



NAPA COUNTY

Ambulance RFP
March 23, 2021



Essential Findings from EMS Assessment

EMD - MPDS®

Communication Systems

Response Time Standards

Clinical Oversight – Performance

Integration – ALS & BLS

Deployment

Data Reporting - Performance

Staffing – fatigue, crew/patient safety

Community Paramedics

- Treat & Refer
- Alternative Destination
- Non- Response & Refer

Financial Analysis

- Incumbent's audited financials
- Payor Mix
- Cost Containment Strategies



System Strengths

Strong Collaboration

Patient Centered

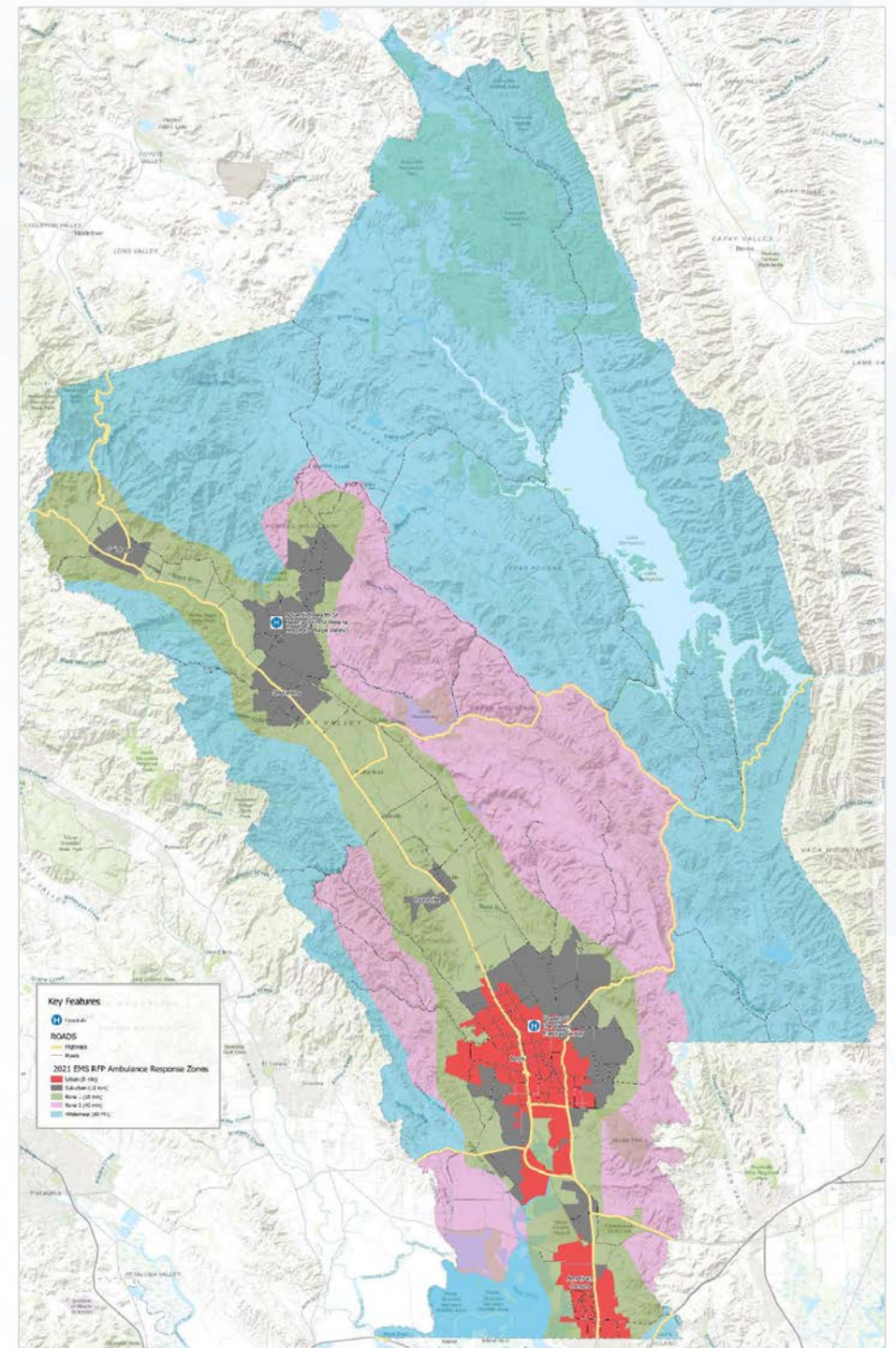
Quality Patient Care

Desire to make the right system changes

System isn't broken



Ambulance Response Map



Ambulance RFP Highlights



High Performance
EMS Dispatch



New Clinical
Performance
Standards



Implement
Performance
Improvement Tools



Implement a
transparent system
performance
oversight structure



Liquidated damages for
underperformance in both
clinical and response time
performance in Contract
Performance



Highlights Cont.



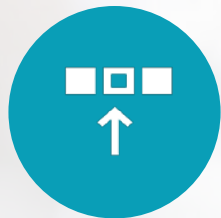
Improve
Ambulance
Deployment for
North County



Modify current
response time
liquidated
damages



Recognize
Value of ALS &
BLS Fire



Continue with
“surge
ambulance”
program



Restock of
disposable
medical supplies
to fire agencies



Continue to foster
collaborative working
relationships among
all system participants



Highlights Cont.



Ambulances must be configured to meet the safety and ergonomic needs of employees



Power lift gurneys with additional bariatric capability for patients up to 1,000 lbs.



Proposer encouraged to preferentially hire the incumbent paramedic and EMT workforce



Continue strong training programs for field caregivers



Continue Public Education Programs



Highlights Cont.



Sufficient funds to finance startup costs including six months of operations



EOA Provider Financial Accountability



Quarterly system reports and year-end financial audit



Financial hardship policy for patients with limited financial capacity



Oversight, monitoring, managing, medical direction compensation



Qualifications

1. Five years providing 9-1-1 ALS transport services similar the size and geographic nature of Napa County
2. Proven strong financial history with the ability to finance a high-performance EMS system from start-up.
3. Provide 5 years audited financial statements
4. Documentation of ability to meet minimum response times and clinical performance standards.
5. Excellent references and performance in of integrated EMS systems



Project Timeline

Release of RFP Pending the Board of Supervisors' Approval	March 23, 2021	12:00 PM
Deadline for Written Questions	March 31, 2020	1:00 PM
Proposers Conference, Response to Questions, Amendments to RFP Released (if any)	April 8, 2021	10:00 AM
Letter of Intent Due (via email)	May 21, 2021	10:00 AM
Proposals Due	June 11, 2021	11:30 AM
Time and Place of Response Opening	June 11, 2021	1:00 PM
Oral Presentations, Proposal Review, and Selection	June 25, 2021	9:00 AM
Notice of Intent to Negotiate	June 28, 2021	10:00 AM
Notice of Intent to Award to Provider	July 30, 2021	10:00 AM
Last Day to Protest	August 6, 2021	1:00 PM
Contract Approval by Board of Supervisors	August 10, 2021	10:00 AM
Implementation of Service	January 2, 2022	00:00 AM

Questions?

