manatee County Chamber of Commerce for release to members.
- The Selection Committee consisted of:

Ron Koper, Public Safety Department  
Larry Colbert, Information Technology Department  
Frank Lambertson, Financial Management Department

- The Selection Committee convened 1/12/2011 and shortlisted the following firms:

emsCharts, Inc., Pittsburgh, PA  
ESO Solutions, Austin, TX  
ImageTrend, Inc., Lakeville, MN  
Sansio, Duluth, MN

- Oral presentations were made by the shortlisted firms on 3/23/2011 and 3/28/2011.
- The Selection Committee convened on 5/4/2011 and ranked the firms as follows for the purpose of negotiating a contract with the top ranked firm:

Ranked #1, ESO Solutions, Austin, TX - The top ranked firm, demonstrated exceptional qualifications via their proposal and oral presentation. Of particular importance its understanding of the County's requirements; this software package was overwhelming selected by the Paramedics, Emergency Medical Technicians and Command Staff when compared to the other systems, reasonable price but not the lowest and desire to establish a working system in Manatee County Florida.

Ranked #2, Sansio, Duluth, MN – The firm presented its professional capabilities in a clear and concise manner via their proposal response. It has provided similar services as required in the Scope of Service of the Request for Proposal and submitted a five year total cost that was \$27,000 lower than the selected firm. However, was ranked second due to interface problems described by a reference, field staff ranked this system the lowest and lacked a critical clinical compliance feature.

Ranked #3, ImageTrend, Inc., Lakeville, MN - ImageTrend Inc., submitted an informative proposal detailing their qualifications and knowledge. While the Paramedics thought the software system was user friendly the field input screens were considered too busy and report creation was lacking. Additionally, the price was the highest other ranked firms.

Ranked #4, emsCharts, Inc., Pittsburgh, PA – The firm's presentation was unimpressive compared to the higher ranked firms, the technology seemed old with no real recent advancement, and fields & language appeared to be geared more toward the hospital environment.

The remaining proposal respondents were not ranked, although well qualified they were not selected based on a comparison of capabilities of the selected firm.

Emergidata, Inc., Richardson, TX  
OPEN Incorporated/Safety PAD, Minneapolis, MN  
Zoll, Broomfield, CO

Re: Selection for Negotiation - Electronic Patient Care Reporting System RFP #10-3385

Ed Hunzeker

to:

Rob Cuthbert

05/21/2011 07:59 AM

Cc:

"Frank Lambertson", "Melissa Assha"

Show Details

Rob,

Please proceed.

Ed

On May 20, 2011, at 2:35 PM, "Rob Cuthbert" <[rob.cuthbert@mymanatee.org](mailto:rob.cuthbert@mymanatee.org)> wrote:

Mr. Hunzeker,

We are communicating the recommended selection of ESO Solutions, Austin, TX. for an Electronic Patient Care Reporting System for the collection of patient information at the point of contact and management of the collected data. **Negotiation shall be engaged to determine the final cost.**

Staff will proceed with the posting of the selection and beginning negotiations upon your confirmation to proceed. If you choose, you may direct staff to present this recommendation to the Board of County Commissioners for consideration.

Thank you. Rob Cuthbert

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