

Ambulance Service Competitive Process Overview

Presentation to Santa Barbara County Board of Supervisors

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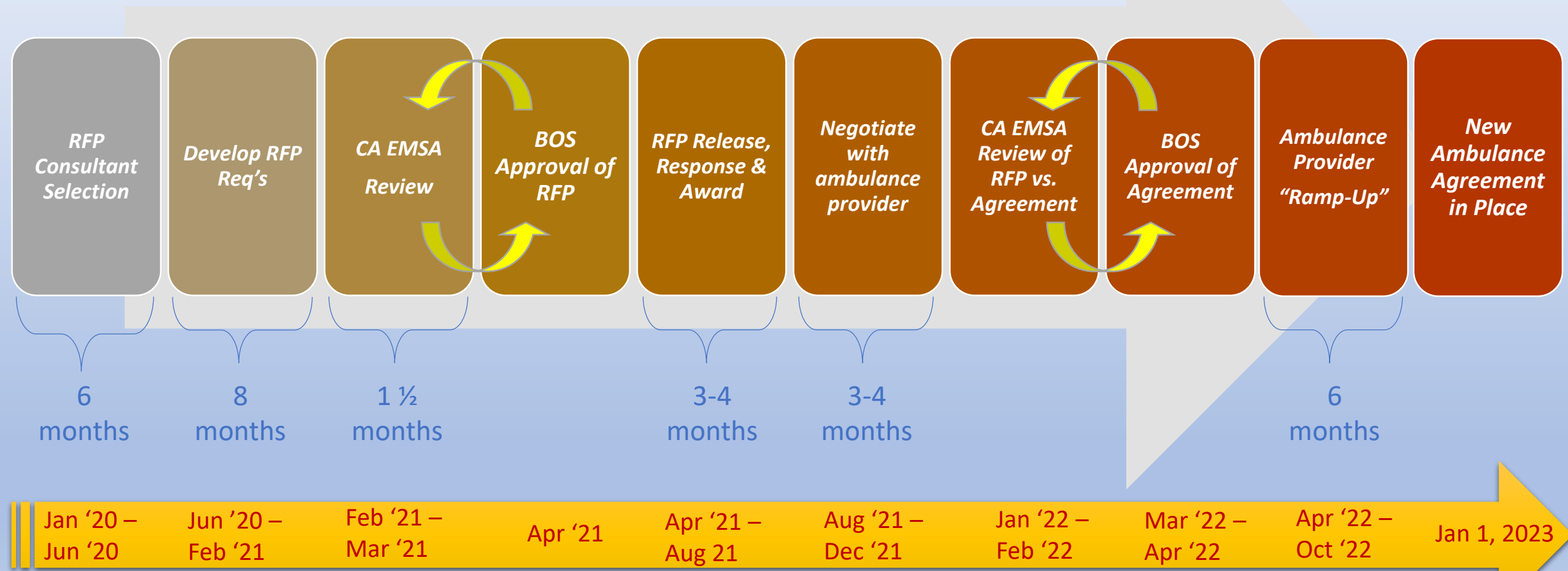
Recommended Actions

- a. Receive and file a report from the Public Health Department, acting as the Local EMS Agency (LEMSA), about the competitive process that the Board directed on October 1, 2019, to select a Contractor to provide emergency ambulance services for Santa Barbara County and to redefine exclusive operating areas as may be necessary, and;
- b. Direct staff to identify funding for an outside consultant to develop and help conduct the ambulance Request for Proposal (RFP) and identify any additional resource needs, and to return to the Board for approval of a Budget Revision Request upon identification of funding for this aspect of the project.

RFP Advisory Meetings

- Mixture of County leadership, General Services, County Counsel, and Public Health
- Key Objectives:
 - Provide guidance on RFP Consultant Scope of Work
 - Provide guidance on RFP Consultant selection
 - Receive updates on progress of RFP for Ambulance Services
 - Provide “policy level” support and guidance

RFP: Timeline & Process (Overview)



30 – 36 month process

RFP Consultant Selection Overview

Process

- Secure funding
- Develop Scope of Work for RFP Consultant
 - Support of RFP Advisory Group
- Release, response, and award
 - Support of RFP Advisory Group

Outcome

- RFP Consultant contract signed by June 1, 2020

Risks

- Timeline slip in funding, or selection process
- No responses

Ambulance Service RFP Requirements Development Overview

Process

- Guided by RFP Consultant and RFP Advisory Group
- Stakeholder feedback
- Development of RFP
- Update of EMS Plan

Outcome

- Submission of RFP and EMS Plan to CA EMS Authority by March 2021

Risks

- Timeline slip in development
- Timeline slip in CA EMSA approval

CA EMS Authority Review

Process

- CA EMS Authority reviews Ambulance Services RFP
- CA EMS Authority reviews EMS Plan
- Approval required prior to release

Outcome

- Approval from CA EMS Authority of EMS Plan and to release Ambulance Service RFP

Risks

- Changes required by CA EMS Authority
- Timeline slip in CA EMSA approval

Board of Supervisors Review

Process

- Review Ambulance Services RFP prior to release

Outcome

- Release of Ambulance Services RFP

Risks

- Changes required by Board of Supervisors
 - Will require CA EMS Authority review and approval process

Ambulance Service RFP Release, Response and Award

Process

- Ambulance Services RFP Released
- Bidders' conference
- RFP Responses submitted
- RFP Responses Scored
- RFP Award released
- Open period for award contest

Outcome

- Award of ambulance services provider

Risks

- No responsive bid responses
- RFP responses not acceptable to County
- Award contested

Ambulance Agreement Negotiation

Process

- Negotiate terms of contract with successful bidder of ambulance services RFP

Outcome

- Ambulance Services agreement that meets the needs of the County

Risks

- Unable to negotiate terms of agreement prior to expiration of current agreement

CA EMS Authority Review (Contract)

Process

- CA EMS Authority reviews Ambulance Services Agreement to ensure it is concurrent with ambulance services RFP

Outcome

- Approval from CA EMS Authority of Ambulance Services Contract

Risks

- Authority does not approve of contract
- Timeline slip in CA EMSA approval

Board of Supervisors Review (Contract)

Process

- Review Ambulance Services Agreement

Outcome

- Signed Contract

Risks

- Changes required by Board of Supervisors
 - Will require CA EMS Authority review and approval process

Ambulance Provider “Ramp Up” Period

Process

- Ambulance provider may need to procure staff, ambulances and other infrastructure to meet requirements set forth in agreement

Outcome

- Provider able to provide service as agreed in the contract and negotiation process

Risks

- Provider unable to procure resources to provide ambulance service
- Current contract with AMR expires prior to RFP awardee is ready to take over service

Funding Research

- Staff will identify work required to support the ambulance service RFP process
- Staff will identify available resources to support the work to support the ambulance service process
- Staff will explore the current available funding for the RFP process

Questions?