

Santa Clara County Emergency Ambulance Services RFP Status Update

City Council Meeting – April 3, 2018

Council Item: 8.1

Ambulance Services & First Responder Agreements

- **RURAL METRO: June 30, 2019**
 - City of Gilroy: June 30, 2019
 - City of Milpitas: June 30, 2019
 - City of Morgan Hill: June 30, 2019
- City of Mountain View: June 30, 2019
 - City of San Jose: June 30, 2019
 - City of Santa Clara: June 30, 2019
- Santa Clara County Fire Protection District: June 30, 2019
 - Santa Clara County South Fire District: June 30, 2019
 - City of Sunnyvale: June 30, 2019

Source: Santa Clara County Emergency Medical Services Web Page

RFP Released

- Bid End Date: May 1, 2018
- Ambulance Services for defined Exclusive Operating Area (EOA)
- Integration of First Responders – Cost recovery for First Responders to be accepted as part of proposal (?)
- Proposal may be jointly submitted (at least one meeting qualifications)
- Annual **\$1.5M payment to County** for Dispatch, Medical Control, Administration & Oversight
- Response Times Requirements with **liquidated damages penalties**
- 5 Year Term (+ 5 Year Option)
- Provider anticipated to begin March, 2019

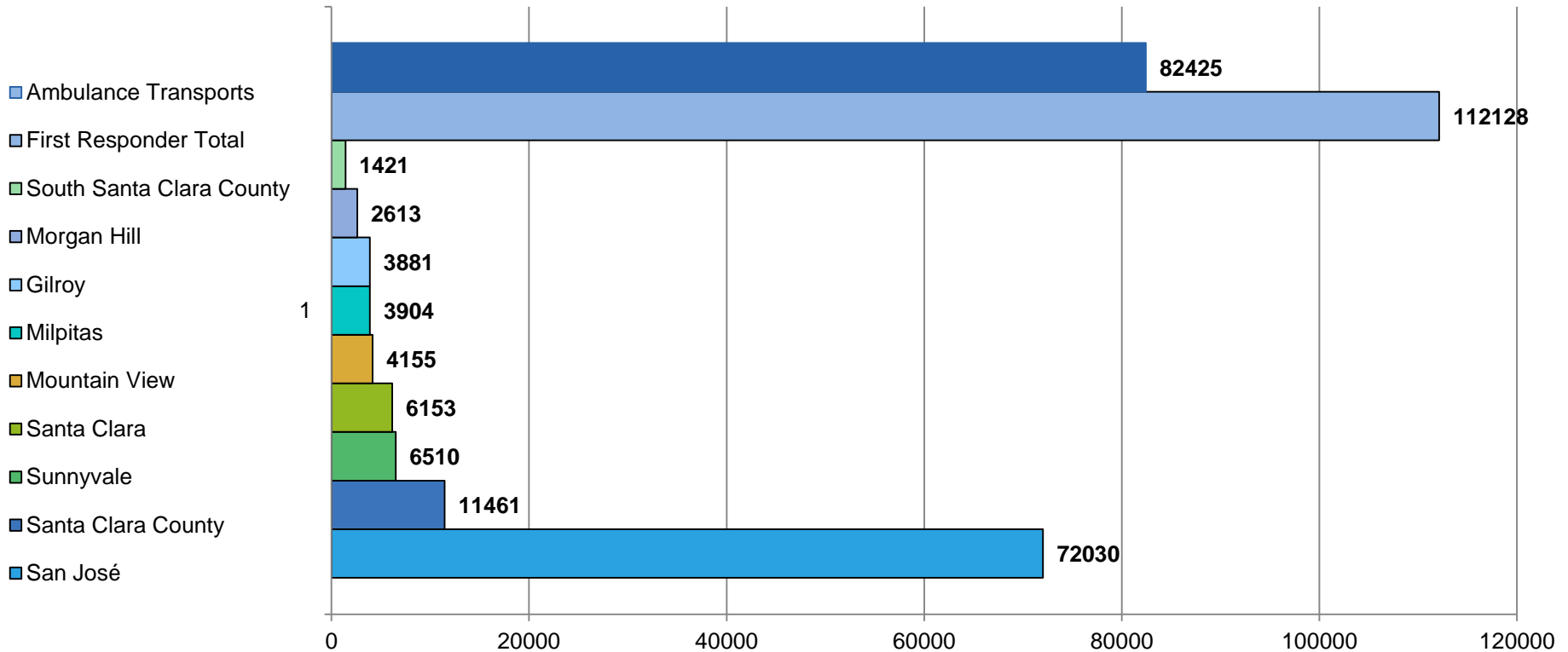
Table 1: City of San José 911 Emergency Medical Services Provider Agreement funding experience.

