



# Pinellas County

## Staff Report

---

File #: 22-0062A, Version: 1

---

### **Subject:**

Ranking of firms and agreement with Prehospital Medicine Consultants, LLC to provide medical direction services.

### **Recommended Action:**

Sitting as the Emergency Medical Services Authority (Authority), approve the ranking of firms and agreement with Prehospital Medicine Consultants, LLC for medical direction services.

- This contract provides all medical direction services for the Pinellas County Emergency Medical Services system, as well as online medical control on a continual basis twenty-four hours a day / seven days a week.
- This contract was advertised on February 11, 2022 and is a request for specialized medical direction services requiring Florida licensed Physician and Board-certified Emergency Medicine staff to be on call twenty-four hours a day / seven days a week. Safety and Emergency Medical Services often receives limited or single responses due to the nature of their highly specialized requirements (requiring specific medical licensure and experience).
- One submission received from Prehospital Medicine Consultants LLC; negotiations were completed on July 6, 2022.
- This is a new vendor, not a new service. Medical Direction is a State and Local requirement. Dr Angus Jameson remains as the primary medical director.
- Award in the amount of \$8,086,410.00.
- Contract cost increased from \$842,140 in FY22 to \$1,598,871 for FY23 over the previous contract and limits increases to 1.9% year for the five-year duration
- The Authority may utilize contractor's staff for quality assurance and improvement projects, data analysis and performance monitoring on a regular or episodic basis at its discretion. Funding for these contingency services shall not exceed \$50,000.00 in any fiscal year.
- Driver of increased cost include general increases in costs since last contract bid; maintaining basic medical oversight and system needs due to expanding call volume with 24/7 coverages; training needs for both on boarding large numbers of clinical providers and continued education program needs; for work associated with various Human Services programs

Contract No. 22-0252-P(JJ) in an average annual amount of \$1,617,282.00 from effective date through September 30, 2027, for a total contract value of \$8,086,410.00; Authorize the Chairman to sign and the Clerk of the Circuit Court to attest.

### **Strategic Plan:**

Ensure Public Health, Safety, and Welfare

2.1 Provide planning, coordination, prevention, and protective services to ensure a safe and secure community

Deliver First Class Services to the Public and Our Customers  
5.3 Ensure effective and efficient delivery of county services and support

**Summary:**

This contract provides for all medical direction services for the Pinellas County EMS system, as well as online medical control on a continual basis twenty-four (24) hours a day / seven (7) days a week, as required under provisions of Sections 54-27 through 54-66 of the Pinellas County Code, Chapter 401 of the Florida Statutes, and Chapter 64J-2 of the Florida Administrative Code and all other applicable laws, rules and regulations.

**Background Information:**

A request for proposal (RFP) was released on February 11, 2022, resulting in one (1) response. This was expected due to the specialized nature of services and size of the contract as well as lack of local presence. The County notified over 2,900 vendors for the RFP. The single proposal was reviewed by an evaluation team on March 28, 2022, receiving an exceptional ranking, per attached ranking spreadsheet. Final negotiations were completed on July 6, 2022.

Based upon 2021 data, the EMS System responded to nearly two-hundred forty-one thousand (241,000) emergency and non-emergency requests for service. Over one-hundred eighty-two thousand (182,000) resulted in an ambulance transport. This includes emergency (9-1-1), non-emergency, scheduled, out-of-county and critical care ambulance transports.

There are 2,115 personnel in the EMS System, as follows:

- 1,061 Paramedics, 796 Emergency Medical Technicians (EMTs), and 14 Critical Care Nurses
- 1,871 Fire/EMS personnel
- 1,209 Paramedics/EMTs are employed by the 18 Fire Departments
- 662 RNs/Paramedics/EMTs are employed by the Ambulance Contractor
- 244 Wheelchair/Stretcher Van Services Drivers are employed by 12 providers.

**Fiscal Impact:**

Annual Professional Services and Related Services, including: Site Medical Director, Associate Medical Director(s), CME/Travel, Online Medical Control, Insurance and Fees:

Year 1	\$1,508,871.00
Year 2	\$1,537,085.00
Year 3	\$1,566,263.00
Year 4	\$1,596,459.00
Year 5	<u>\$1,627,732.00</u>

Contingency Services Not-to-Exceed: \$250,000.00

Five Year Contract Total: \$8,086,410.00

Funding is derived from the Emergency Medical Services Fund

**Staff Member Responsible:**

James Fogarty, Director, Safety and Emergency Services  
Merry Celeste, Division Director, Purchasing & Risk, Administrative Services  
Joe Lauro, Director, Administrative Services

**Partners:**

N/A

**Attachments:**

Service Agreement  
Ranking