



A Tradition of Stewardship  
A Commitment to Service

Agenda Date: 10/22/2019

Agenda Placement: 6F

## NAPA COUNTY BOARD OF SUPERVISORS Board Agenda Letter

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**TO:** Board of Supervisors

**FROM:** Shelli Brobst for Jennifer Yasumoto - Director  
Health & Human Services Administration

**REPORT BY:** JoAnn Melgar, Staff Services Analyst II - 707-253-4722

**SUBJECT:** Agreement with EndPoint EMS Consulting, LLC

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### **RECOMMENDATION**

Director of Health and Human Services requests approval of and authorization for the Chair to sign an agreement with EndPoint EMS Consulting, LLC for a maximum of \$123,280 for the term October 22, 2019 through December 31, 2021 to provide a comprehensive Emergency Medical Services (EMS) system assessment of the Napa County EMS system; the development and management of a competitive process for Advanced Life Support ambulance services; and consulting services to assist with the negotiation and establishment of an agreement with an ambulance vendor.

### **EXECUTIVE SUMMARY**

American Medical Response (AMR) currently provides ambulance services in Napa County pursuant to an Agreement that expires on January 1, 2022. The purpose of today's requested action is to approve an Agreement with EndPoint EMS Consulting, LLC, which will provide consulting services to assist in the negotiation and establishment of an agreement with an ambulance vendor to be selected through a competitive bidding process. This agreement, in the total amount of \$123,280, will begin upon Board approval and terminate on December 31, 2021.

EndPoint EMS Consulting, LLC is not a local vendor and was selected through a formal Request for Proposals process.

### **FISCAL & STRATEGIC PLAN IMPACT**

Is there a Fiscal Impact? Yes

Is it currently budgeted?	Yes
Where is it budgeted?	Health & Human Services Public Health
Is it Mandatory or Discretionary?	Discretionary
Discretionary Justification:	While approval of this agreement is discretionary, it will provide Public Health with a contractor to oversee the three main phases of the larger ambulance contracting project.
Is the general fund affected?	No
Future fiscal impact:	This agreement ends on December 31, 2021, it is included in the approved Fiscal Year 2019-2020 budget and will be budgeted in Fiscal Year 2020-2021 accordingly.
Consequences if not approved:	This agreement will assist with planning and in the next competitive bidding process for ambulance services.
County Strategic Plan pillar addressed:	Healthy, Safe, and Welcoming Place to Live, Work, and Visit
Additional Information:	

### **ENVIRONMENTAL IMPACT**

ENVIRONMENTAL DETERMINATION: The proposed action is not a project as defined by 14 California Code of Regulations 15378 (State CEQA Guidelines) and therefore CEQA is not applicable.

### **BACKGROUND AND DISCUSSION**

Ambulance services in Napa County are currently provided by American Medical Response (AMR). After two requests for proposal (RFP) processes in 2010 and 2011, AMR was awarded a contract to provide these services in 2011. AMR began providing countywide ambulance services on January 2, 2012 with an initial five-year agreement, which was extended for an additional five years. The current agreement with AMR expires on January 1, 2022. In order to continue providing integrated countywide ambulance services beyond the expiration of the current agreement with AMR, the County must conduct a competitive bidding process and establish an agreement with the successful bidder.

The County issued a formal RFP in July 2019 to select an Emergency Medical Services (EMS) Consultant to help the Napa County EMS Agency conduct a comprehensive assessment of the current EMS system and to make recommendations on improvements in advance of the next competitive bidding process for ambulance services. The RFP also solicited services for developing and managing the next competitive bidding process and assisting the county with negotiating and contracting with the successful bidder.

EndPoint EMS Consulting, LLC was selected as the successful bidder. This agreement includes a scope of work that requires the contractor to oversee the three main phases of the larger ambulance contracting project:

- I Phase 1: Conduct a comprehensive EMS system assessment of the Napa County EMS system and provide a written report of findings and recommendations to the Napa County EMS Agency.
- I Phase 2: Develop and manage the competitive process for Advanced Life Support (ALS) ambulance services within the countywide exclusive operating area (EOA).

- | Phase 3: Assist the County with the negotiation and establishment of an agreement with the selected ambulance vendor.

**SUPPORTING DOCUMENTS**

None

CEO Recommendation: Approve

Reviewed By: Susan Kuss