**Separate totals for Category A & B funds unavailable (Source: FMS)*

Agreement Period	Category A	Category B	Payments Received	Allocation Difference
2011-2012	*	*	\$2,213,078	
2012-2013	*	*	\$1,611,208	(\$366,591)
2013-2014	\$799,509		\$799,509	(\$1,839,174)
2014-2015	\$912,616		\$912,616	(\$1,839,174)
2015-2016	\$520,720		\$520,720	(\$919,587)
2016-2017				(\$2,992,337)
2017-2018 ^[1]	TBD	TBD	TBD	TBD
Subtotals	\$2,232,845	\$1,839,173		
Total			\$6,057,131	(\$7,956,863)

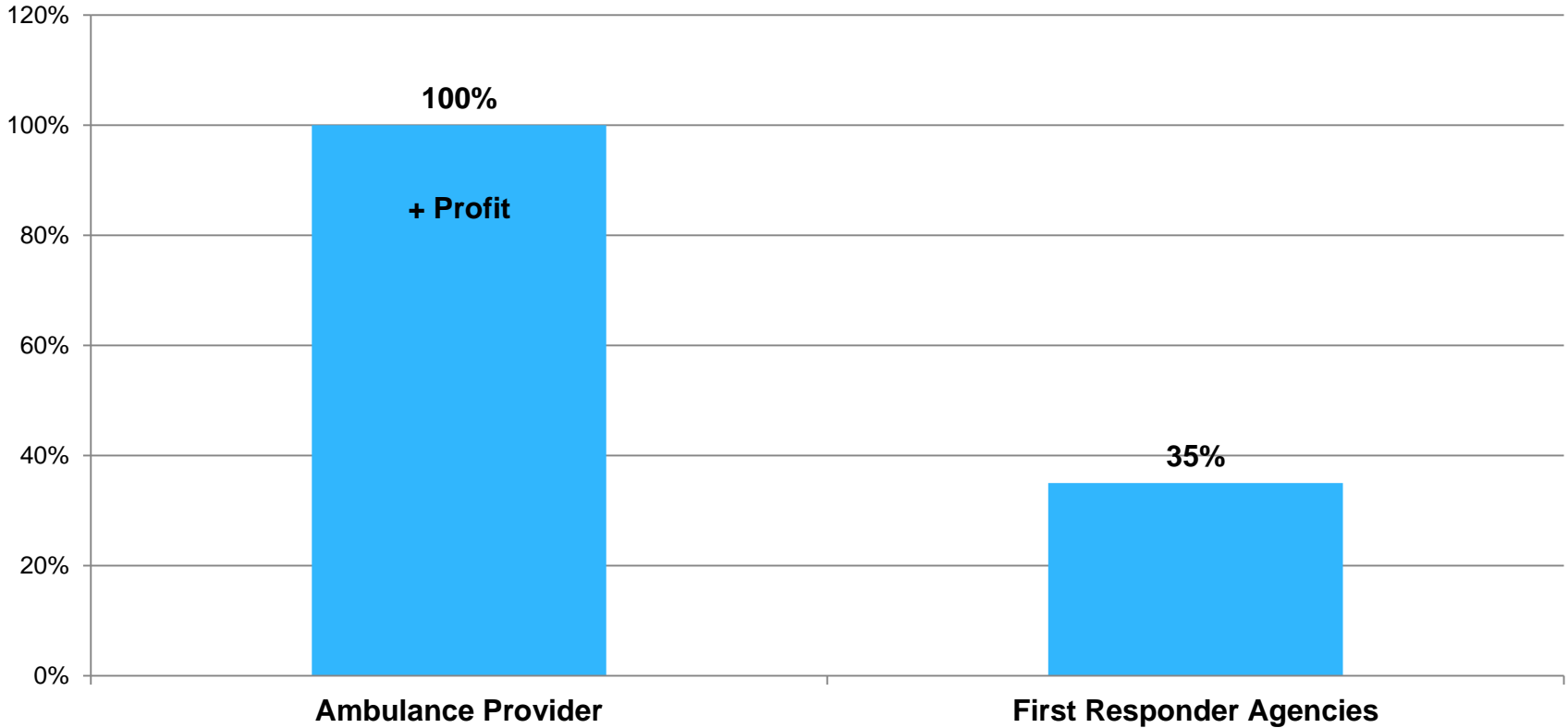
^[1] Fiscal Year 2017-2018 is still in progress, so funding totals are not final at this time.

