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Agenda

August 8, 2017 - Regular Meeting

Category

B. CONSENT AGENDA

Sub-Category

Financial Management

Approval Path

FM (Purchasing-Melissa)

Subject

Agreement 17-0741WB - Emergency Medical Service (EMS) Billing

Briefings

None

Contact and/or Presenter Information

Contact: Monica Sell, Financial Management Department, Procurement Division, x3042

Presenter: Mark Jones, Public Safety Department, Manatee County Emergency Medical Services, x1657

Action Requested

Authorization for the County Administrator or his designee to execute Agreement 17-0741WB for Emergency Medical Services (EMS) Billing with Ambulance Medical Billing (AMB) for one (1) year from the date of execution.

Enabling/Regulating Authority

Manatee County Code of Laws

Background Discussion

The purpose of this Request for Proposal (RFP) was to solicit proposals from qualified firms for the billing, processing, and collection of Emergency Medical Services (EMS) fees. The selected firm will provide the following services: data processing, management information reporting, electronic storage of records, electronic and paper billing and invoicing, and responding to all billing/insurance related inquiries. All provided services shall be rendered in compliance with the Health Insurance Portability and Accountability Act (HIPPA), Health Care Reform Act, Federal Debt Collection Practices Law, and requirements of the Office of the Inspector General (OIG).

The RFP was advertised on the Manatee County website, DemandStar, and was also provided to the Manatee County Chamber of Commerce for release to its members. A total of six (6) proposals were received:

- McKesson, Alpharetta, GA
- Life Quest Services, Wautoma, WI
- EMS Management Consultants, Winston Salem, NC
- Intermedix, Nashville, TN

Digitech, Chappaqua, NY
Ambulance Medical Billing (AMB), Paducah, KY

An Evaluation Committee was formed to review the proposals. The Evaluation Committee was comprised of the following members:

Mark Jones, Deputy Chief, Public Safety Department
Mary Allred, Senior Billing Specialist, Public Safety Department
Monica Sell, Contract Negotiator, Financial Management Department (Chair)

The Evaluation Committee first convened on June 2, 2017, to review evaluation committee responsibilities, discuss member's availability for future meetings, and the Florida Sunshine Law as applicable to public meetings. The Evaluation Committee then proceeded to review all six (6) proposals and shortlisted a total of two. The two short-listed firms engaged in oral presentation/interviews on June 13, 2017.

Credit Bureau Systems, Inc., dba Ambulance Medical Billing (AMB) Paducah, KY

AMB is a subdivision of Credit Bureau Systems, Inc. (CBS) which was founded in 1952 and provides a host of services to the medical industry including EMS billing. AMB has five (5) regional offices and processes 1.25 million claims. AMB has the same Electronic Patient Care Reporting (ePCR) software as the County making the transition to a new firm seamless. AMB was able to provide the Hospital Data Exchange (HDE) program which makes communicating patient information between local hospitals and County EMS accurate, easier, and timely. All of their coders are certified and they would provide an individual in Manatee County for six months to ensure a smoother transition of services. These characteristics led the majority of the Evaluation Committee to recommend Ambulance Medical Billing (AMB) for award.

Digitech Chappaqua, NY

Digitech is a strong company with over thirty (30) years of experience. Digitech designs their own software and has a centralized approach. This firm was able to accurately provide information to the Evaluation Committee about its detailed software approach to EMS billing and did offer the Hospital Data Exchange (HDE) program at a higher cost, but also offered an entirely different ePCR platform. The presentation was professional and Digitech answered all of the committee's questions; however, the difference in software/hardware platform was significant and, as a result, it was not evaluated as high as the other firm.

Upon completion of the Evaluation Committee meeting on June 13, 2017, the Committee decided to recommend the County Administrator authorize negotiations with Credit Bureau Systems, Inc., dba Ambulance Medical Billing (AMB), Paducah, KY.

County Attorney Review

Not Reviewed (No apparent legal issues)

Explanation of Other

Reviewing Attorney

N/A

Instructions to Board Records

Original to Board Records.

Copies of Agreement to:

Ambulance Medical Billing (AMB) - Laurent Root (lroot@marsbilling.com)

Mark Jones (marc.jones@mymanatee.org), Public Safety Department

Monica Sell (monica.sell@mymanatee.org), Financial Management Department

Cost and Funds Source Account Number and Name

Revenue Generating

Amount and Frequency of Recurring Costs

N/A

Attachments: (list)



[17-0741WB Emergency Medical Services Agreement.pdf](#)



[Department Recommendation.pdf](#)

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Monica Sell - (Contracts Negotiator)
Role : Item Author

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