



Addendum Three

Date: April 28, 2020

RFP: FD-01-20 / EMS Billing & Collections • [Bid Webpage](#)

Open: May 5, 2020 / 2:00 PM Local Time

The following clarifications, changes, additions, and/or deletions are hereby made to the solicitation:

I. Questions + Answers:

Answers below were provided by the Department point of contact.

Group 10 (Received 4/21/20)

107) **Is the current billing company providing monthly reports to the City?**

Yes (Business Professional Services)

108) **Can the City please provide one set of the latest end of month reports from the current billing company that, at a minimum, shows the last 12 months of billed patients, charges, and payments? No reports with PHI would be needed.**

These reports are propriety. Contractor will be responsible for their own reports. (Business Professional Services)

109) **Can the City please provide a copy of the current contract with the billing vendor.**

This information may be provided following a Public Information Request (PIR) submitted on our PIR portal at cosatx.us/pir.

Group 11 (Received 4/21/20)

110) **It is important that the total # of claims, charge total and payment amount for the prior year or two be supplied to the bidders. It is impossible to price a bid when we have no idea how much to charge, how many staff members to dedicate, how many claims we will need to submit-thus the software cost, etc. Is there someone there that can provide this information to the bidders?**

We were able to collect key information from our incumbent vendor, Business Professional Services, in this Addendum. We hope the new information assists in your preparation.

Group 12 (Received 4/22/20)

111) **I have a question in reference to the proposal for bid as stated above. Could you tell me what system your EMS is currently using for their run sheets, medical documentation, etc.?**

ImageTrend

Group 13 (Received 4/21/20)

112) **I just want to clarify if the questions answered "don't know" will be answered within 7 days of the due date? Most of the questions we need answered in order for us to provide pricing fall into that category.**

That is the answer the Department has chosen to provide. We hope you can still complete a Proposal based on other information. You may get more information with a PIR request, if the information is available.



Group 14 (Received 4/22/20)

113) On page 33, there is a stipulation for a \$5MM Cyber Liability policy. Given the nature of this Professional Services contract, that limit is inconsistent with the requirements of this RFP. We currently have a \$1MM Cyber Policy as well as an excess Umbrella policy of \$2MM. Could that required policy size be reviewed for actual necessity?

No, the requirements will remain as they are written. (Risk Manager)

II. Data Request Form

Group 15 (Received 4/21/20)

Annual Transport Mix:	# of 2018 Calls Billed	2018 Fee Schedule (Amount charged)	# of 2019 Calls Billed
BLS	3,258	2,866,250.80	3,621
BLS - NE	830	618,388.20	999
ALS	5,047	5,127,051.80	4,938
ALS - NE	202	218,464.40	148
ALS 2	74	106,014.60	77
Other (Air/Organ Transport)	557	188,424.00	634
STC	0	0.00	0
Treatment W/O Transport	0	0.00	0
Total Runs Billed	9,968	9,124,593.80	10,417

	2018	2019
Total Annual Loaded Miles (or avg. mile per transport)	5.4	5.8

Charge Mix: (List in \$'s)	2018	2019
Medicare	3,795,534.20	4,072,996.60
Medicaid	327,416.40	258,184.00
Other Insurance	3,151,441.80	4,262,573.20
Self-Pay	1,850,201.40	2,245,376.20
Total Charges Billed	9,124,593.80	10,839,130.00

Receipts Mix: (List in \$'s)	2018	2019
Medicare	1,597,142.20	1,510,562.15
Medicaid	86,171.46	38,689.60
Other Insurance	1,341,659.21	1,625,263.92
Self-Pay	318,555.11	347,854.93
Collection on Bad Debt	98,665.69	47,291.42
Total Receipts Collected	3,442,193.67	3,569,662.02

Provided by Business Professional Services



CITY OF SAN ANGELO
PURCHASING DIVISION

72 West College Avenue, San Angelo, Texas 76903
(325) 657-4219 • sapurch@cosatx.us • www.cosatx.us

III. Zoom Public Opening Information (Optional)

Topic: [Bid Opening] FD-01-20 (EMS Billing)
Time: May 5, 2020 02:00 PM Central Time (US and Canada)

Join Zoom Meeting

<https://us02web.zoom.us/j/407043296?pwd=MnRXUWY1N1VLSHhaZkR5WXdvRmZaQT09>

Meeting ID: 407 043 296

Password: FD0120

One tap mobile

+13462487799,,407043296#,,#,494513# US (Houston)
+16699006833,,407043296#,,#,494513# US (San Jose)

Dial by your location

+1 346 248 7799 US (Houston)
+1 669 900 6833 US (San Jose)
+1 253 215 8782 US
+1 301 715 8592 US
+1 312 626 6799 US (Chicago)
+1 929 436 2866 US (New York)

Meeting ID: 407 043 296

Password: 494513

Find your local number: <https://us02web.zoom.us/j/407043296?pwd=MnRXUWY1N1VLSHhaZkR5WXdvRmZaQT09>

For other questions or clarifications, please contact the Purchasing Division at SAPurch@cosatx.us. The deadline to submit questions is 7 days before the Due/Open date which is end of day today, Tuesday April 28, 2020.

Sincerely,

A handwritten signature in blue ink that reads "Nolan A. Sosa".

Nolan A. Sosa
Purchasing Manager