

Attachment D

Review of Recent RFP's California

County (Agreement Start Year)	Time From Start of RFP Design to New Agreement Start Date (months)	Time to Select RFP Consultant (months)	Consultant Cost	Did the State Require Changes to the RFP?	Time for State Approval (months)	Number of Qualified Ambulance Proposals?	Did the County Select a New Provider?	Did the Ambulance Rate Increase with the New Agreement?
Alameda (2017)	48	4	\$338,860	Yes	3	3	Yes	Yes
Calaveras (2020)	16	<3	\$75,000	Yes	1	In progress	In progress	In progress
Contra Costa (2016)	36	24*	\$172,000	Yes	1	1	Yes (Fire subcontracted incumbent)	Yes
Fresno (2018)	26	Not used	N/A	Yes	2	1	No	Yes
Imperial (2018)	13	<3	\$87,200	Yes	2	1	No	Yes
Inyo (2017)	22	Not used	N/A	No	3	1	No	No
Lassen (2015)	10	Not Used	Not Used	Yes	1	1	No	Not Answered
Mendocino (2020)	70**	<3	\$107,459	Yes	1	0	Bid Cancelled	Bid Cancelled
Merced (2014)	23	<6	\$167,000	Yes	2	2	No	Yes
Monterey (2020)	27	2	\$243,362	Yes	1.5	1	Bid Cancelled	Bid Cancelled

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Orange (2015)	19	Not used	N/A	Yes	1	17	No	No
San Joaquin (2016)	28	Not Used	N/A	Yes	0.5	1	No	Yes
San Mateo (2019)	35	Not used	N/A	Yes	3	1	No	No
Santa Cruz (2018)	34	6	\$98,000	Yes	1	1	No	Yes
Solano (2020^{***})	29 ^{***}	<3	\$180,000	Yes	Not Applicable ^{***}	Bid Cancelled	Bid Cancelled	Bid Cancelled
Stanislaus (2020)	17	<3	\$100,000	Yes	2	2	No	No
Mean or Average	28	6	\$156,881	Yes: 94%	1.6	2.2	No: 83%	Yes: 64%

* Per Contra Costa LEMSA Administrator, Contra Costa County had to conduct an EMS System redesign in order to develop an informed RFP that resulted in their consultant selection timeline.

** Mendocino LEMSA Administrator states Mendocino County has been attempting to initiate an RFP process for several years

*** Solano LEMSA cancelled the RFP process and extended the current ambulance provider for 5 years. The RFP Design to new agreement start date was based on the projected new agreement start date

SOURCES:

- <https://emsa.ca.gov/LEMSA-EMSPlan-Submissions/>
- <https://emsa.ca.gov/wp-content/uploads/sites/71/2019/07/071519-Ambu-Zone.pdf>
- Santa Barbara County LEMSA staff polled other LEMSAs in the State