



CITY OF FORT LAUDERDALE
City Commission Agenda Memo
REGULAR MEETING

#19-0210

TO: Honorable Mayor & Members of the
Fort Lauderdale City Commission

FROM: Chris Lagerbloom, ICMA-CM, City Manager

DATE: April 16, 2019

TITLE: Motion to Approve Contract and Business Associate Agreement for
Purchase of Emergency Medical Service Ambulance Billing and Electronic
Patient Care Reporting Software and Extend Current Contract – Advanced
Data Processing, Inc. d/b/a Intermedix – \$1,012,722

Recommendation

It is recommended that the City Commission approve a contract and Business Associate Agreement, in substantially the forms attached, for emergency medical services (“EMS”) ambulance billing services and electronic patient care reporting (“ePCR”) software with Advanced Data Processing, Inc., d/b/a Intermedix (“Intermedix”), in the estimated three-year cost of \$1,012,722, and authorize City Manager to approve two, two-year renewal options. It is also recommended that the Commission approve an extension of current Contract No. 455-11645 up to an additional 90 days, if necessary.

Background

Fort Lauderdale Fire-Rescue (“FLFR”) covers a service area of 39.71 miles with a population of 195,684 residents including the City of Wilton Manors and the Village of Lazy Lake. In 2018, FLFR responded to over 50,000 incidents which included over 31,300 medical calls. These calls require the use of documentation on an electronic patient care record (“ePCR”). Currently, FLFR uses the TripTix reporting software to capture this information. Of these medical calls, 25,888 were billable patient transports. FLFR currently uses Intermedix as the billing service to bill for these patient transports.

All ePCR vendors are now required to be in compliance with the National Emergency Medical Services Information System (NEMSIS Version 3). The current version of our ePCR software, TripTix, is not compliant with NEMSIS Version 3 which is the reason for Fire-Rescue to issue a new bid rather than exercise available renewal options.

The Procurement Services Division issued Request for Proposal (“RFP”) No. 12176-795 on September 17, 2018, and received proposals from five vendors. The proposal submitted by Intermedix (Option 3), with ImageTrend as the proposed ePCR software solution is being recommended for award.

The background of the solicitation process includes the following:

- October 18, 2018 – The RFP closed with total of five firms submitting responses, some offering multiple software options, totaling ten total unique proposals.
- December 14, 2018 – The evaluation committee consisting of three committee members: Daniel Oatmeyer, Battalion Chief, Fire-Rescue; Stefanie Silk, Fire Lieutenant, Fire-Rescue, and Stacey Parrish, Fire Lieutenant, Fire-Rescue; as well as non-voting members: Alexandria Woolweaver, Information Technology Security and Stewart Ahearn, Assistant Fire-Rescue Chief, met with Adam Makarevich, Senior Procurement Specialist, to evaluate and rank the proposals based on the following evaluation criteria:

| | |
|--|-------------|
| Invoice billing and Collections | 10% |
| Customer Service and Training | 10% |
| Medicare and Medicaid Requirements | 10% |
| Number of annual billable transports performed | 20% |
| Experience, Qualifications, past performance, subcontractors, references, etc. | 20% |
| Total Project Cost | 30% |
| TOTAL PERCENT AVAILABLE: | 100% |

The following responsive and responsible firms were shortlisted for the oral presentation:

1. LifeQuest
 2. Intermedix
 3. Change Healthcare, LLC
- On January 9, 2019 – Two ePCR software providers were invited to conduct informal product presentations.
 - On January 10, 2019 – The billing firms provided presentations to the review committee.
 - On January 24, 2019 – Final scoring was then performed and final tabulation ranked the firms as follows:
 1. Intermedix (Option 3)
 2. LifeQuest Services
 3. Change Healthcare, LLC

Intermedix has met all requirements of the RFP specifications and has been deemed the responsive and responsible proposer recommended for the award.

The City is currently under contract with Intermedix (Contract No. 455-11645). The current contract can only be administratively extended through August 13, 2019. Under the new contract proposal, there will be a change in software applications used for data collection. In the event that the implementation of the new underlying software is not

completed by August 13, 2019, the FLFR is requesting approval to extend the current contract, up to an additional 90 days until such point as the new software has been fully implemented.

Resource Impact

There will be a current fiscal impact to the City in the amount of \$200,286. Future expenditures are contingent upon the approval and appropriation of the annual operating budget.

| <i>Funds available as of March 21, 2019</i> | | | | | |
|--|---------------------------------|--|---|--|---------------|
| ACCOUNT NUMBER | INDEX NAME (Program) | CHARACTER CODE/ SUB-OBJECT NAME | AMENDED BUDGET (Character) | AVAILABLE BALANCE (Character) | AMOUNT |
| 001-FIR030101-3113 | Fire-Rescue Support | Services & Materials/ Finance & Bank Services | \$3,536,795 | \$1,802,264 | \$200,286 |
| TOTAL AMOUNT ► | | | | | \$200,286 |

Strategic Connections

This item is a *Press Play Fort Lauderdale Strategic Plan 2018* initiative, included within the Public Safety Cylinders of Excellence, specifically advancing:

- Goal 9: Be the safest urban coastal City in South Florida through preventative and responsive police and fire protection.
- Objective 2: Provide quick and exceptional fire, medical, and emergency response.
- Initiative 2: Remain on the leading edge of advance, pre-hospital medical interventions.

This item advances the *Fast Forward Fort Lauderdale 2035 Vision Plan: We Are Community*.

Attachments

Exhibit 1 – Contract and Business Associate Agreement
 Exhibit 2 – Final Ranking
 Exhibit 3 – Solicitation
 Exhibit 4 – Intermedix Proposal
 Exhibit 5 – LifeQuest Proposal
 Exhibit 6 – Change Healthcare Proposal

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