First Responder Agency Workload (Calendar Year 2016)



Source: Santa Clara County Emergency Medical Services Agency 2016 Annual Report

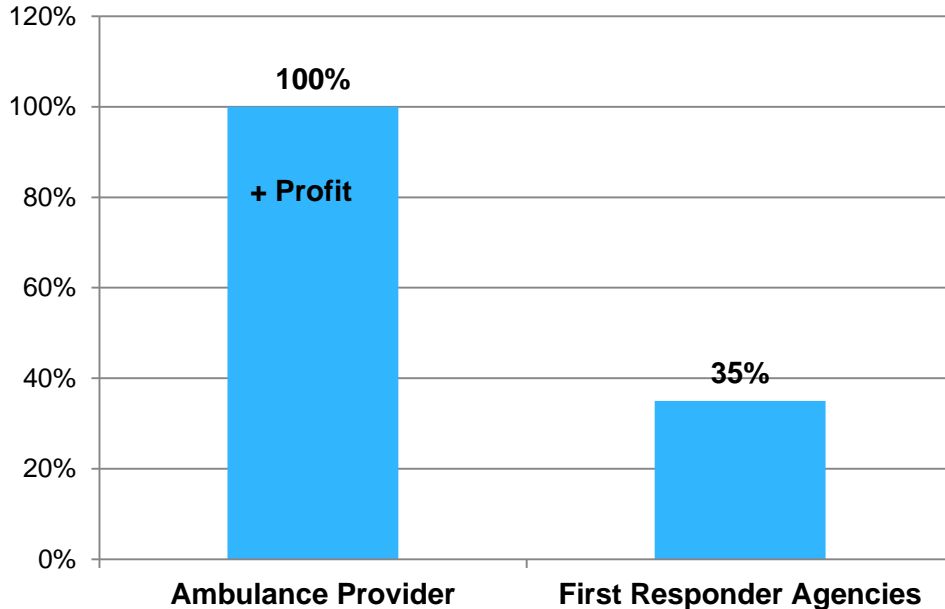
EMS System Cost Recovery Structure (approximate)



RFP: First Responder Integration

“The system recognizes that revenue recovery is critical to the overall success of the system and that services provided by First Responder agencies should be recognized by the Offeror. The Offeror should demonstrate through its proposal the type of financial and operational relationships that it can provide between itself and the agencies that are designed to support the First Responder system.”

Future of EMS Cost Recovery for First Responder Agencies



- Continue to “subsidize” private provider?
- Enter into ambulance business
- Improve cost recovery model
- Other / EMS System overhauls

Discussion

Thank you.

San Jose City Council Regular Meeting

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