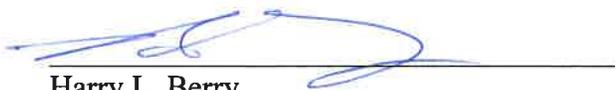


**HARDIN COUNTY FISCAL COURT
RESOLUTION NO. 2014-036**

BE IT RESOLVED, upon recommendation of the Emergency Services Committee to authorize Judge/Executive Harry L. Berry and Hardin County Attorney Jenny Oldham to finalize the negotiation and enter into a contract with Intermedix using ESO Solutions Software for the purpose of providing the EMS Data Collection, Billing and Electronic Health Information Exchange Services.

ADOPTED, by the Hardin County Fiscal Court in its Regular Meeting of 25 March 2014.



Harry L. Berry
Hardin County Judge/Executive

ATTEST:



Kenneth L. Tabb
Hardin County Clerk

Hardin County EMS M E M O R A N D U M

Date: March 20, 2014

To: Roy Easter, Co-Chair
E.G. Thompson, Co-Chair
Emergency Services Committee

From: Ira Dyer II, NREMT-P
Director

Subject: Recommendation of Bid Award

A "Request for Proposals for Data Collection, Billing and Electronic Health Information Exchange" was issued on February 2, 2014 with an opening date of February 21, 2014. We received responses from six (6) different vendors, two (2) of which offered multiple alternates allowing for a total of eight (8) proposals for us to evaluate. Attached is an overview of these proposals.

Of the eight proposals, four (4) were rejected based on their price and/or services. Of the remaining four (4) proposals, I am recommending acceptance of the proposal from Intermedix with ESO Solutions providing the ePCR and hospital network interface. The projected cost of this will be 5.33% of monthly net collections. This compares to our current cost of 5% of gross collections of the previous calendar year.

The costs of those responses deemed to be feasible are within 0.13% of each other.

This is not the lowest bid, but it is clearly the best bid. Strengths of the Intermedix proposal are:

- It is a large national billing firm specializing in EMS billing.
- Accepting active accounts from our current vendor and working these accounts without additional fees.
- Waiving transaction fees associated with credit card payments and Health Savings Account cards.
- Billing process is extremely transparent.
- Having strong references in the EMS community.
- Fiscal projections are well grounded and based on facts.
- ESO has established contracts with many hospital groups to provide for exchange of billing and patient care data.

The second part of this project is our side of the CAD interface. I have been working with Bob Hammonds and our CAD vendor on this aspect of the project. This requires the purchase of software for install at the 9-1-1 Center and on our mobile computers to allow incident and run information to fully integrate into the ePCR. There are multiple benefits to making this happen, one of which is decreasing data errors which will result in increased cash flow on the EMS billing side.

Although not finalized, it looks like the cost of this will be approximately \$35,000.00 up front with an annual fee of \$2,700.00. A portion of this cost, yet unidentified, will be covered through CMRS funding. We will not add this component until after July 1, 2014.



Ira Dyer II, NREMT-P
Director

Attachment

Cc: File

Data Collection, Billing and Electronic Health Information Exchange

Bid Response Summary

	Intermedix / In-House	SDi (Current)	Med 3000 / ESO	Med 3000 /Safety Pad	Intermedix / ESO	AMB - Billing Services	Life Quest Services	9-1-1 Billing
Billing Services	4.25%	5.00 % of previous years receipts	5.00%	5.30%	4.25%	5.68 % of Gross Collections	5.90%	6.35%
Electronic Patient Care Reporting	Yes - 0.6 % Net Rated Poor By staff	Does Not Meet Specifications	Yes - No Charge Rated Good By staff	Yes - No Charge Rated Excellent By staff	Yes - 0.95 % Net Rated Good By staff	Yes	\$34,200.00 / \$9,200.00 Annually	Yes
Electronic Helath Information Exchange - EMS	0.13%	Yes - HMH Only	Yes + \$7,500 Yearly	Yes - No Charge	0.13%	Yes - Included in Base	\$10,800.00 / \$2,800.00 Annually	No
Electronic Helath Information Exchange - Hospital	Reported Yes - But No Documented Cases	Yes - HMH Only	Yes + \$5,000 Yearly	Yes - No Charge	Yes - No Charge	Yes - Included in Base	Not Addressed	No
CAD Interface	Yes / OSSI Fee Only	Yes / OSSI Fee Only	Yes / OSSI Fee Only	Yes / OSSI Fee Only	Yes / OSSI Fee Only	Yes - Included in Base	\$11,800.00 / \$4,500.00 Annually + OSSI Fee	\$2,500.00 + OSSI Fee
Training	Yes	Yes	Yes	Yes	Yes	Yes	\$3,500.00	Yes
Migration of Current Billing Data	Yes **	N/A	No	No	Yes **	Yes - Included in Base	Not Addressed	Not Addressed
Projected Revenue FY 2014-15	\$4,254,200.00	\$4,200,000.00	\$4,550,000.00	\$4,550,000.00	\$4,254,200.00	Not Requested / Provided	Not Requested / Provided	Not Requested / Provided

	4.98%	5.00%	5.00%	5.30%	5.33%	5.68%	5.90 % +	6.35 % +
Based on \$4,200,00 Annually	\$209,160.00	\$210,000.00	\$210,000.00	\$222,600.00	\$223,860.00	\$238,560.00	\$247,800.00	\$266,700.00
		Based on Gross Receipts	\$12,500.00 Yearly = 0.2% of Net				Unable to Determine Total Fee	
			5.2 % Net		5.33%			
	** Offered 3/13/14				* Offered 3/13/14 ** Offered 3/13/14			
	\$209,160.00	\$210,000.00	\$218,400.00	\$222,600.00	\$223,860.00	\$238,560.00	\$247,800.00	\$266,700.00
EMS Recommendation	Reject	Reject	Feasible	Feasible	Recommend	Feasible	Reject	Reject

OSSI Potential of \$33,460 Initial + \$2,640 Annual
Initial Cost = 0.7% net