



MANATEE COUNTY FLORIDA

November 8, 2010

TO: All Proposers

SUBJECT:

Request For Proposal (RFP) #11-3385FL
Electronic Patient Care Reporting System

ADDENDUM #1

The following items are issued to add to, modify and clarify the Request For Proposal document. Proposals are to be submitted on the specified time and date due, in conformance with the additions and revision listed herein.

1. Responses to the following questions:

a. What system would we be converting data from?

Healthware Solutions.

b. Would the data be coming over in NEMESIS XML format?

No, we have an EMSTARS export but all fields are not captured.

c. How many records are to be converted?

280,000 (estimated).

d. Page 16 of the RFP states that the "System shall be able to export data to our billing partner McKesson Per-Se in a format mutually agreed? Again, in order to price this interface, we would ask that you please provide us with more information on the export file type. Would McKesson Per-Se wish to receive your billing file in XML format or a different format? If a different file format is being requested, what type of file are they looking for?

Currently using a .csv file. McKesson may be open to other formats.

Financial Management Department – Purchasing Division
1112 Manatee Avenue West, Bradenton, FL 34205
PHONE: 941.749.3042 FAX: 941.749.3034
www.mymanatee.org

- e. Is Manatee County looking for a hosted ePCR system or an enterprise system – or would you be willing to consider either solution?

The County will consider both solutions.

- f. If we provide a team to Project Manager as Prime and deliver a Sub contractor who meets the minimum requirement will that be acceptable?

The Prime Contractor will have to meet the minimum requirements.

- g. Who can I lodge a protest with? The County Commission?

The County procurement regulations are posted on the County's website mymanatee.org under Financial Management / Purchasing.

- h. Your county EMS and IS departments have a listing of existing equipment. Does this rfp need to include the purchase of all hardware, or can this be a software only proposal If hardware is part of the rfp, could you please provide your requested location for printers to be used, ie ambulance, hospital, station, etc.?

Currently, EMS utilizes Panasonic ToughBook 19s and Pentax PocketJet 3 Printers in the ambulances. The equipment is aging and will need replacement which is in the planning stages dependent on software requirements. Each station has a PC and printer as do the three local hospitals. We prefer to purchase the replacement hardware on a separate purchase order.

- i. On pg 11, B. 03, sub o, bullet 10., could you please clarify what is meant by Roll Back/ Roll Forward functionality?

This is the ability to update the software as needed but in the event the update is problematic, we can go back to a previous version.

- j. On 16, E.06, sub b, you state that hardware failure is the responsibility of the vendor/contractor. Can you clarify the level of vendor responsibility for third party hardware?

The contractor shall immediately correct the problem without interruption or degradation of system performance. My expectation is any problem with the vendor software or vendor owned hardware must be corrected. I have no expectation that the vendor has responsibility for correcting hardware problems on County owned equipment with the exception of software issues.

- k. What are your expectations for the system to go 'live' date?

Second Quarter 2011.

- i. Attachment C, B6, wants the inclusion of conversion costs. Could you please provide us with what you want converted AND the format the information is currently in.

All historical data from HealthWare Solutions, 2004 to present. In Sequel format.

- m. You need an export provided for McKesson billing. Are you also interested in exporting to McKesson EHR? In lieu of billing export?

No.

- n. On page 16, E.05, sub c., until the format is agreed, is it acceptable for a supplier to provide an estimate for this export?

Yes.

- o. Page 10, B. 03, sub k, bullet 10, you request information to be submitted for the ability to integrate with Ambutrak, yet this is not in the Attachment C, Pricing Structure. Are you interested in this for a later date project? Or is this an oversight in Attachment C?

We are certainly interested in integrating all related data as much as possible. However, the County is not certain if we will be able to fund this portion project at the current time.

- p. Several companies have been approached by a local vendor to qualify for Local Preference. Your qualifications for bid state the proposer must have met certain business requirements in the last 2 years. Does this nullify the ability of a vendor to utilize an unaffiliated local vendor for the purpose of Local Preference?

The Prime Contractor will have to meet the minimum requirements. Review Section F as it relates to local preference.

- q. Total number of users (ALS-BLS) that would need to be trained using the system

130 core and approximately 20 volunteers.

- r. How many units would carry the mobile ePCR solution, just the 18 EMS or will suppression units also carry an ePCR system?

This is an EMS only agency, although we have a partnership with a rural fire service to place one paramedic on an ALS engine. Typically, we will man the 17 ambulances, 1 ALS engine, and 5 supervisor vehicles each day. We do place additional units in service for special events that include: bicycles, ATVs, and additional ambulances as needed.

- s. Will crews be expected to also complete reports via a desktop station or only via a mobile platform?

We would like to maintain the ability to complete ePCRs on station PCs to allow smoother shift changes.

