



Pinellas County

Staff Report

File #: 20-677A, Version: 1

Subject:

Fourth amendment to the agreement with Paramedics Logistics Florida, LLC for requirements of ambulance services.

Recommended Action:

Sitting as the Pinellas County Emergency Medical Services Authority, approve the fourth amendment to the agreement with Paramedics Logistics Florida, LLC for requirements of ambulance services.

- This contract provides ambulance services throughout Pinellas County for the Safety & Emergency Services Department.
- The Fourth Amendment exercises the first term extension for three years and amends areas of the contract.
- This fourth amendment estimates the value of the first term extension at \$191,908,850.00; effective September 15, 2020 through September 14, 2023.
- The current term through September 14, 2020 requires an increase in the amount of \$20,888,191.00 driven by higher than anticipated ambulance transport growth.
- The Board of County Commissioners (Board) approved the final negotiated contract with Paramedics Plus, LLC on May 19, 2015 in the amount of \$246,443,154.00 for a five-year term. Additionally, the Board approved the first amendment on November 22, 2016 and the second amendment on March 20, 2018 at no cost. On May 27, 2020, the County Administrator approved the third amendment, removing Tactical Emergency Medical Services from the Agreement at no additional cost.

Contract No. 134-0452-P(JJ), current term increase in the amount of \$20,888,191.00 and estimated three year expenditure of \$191,908,850.00; effective September 15, 2020 through September 14, 2023. 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 insure a safe and secure community

Deliver First Class Services to the Public and Our Customers

5.2 Be responsible stewards of the public's resources

5.3 Ensure effective and efficient delivery of county services and support

Summary:

This contract provides ambulance services throughout Pinellas County for the Safety & Emergency Services Department. The Fourth Amendment provides for continuation of service for a period of three (3) years; effective September 15, 2020 through September 14, 2023.

The Fourth Amendment provides for the following:

- Extension: Executes the 3 Year Extension without an adjustment to Base Services Funding except for enhancements requested by the Authority. Maintains the current 0-4% CPI.
- Fleet: Contractor shall replace or remount (new chassis and refurbished patient compartment) 62 Ambulances and replace 6 support vehicles over the term of the extension.
- Ambulance Cot Loading System: In consideration of a third remount of ALS ambulances, Contractor shall implement an automated ambulance cot loading system on all ambulances over the term of the extension at no additional cost. This will augment the hydraulic ambulance cots already in place. The system will increase safety for patients, EMTs, and Paramedics.
- EKG: Contractor commits to replacing all cardiac monitors before December 2022 per the County's specifications at no additional cost.
- Uniforms: Commitment to update field uniforms to polo-style shirts at no additional cost. Uniform will increase safety for field Paramedics and EMTs through breathable fabric and reflective striping.
- Critical Care Transport: Enhancement will add a new Critical Care Transport Unit that is specially designed to meet new clinical requirements for critical care emergency transfers from Hospital to Hospital. Currently there is one 24/7 Critical Care Unit. This enhancement will add a Critical Care Nurse on dayshift which will be paired with an on-duty Ambulance to respond to emergency transfers to increase our capability to two Critical Care Units during peak periods. This enhancement was requested by the Hospital Systems to meet demand as the Hospital Systems centralize surgical and intensive care to "centers of excellence" especially interventional cardiac and stroke patients. Annualized additional cost is \$150,000.00.
- Special Operations Supervisor: Enhancement will add a dayshift special operations supervisor to plan, coordinate and oversee ambulance coverage at special events and mass gatherings (stadiums, sporting events, festivals/concerts, auto/boat/bicycle races, marathons, etc.; respond to complex and multi-patient incidents; ensure medical equipment and supply preparedness for shelters and disaster/mass casualty medical supply units. Annualized additional cost is \$105,000.00.
- EMS Central Supply: Enhancement will add a logistics support position in EMS Central Supply. Position supports medical supply ordering and delivery to all Fire Rescue departments and Ambulance Services. Annualized additional cost is \$62,400.00.

Background Information:

The Board approved the ranking of firms for this contract on March 24, 2015 for a term of five (5) years not to exceed \$246,443,154.00. On May 19, 2015, the Board approved the final negotiated contract with Paramedics Plus, L.L.C. The First Amendment to the contract was approved by the Board on November 22, 2016 to institute a non-emergency Basic Life Support Ambulance Program. On March 20, 2018, the Board approved the Second Amendment to the contract acknowledging the acquisition of Paramedics Plus L.L.C. by Paramedics Logistics Florida, LLC. The Third Amendment was approved by the County Administrator on May 27, 2020, removing Tactical Emergency Medical Services from the Agreement.

Fiscal Impact:

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| Current term increase: | |
| Current approved five (5) year expenditure: | \$246,443,154.00 |
| Increase expenditure not to exceed: | <u>\$ 20,888,191.00</u> |
| Updated five (5) year expenditure projection: | \$267,331,345.00 |

This updated projection represents an increase of \$20,888,191.00, or 8.5% through September 14, 2020, which was driven by higher than anticipated ambulance transport growth (+17.0%) in FY15 and FY16. During these time periods, a 6.0% increase in ambulance transport volume was budgeted.

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| Three-year term extension: | |
| Updated five (5) year expenditure not to exceed: | \$267,331,345.00 |
| Three (3) year term extension expenditure is estimated at: | <u>\$191,908,850.00</u> |
| Revised contract value not to exceed: | \$459,240,195.00 |

Funding is derived from Ambulance User Fee Revenues in the Emergency Medical Service (EMS) Fund. The costs associated with this amendment have been included in the development of the FY21 Proposed Budget.

Staff Member Responsible:

Jim Fogarty, Director, Safety & Emergency Services
Merry Celeste, Division Director, Purchasing & Risk Management, Administrative Services

Partners:

N/A

Attachments:

Fourth Amendment