

# Barrow County Board of Commissioners

30 North Broad Street Winder Georgia 30680 Phone: (770) 867-1977 Fax: (770) 307-3141

Cindy F. Clack  
Purchasing Agent



## MEMORANDUM – ADDENDUM NO. 1

**To:** Interested Vendors

**From:** Cindy Clack

**Date:** 2/24/2015

**Re:** RFQP2015-10 -- Addendum No. 1 (3 Pages)

*The following questions have been submitted for RFQP2015-10:*

### **Questions:**

#### **HISTORICAL STATISTICS QUESTIONS**

|  | <b>FISCAL YEAR 2013</b> | <b>FISCAL YEAR 2014</b> |
|--|-------------------------|-------------------------|
| Total Billable Transports  | <b>4087</b>             | <b>4170</b>             |
| Total Unbillable Transports  | <b>Less than 0.5%</b>   | <b>Less than 0.5%</b>   |
| Total Gross Charges  | <b>\$3,444,136</b>      | <b>\$3,587,273</b>      |
| Total Net Charges<br>(Defined as gross charges less<br>mandatory write offs and adjustments) | <b>\$2,231,683</b>      | <b>\$2,324,433</b>      |
| Total Payments   | <b>\$1,356,581*</b>     | <b>\$1,389,278*</b>     |
| Average Loaded Mileage   | <b>15</b>               | <b>15</b>               |
| Total Mandatory Adjustments and write<br>offs  | <b>\$1,212,453</b>      | <b>\$1,262,840</b>      |
| <b>Mature Charge Mix by Payer Class (expressed in Dollar Volumes if possible)</b>            |                         |                         |
| Medicare   | <b>NA</b>               | <b>NA</b>               |
| Medicaid   | <b>NA</b>               | <b>NA</b>               |
| Commercial   | <b>NA</b>               | <b>NA</b>               |
| Self-Pay   | <b>NA</b>               | <b>NA</b>               |
| <b>Payment Mix by Payer Class (expressed in Dollar Volumes if possible)</b>                  |                         |                         |
| Medicare   | <b>\$453,967</b>        | <b>\$480,989</b>        |
| Medicaid   | <b>\$192,283</b>        | <b>\$187,516</b>        |
| Commercial   | <b>\$601,222</b>        | <b>\$622,664</b>        |
| Self-Pay   | <b>\$109,111</b>        | <b>\$98,109</b>         |

\* on a cash basis

Please provide a list of receiving facilities:

Barrow County EMS protocols call for reasonable distance transports which include:

**Barrow Regional Medical Center, Winder**  
**Athens Regional Medical Center, Athens**

**Eastside Medical Center, Snellville**  
**Gwinnett Medical Center, Lawrenceville**  
**St. Mary's Hospital, Athens**  
**North East Georgia Medical Center, Gainesville**  
**Clearview Medical Center, Monroe**

We also transport to the following facilities:

**Children's Healthcare, Atlanta**  
**Scottish Rite Healthcare, Atlanta**  
**Emory Hospital, Atlanta**  
**Piedmont Hospital, Atlanta**

Please provide the average monthly amount referred to your outside collection agency.  
**\$48,294**

#### CHARGES QUESTIONS

Please provide the fees for mileage in each level of service (BLS, ALS1, ALS2 & SCT).

|             |                |
|-------------|----------------|
| <b>BLS</b>  | <b>\$10.25</b> |
| <b>ALS1</b> | <b>\$10.25</b> |
| <b>ALS2</b> | <b>\$10.25</b> |
| <b>SCT</b>  | <b>N/A</b>     |

Does the County charge supplemental fees? If so, please provide any other supplemental fees the County charges (e.g. Oxygen, EKG's, etc.). **NO**

Did Barrow County have a fee change for FY14 or is there any anticipated fee change next year? If so, please provide those details if possible. **NO**

When was the last time Barrow County raised your rates? Please provide those details if possible. **10/01/2005**

#### HARDWARE, SOFTWARE AND INTEGRATION QUESTIONS

Please provide the costs associated with the ePCR solution and the additional integrations that the selected vendor will be responsible for paying (i.e. hardware software, CAD integration, monitor import, wireless costs, training etc.). **All software and hardware upgrades will be the responsibility of the county. See page 6 of the scope of work for training requirements.**

Does the County need any new hardware at the start of the contract? **All hardware is up to date.**

Is the County interested in additional technology options for AVL or predictive modeling software? **No.**

### **COUNTY POLICY QUESTIONS**

What changes in call volume does the County expect in the following years? **We have been averaging a 3% call volume increase per year.**