

Public Safety
 Jan 8-18-14

14-1667

**Summary of EMS Billing Responses to RFP
 Aug-14**

Respondent	Commission on net revenue			Match Rate	5-6.5? ?	5-6.5? ?	Software Included		Software Fees	Percentage on Software
	Year	2	3				Y	N		
	1	2	3				Y	N		
Paramedic Billing Services <i>Fee based on collection after year 1</i>	5.00%	5%	5.00%	5.00%	5.00%	5.00%	X		-	-
Andres Medical Billing, Ltd (AMB) <i>effective rate including software</i>	5.00%	5.00%	5.00%	5.78%	5.00%	5.78%		X	11,433.33	0.78%
LifeQuest Services <i>Offered optional performance fee structure</i>	5.75%	5.75%	5.75%	5.75%	5.75%	5.75%	X		-	-
EMS Medical Billing Associates, LLC <i>Offering the Elite Bridge Software included</i>	8.25%	8.25%	8.25%	8.25%	8.25%	8.25%	X		-	-

1,462,818.00

Based on 2013 Annual Collection amount of
 Software fees were annualized over a three year period for AMB.
 Lowest Proposal with locked rates

Todd Blaser

From: Steve Corbeille
Sent: Wednesday, August 06, 2014 8:21 AM
To: Todd Blaser
Subject: Summary of Responses to RFP.xlsx
Attachments: Summary of Responses to RFP.xlsx

Let me know what you think.

It appears that LifeQuest is the lowest locked rate proposal. Of course if revenues increase AMB could be lower. If revenues are below amounts in Paramedic Billing Services then rates could be the lowest of all for at least the first two years. Not sure about them guaranteeing anything with regards to the revenue projected in their proposal. Will need to look further at their proposal. We would also want to do some due diligence on their references.

I am fine sticking with LifeQuest we at least know their billing appears solid as the result of the audit

Take care,
Steve