



Monterey County

168 West Alisal Street,
1st Floor
Salinas, CA 93901
831.755.5066

Board Report

Legistar File Number: A 17-175

June 06, 2017

Introduced: 5/11/2017

Version: 1

Current Status: Agenda Ready

Matter Type: BoS Agreement

- a. Approve and authorize the Emergency Medical Services Director, the Director of Health, or the Assistant Director or Health, to execute Agreement for Consultant for Emergency Medical Services (EMS) Agency for System Assessment, Strategic Planning and Redesign, and Request for Proposal (RFP) Development for 911 Emergency Ambulance Services between the County of Monterey and Fitch & Associates, LLC for the provision of consulting services from June 6, 2017 through February 1, 2020 in the amount of \$243,362.00; and
- b. Authorize the Emergency Medical Services Director, the Director of Health, or the Assistant Director or Health, to sign up to three (3) amendments to this Agreement where the combined amendments do not exceed ten percent (10%) \$24,336.20, of the original Agreement amount and do not significantly change the scope.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Approve and authorize the Emergency Medical Services Director, the Director of Health, or the Assistant Director or Health, to execute Agreement for Consultant for Emergency Medical Services (EMS) Agency for System Assessment, Strategic Planning and Redesign, and Request for Proposal (RFP) Development for 911 Emergency Ambulance Services between the County of Monterey and Fitch & Associates, LLC for the provision of consulting services from June 6, 2017 through February 1, 2020 in the amount of \$243,362.00; and
- b. Authorize the Emergency Medical Services Director, the Director of Health, or the Assistant Director or Health, to sign up to three (3) amendments to this Agreement where the combined amendments do not exceed ten percent (10%) \$24,336.20, of the original Agreement amount and do not significantly change the scope.

SUMMARY:

The Health Department seeks authorization to execute an Agreement for a Consultant for the Emergency Medical Services (EMS) Agency for System Assessment, Strategic Planning and Redesign, and Request for Proposal (RFP) Development for 911 Emergency Ambulance Services between the County of Monterey and Fitch & Associates, LLC for the provision of consulting services.

DISCUSSION:

The Monterey County Department of Health's EMS Agency is designated by the Monterey County Board of Supervisors, pursuant to California Health and Safety Code, Section 1797.200, as the Local EMS Agency. The local EMS Agency is responsible to plan, implement, and evaluate the Emergency Medical Services System, consisting of organized patterns of readiness and response services based on public and private agreements and operational procedures. The Local EMS Agency is also responsible to implement advanced life support systems, and to

establish policies and procedures approved by the Medical Director of the Local EMS Agency to assure medical control of the EMS system.

Consistent with California Health and Safety Code, Section 1797.224, the Local EMS Agency has designated the whole of Monterey County as an Exclusive Operating Area (EOA), except for: (1) certain areas served by the Carmel Fire Department and the Monterey County Regional Fire Protection District; and (2) the area within US Army Garrison Fort Hunter Liggett. Within the Monterey County EOA, the contracted ambulance provider is the sole and exclusive provider of ambulance transport services including interfacility transports, except for transports of certain County mental health patients and authorized mutual aid responses.

The Monterey County EMS 911 ambulance EOA has been served by a single contracted ambulance provider since January 30, 2010. This contract expires on January 31, 2020. The Monterey County EMS Agency must select, through a competitive process, an ambulance service provider by early 2019 to allow ample time to the selected provider to begin services on February 1, 2020.

The new service provider agreement must address the unprecedented changes that will occur in EMS systems throughout California during the next ten (10) years, including changes in EMS system financing and reimbursement, clinical scopes of practice based on research and outcomes, and increasing call volume. Developing a service agreement that addresses these issues and conducting a successful RFP requires the EMS Agency to assess the Monterey County EMS System and to engage in strategic planning and redesign of the system.

Given the complexity of the project, the EMS Agency released RFP #10613 to secure the services of a consultant to support the EMS Agency in this endeavor. Three (3) proposals were received and evaluated by a panel of experts in the EMS field. Fitch & Associates, LLC was selected as the vendor to support the EMS Agency in EMS system assessment, strategic planning and redesign, development of RFP for 911 emergency ambulance services, and negotiation of ambulance service contract.

This work is not directly in support of a Health Department strategic initiative, it is in support of one or more of the ten essential public health services, specifically: 7) Link people to needed personal health services and assure the provision of health care when otherwise unavailable.

OTHER AGENCY INVOLVEMENT:

The Office of the County Counsel has reviewed proposed Emergency Medical Services Agreement as to form and legality.

FINANCING:

There are no General Fund Impacts resulting from this Board action. The cost of the services to be provided under the proposed Agreement would be covered by the CSA-74 special tax (Fund 092). The funds for this Agreement for FY 2017-18, FY 2018-19, and FY 2019-20 will be included in the Health Department's Emergency Medical Services Bureau (HEA006, Unit 8109) respective FY 2017-18, FY 2018-19, FY 2019-20 Recommended Budgets.

EMS is funded by the CSA-74 special tax (Fund 092), which generates approximately \$1.6

million in funds each year, and the Uncompensated Medical Care fund (Fund 016), which generates approximately \$875,000 in funds each year. These are very consistent revenue source streams that can sustain the cost of the services to be provided under this agreement for the projected period.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

Check the related Board of Supervisors Strategic Initiatives:

☐ Economic Development:

- Through collaboration, strengthen economic development to ensure a diversified and healthy economy.

☐ Administration:

- Promote an organization that practices efficient and effective resource management and is recognized for responsiveness, strong customer orientation, accountability and transparency.

☒ Health & Human Services:

- Improve health and quality of life through County supported policies, programs, and services; promoting access to equitable opportunities for healthy choices and healthy environments in collaboration with communities.

☐ Infrastructure:

- Plan and develop a sustainable, physical infrastructure that improves the quality of life for County residents and supports economic development results.

☐ Public Safety:

- Create a safe environment for people to achieve their potential, leading businesses and communities to thrive and grow by reducing violent crimes as well as crimes in general.

Prepared by: Teresa Rios, Management Analyst III, 7082

Approved by: Elsa Jimenez, Director of Health, 4526

Attachments:

Agreement is on file with the Clerk of the Board