



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: 2012-0449

TO: Mayor and City Council Members
FROM: Ron Crowell, Fire Chief
DATE: December 3, 2012
SUBJECT: Emergency Medical Services Billing

REQUEST:

City Council approval of a 3-year contract with an option to renew for two (2) additional years for emergency medical services billing to The AccuMed Group, Riverview, Michigan in the amount not-to-exceed \$300,000.00 through December 31, 2015.

REASON FOR PURCHASE:

Request for Proposals were solicited for ambulance billing services. Proposals were evaluated and The AccuMed Group was selected based on qualifications and experience with public sector clients, all resources dedicated to support public sector EMS and fire operations, and continuation and enhancement of electronic data capture systems fulfilling required reporting to the State of Michigan and Oakland County Medical Authority. Negotiations followed, resulting in a three-year contract with a two-year option to renew at a percentage of 6% of amount collected. The City's previous 5-year contract began with a collection rate of 7.25% and was reduced at the end of 2010 to 6.5%.

In reviewing rates submitted by other proposers at less than a percentage difference, companies included conversion fees, credit card charges and/or implementation costs. In addition, the City's 10-year experience with The AccuMed Group has been exemplary producing a 90.43% net recovery. City EMS staff is familiar with the reporting and data systems resulting in audits with zero billing violations. 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 is a full service company that will maintain continuity with a proven resource, providing the best value for the City.

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:
Future Budgets

Fund Name	Department Account No	Account No. Description	Budget Amount	Cost	Remaining Budget
Fire Dept EMS	344.801000	Professional Services	2013 - \$98,800.00	2013 - \$98,800.00	\$0

RECOMMENDATION:

It is recommended that the Rochester Hills City Council approve of a 3-year contract with an option to renew for two (2) additional years for emergency medical services billing to The AccuMed Group, Riverview, Michigan in the amount not-to-exceed \$300,000.00 through December 31, 2015.

APPROVALS:	SIGNATURE	DATE
Department Review		
Department Director		
Budget Content: Finance Director		
Purchasing Process: Supervisor of Procurement		
Mayor		
City Council Liaison		