

**CITY COUNCIL REGULAR SESSION**

Resolution authorizing execution of a 5-year professional services contract with Tri-Med Ambulance to provide Basic Life Support (BLS) non-emergency patient transport services.

Jay Hagen, Fire Chief, 452-6892

Chuck Heitz, Battalion Chief, 452-6982

*Fire Department*

**EXECUTIVE SUMMARY**

This Resolution authorizes the City to execute a new contract with Tri-Med Ambulance to provide BLS non-emergency patient transport services.

**RECOMMENDATION**

Move to adopt Resolution No. 9862

**BACKGROUND/ANALYSIS**

On March 20, 2006, the Fire Department asked for direction from the City Council to establish a contract with a private ambulance provider for BLS patient transport services. The contract would formalize the long-standing practice of utilizing private ambulances to provide BLS, non-emergency, patient transports when Fire Department resources are limited, or patients require routine transport to hospitals outside the Fire Department's service area. The Council was supportive and approved a contract approach. On January 16, 2007 Council adopted Resolution No.7493 to execute a three-year contract with Tri-Med Ambulance for BLS transport services.

The Fire Department conducted a Request for Proposals (RFP) process in October 2015 and TriMed was selected for a five year contract which will be expiring in January 2021.

The Fire Department conducted another RFP process in September 2020. Evaluation criteria were reviewed and approved by Contracting Services and included in the RFP documentation provided to interested vendors. American Medical Response, Falck NW and Tri-Med Ambulance responded to the RFP.

The evaluation criteria included responsiveness/completeness of proposals (10 percent); fee structure (40 percent); ability to meet performance standards based on response coverage model (30 percent); and expertise and qualifications (20 percent). Each proposal was scored on pre-established weights and following is the comparison of key criteria:

	<b>American Medical Response</b>	<b>Tri-Med</b>	<b>Falck Northwest</b>
<b>Fee Structure</b>	Emergency Transport Fee \$1100.00  Mileage Rate \$18 per mile  Escalation Rate 5% Max. (based on local CPI-U)	Emergency Transport Fee \$638.00  Mileage Rate \$15.00 per mile  Escalation Rate 0%	Emergency Transport Fee \$1895.00  Mileage Rate \$32.00 per mile  Escalation Rate 10% Max. (based on local CPI-U)
<b>Response Model</b>	Three (3) flexible 12-hour BLS ambulance units deployed in Bellevue to cover 911/EMS responses. Two (2) will be deployed during the day, and one (1) in the evening hours.	Two (2) units – 24 hours per day / 7 days per week. Two (2) additional posts (Overlake Hospital and 44 <sup>th</sup> & 405) will serve as staging areas for additional units, as needed.	One (1) dedicated 24-hour unit and one dedicated 12-hour unit, with plans for the acquisition of a station at an appropriate location. Additional resources, if needed, would be available from their existing fleet of 40 ambulances.
<b>Added Value</b>	<ul style="list-style-type: none"> <li>• Additional resources available from Zone 1.</li> <li>• Disaster Response Unit</li> <li>• 4 Bariatric Units</li> <li>• Therapy dog team</li> <li>• Critical Care Units</li> <li>• Participate in outreach campaigns</li> <li>• National Corporation</li> <li>• Participate in drills</li> </ul>	<ul style="list-style-type: none"> <li>• Additional units available from fleet of 35 ambulances.</li> <li>• Bariatric Unit</li> <li>• Cabulance service</li> <li>• Participate in community events</li> <li>• Local Corporation</li> <li>• Women Minority Business Enterprise</li> <li>• Participate in DUI drills</li> <li>• CARES Program Support</li> </ul>	<ul style="list-style-type: none"> <li>• Bariatric Unit</li> <li>• National Corporation</li> </ul>

All companies offered a reasonable response plan that would meet the established response standards. Tri-Med provided the most attractive delivery approach having at least two ambulances constantly located in Bellevue at all times and two rapid response backup units for peak hours as necessary 24 hours a day/7 days per week. Tri-Med currently uses this deployment model and the model has proven to be efficient and effective.

Tri-Med has a moderate fleet consisting of 32 units all located in King County. In addition, Tri-Med has fewer contractual obligations, which would allow them to dedicate more units to the Bellevue Fire

Department during a major disaster and offered the most attractive rate to Bellevue citizens when not transported by the Fire Department.

## **POLICY & FISCAL IMPACTS**

### **Policy Impact**

Tri-Med will be responsible for invoicing citizens and/or private insurance companies for non-emergency BLS patient transport services rendered. The charges for the transports will be the same as charged by the Bellevue Fire Department for our transports.

### **Fiscal Impact**

This professional services contract with Tri-Med Ambulance commits the vendor to pay the City \$4,400 per month to provide contract oversight. This funding will continue to be utilized for staff support to help administer the contract. The receipt and expenditure of these funds are included in the 2021-2022 adopted budget.

## **OPTIONS**

1. Adopt the Resolution authorizing execution of a 5-year professional services contract with Tri-Med Ambulance to provide Basic Life Support (BLS) non-emergency patient transport services.
2. Do not adopt the Resolution and provide alternative direction to staff.

## **ATTACHMENTS & AVAILABLE DOCUMENTS**

A. BLS Transport Policy  
Proposed Resolution No. 9862

## **AVAILABLE IN COUNCIL LIBRARY**

Ambulance Transport Contract