



City of Rochester Hills
AGENDA SUMMARY
FINANCIAL ITEMS

1000 Rochester Hills Dr.
Rochester Hills, MI 48309
248.656.4630
www.rochesterhills.org

Legislative File No: 2017-0233

TO: Mayor and City Council Members

FROM: Sean Canto, Chief of Fire and Emergency Services

DATE: May 15, 2017

SUBJECT: Emergency Medical Services Billing/Electronic Patient Care Reporting

REQUEST:

City Council is requested to authorize the approval of a 2-year contract for emergency medical billing services to The AccuMed Group, Riverview, Michigan in the amount not-to-exceed \$214,500.00 through May 1, 2019 and further authorizes the Mayor to execute a contract on behalf of the City to extend the contract term.

City Council is also requested to authorize the approval of the software subscription agreement between the City and ESO Solutions, Inc. Austin, Texas for emergency patient care reporting through May 1, 2019 and further authorizes the Mayor to execute a contract addendum on behalf of the City to extend the Contract terms. Cost associated with software, support and storage of the emergency patient care reporting is included in the 6% billing fee paid to AccuMed Group for billing service.

REASON FOR PURCHASE:

In 2014, City Council approved a three (3) year contract that included the ability for the City to exercise a two (2) year renewal option of the contract with AccuMed Group for billing and ESO Solutions, Inc. for electronic patient care reporting. AccuMed Group and ESO Solutions has agreed to hold past pricing and terms and conditions for the two (2) year renewal option. The City's 15-year experience with The AccuMed Group has been exemplary. Value added services delivered by The AccuMed Group include educational seminars and webinars, staff training on software updates, and four (4) on-site visits annually. Analysis and recommendations as well as industry changes and State Law requirements are communicated to the Fire Department. The AccuMed Group and ESO partnership provides complete EMS billing and patient reporting services that maintain continuity with a proven resource, and provides the best value for the City.

The fee of 6% that the City currently is billed is a very competitive rate in the market in comparison to contracts other agencies have for these services. At the time the City approved their contract in 2014, the City of Farmington Hills, acting as lead agency, on behalf of themselves, City of Northville, Livonia, and St. Clair Shores, solicited for a cooperative contract for medical billing services. That contract was just awarded in the past few weeks. City of Farmington Hills awarded to AccuMed. In review of that contract, and with the aggregated volumes of the participating communities, the billing rates they received as part of the contract was 7.39% for the first year, 7.35% the second year, and 7.32% the third year and subsequent renewal years. The City, because of their long standing relationship with AccuMed Group has a very favorable rate when you compare it to what other agencies are seeing in the market.

Based on the above, it is recommended that the City exercise the two year renewal option of the contract and award be made to The AccuMed Group and ESO Solutions for emergency medical billing and emergency patient care reporting services.

PROCESS:

Vendor Name and Address:

The AccuMed Group
 PO Box 2122
 Riverview, Michigan 48193

Reason for Selection:

Best Value

Method of Purchase:

Contract/Blanket Purchase Order

BUDGET:

Funding is available in the adopted FY 2017 and FY 2018 and 2019 proposed budgets.

Fund Name	Department Account No	Account No. Description	2 year Budget Amount	2 year Cost	2 year Remaining Budget
Fire	339.801000	Professional Services	\$214,500	\$214,500	\$0

RECOMMENDATION:

It is recommended that City Council authorize the approval of a 2-year contract for emergency medical billing services to The AccuMed Group, Riverview, Michigan in the amount not-to-exceed \$214,500.00 through May 1, 2019 and further authorizes the Mayor to execute a contract on behalf of the City to extend the contract term.

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APPROVALS:	SIGNATURE	DATE
Department Review		
Department Director		
Budget Content: Finance Director		
Purchasing Process: Supervisor of Procurement		
Mayor		
Deputy Clerk		