- t. If a crew/unit gets dispatched do they write a report. Essentially if you roll out the door for EMS do you write a report?

Reports are completed when wheels turn.

- u. Of the 36,000 requests for service, how many total EMS reports were written? RFP notes 25K transports.

Approximately 36,000.

- v. Is the proposer providing hardware in the quote or will Manatee County be purchasing hardware. Our system utilizes Panasonic Toughbook or similar? If hardware already has been purchased what is the make, model number

Currently have Panasonic ToughBook 19 CF-19CJBAXBM. A hardware quote is not required.

- w. RFP notes 26 toughbooks and 19 laptop computers. Will Manatee County continue to use those same devices for the new system? What is the exact Make, Model number for the Panasonics and Laptops if these will continue to be used.

26 Panasonic ToughBook 19s. We are planning on replacing the devices. We are interested in the Panasonic H1R.

- x. How many hardware units are expected including back-up (total number?)

Once a device is selected, we will purchase 28 to ensure sufficient back-up devices

- y. Is the proposer expected to provide wireless capabilities?

As stated in Attachment "D" Section B.1.c. each EMS unit utilizes an InMotion onboard mobile gateway for data communications with CAD and Internet. Currently using Sprint. We would like to utilize these OMGs for patient data communication also.

- z. Is the intent of the RFP for desktop entry of patient care or was the intent for mobile data collection, essentially 'real-time'?

We prefer that ePCRs be started at the time of service, but may be completed at stations on PC.

- aa. What is expected for the data conversion? Are these paper reports?

Electronic, Sequel

- bb. What are the bullet points for archived data conversion expectations?

We would like to be able to recall all reports and print a paper copy for any authorized records request and retain the ability to utilize the data for statistical purposes.

- cc. Is the proposer expected to provide costs for wireless services (if this is a mobile collection application)?

See paragraph y response.

- dd. Will an 'ASP' model, vendor hosted solutions be an acceptable solution
Proposer purchases and houses new servers. County pays a per record fee.

We are open to all proposals. However, we desire to maintain a copy of all data produced.

- ee. How many total printers need to be replaced?

Currently, none.

- ff. Do EMS units carry printers or only at hospitals

Each ambulance is equipped with a Pentax PocketJet 3 printer and each of the local hospitals has a dedicated laser printer.

- gg. Does Manatee County currently staff a support position for ePCR or its current Healthware Solution?

No dedicated position.

- hh. What are some of the major shortcomings of the currently solution that Manatee County wishes to solve with the new system?

No response.

- ii. Is this project funded? What is the total amount the County Board of Supervisors or other governing body has allocated for this total project implementation? What has been allocated for annual maintenance?


Funding will be based on negotiated prices with the selected proposer.

- jj. Will there be an interface to an existing RMS (NEMSIS) platform be required. What are the bullet point expectations?
- Section E.02 General Requirements paragraph b. and c.
Section E.05 Interface Requirements paragraph b. and c.
- kk. Is a faxing solution required?
- Not required. Any electronic method of data transfer to receiving hospitals will be considered.
- ll. Has the county considered purchasing under an existing Florida State contract such as with the SafetyPAD system purchased by Miami-Dade, City of Miami Fire and Key Biscayne Fire.
- The County plans to perform their own acquisition process.
- mm. Can you please clarify Item k. Communication mechanisms and Time synchronization? What information is the County looking for?
- Communication mechanisms - how is data transferred. What devices and services are utilized for the transfer.
Time synchronization - How is time synchronized between server and portable devices. Is the time synchronized with the CAD and other devices such as the Philips HeartStart Monitor.
- nn. What would the County define as "sentinel events" (Item k)?
- A defined series of similar events/patient types/ symptoms that may be indicative of localized or widespread infectious disease or a hazardous material release.
- oo. Does the County prefer a vendor hosted solution? Would a Software as a Service (SaaS) model, which offers application usage, hosting and support in one monthly fee, be acceptable to the County?
- The County is open to considering proposed solutions.
- pp. Item y. Data Conversions: what format are the existing files in?
- Sequel.
- qq. The RFP states to follow the specific outline in Section B. Would the County like the response to include the items listed under section E: Scope of Services? If so, where would the County like these items placed within the outline provided in Section B?
- The proposer may submit any additional information including a more specific Scope of Services generated for their specific system or proposed solution.

2. No additional questions will be considered after the issuance of this Addendum.

Proposals are to be prepared as instructed in this Request For Proposals and shall be received at Manatee County Purchasing Office, Suite 803, 1112 Manatee Avenue West, Bradenton, Florida, FL 34205 until **4:00 P.M., Tuesday, November 23, 2010.**

Cordially,

A handwritten signature in black ink, appearing to read "Frank G. Lambertson". The signature is stylized and cursive.

Frank G. Lambertson
Contracts Negotiator