



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: 2014-0158

TO: Mayor and City Council Members
FROM: Sean Canto, Fire Chief
DATE: April 28 , 2014
SUBJECT: Emergency Medical Services Billing/Electronic Patient Care Reporting

REQUEST:

City Council is requested to authorize the 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 May 1, 2017 and further authorizes the Mayor to execute a contract on behalf of the City.

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, 2017 and further authorizes the Mayor to execute a contract on behalf of the City. 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 2012, 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. As a result, City Council approved a three (3) year contract with a two (2) year option to renew to AccuMed Group for billing and electronic patient care reporting. Since the approval of that agreement, AccuMed Group has partnered with ESO Solutions, providing software to handle electronic patient care reporting.

AccuMed Group determined that a merger with ESO solutions for patient care reporting would greatly improve the level of service they could provide to their customers. The requirements of National Emergency Medical Services Information Systems (NEMSIS) which is a national repository to store EMS data are changing reporting requirements and ESO Solutions already meets the minimum requirements of NEMSIS. AccuMed Group would have needed to make changes to their software in order to meeting the NEMSIS requirements, which was another consideration given in the decision to merge with ESO solutions.

Due to the fact that AccuMed Group has partnered with ESO Solutions to provide the electronic patient care reporting it has made the previous contract null and void, requiring the City to execute a new agreement. AccuMed Group and ESO Solutions as part of the new agreement will provide at no charge to the City, the integration of our heart monitors to the computers used for the emergency patient care reporting. The approval of this contract will allow us to continue with our previously negotiated 6% collection rate for a period of three years with a two-year option to renew. The results of a better emergency patient care reporting software and integration of the heart monitor will result is less down time for units at the hospital.

The City's 12-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 will provide complete EMS billing and patient reporting services 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/Service

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	2014 - \$99,130.00	2014 - \$99,130.00	\$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, 2017.

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