



# Pinellas County

## Staff Report

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File #: 20-1565A, Version: 1

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### **Subject:**

Agreement with Gulfstream Outsourcing Specialized Billing for liability claims related to the ambulance transports pilot program.

### **Recommended Action:**

Approval of the Agreement with Gulfstream Outsourcing Specialized Billing (GoSB) for liability claims related to the ambulance transports pilot program.

- This pilot program provides the Ambulance Billing and Financial Services Division of the Safety and Emergency Services Department a new way to collect outstanding balances from insurance providers for ambulance transport fees associated with liability claims (workers compensation, car crashes) that have been previously closed.
- This pilot program could help mitigate the negative impacts COVID-19 has had on ambulance revenues, critical to fund Emergency Medical Services infrastructure cost. This pilot program is intended to improve revenue without adding cost to the County with minimal use of existing resources.
- This program has a projected net revenue of \$390,000.00 based on a gross revenue of \$500,000.00 and a contingency fee of 22%.
- If this pilot program is successful, a competitive contract will be sourced before expiration of this contract.

Contract No. 190-0640-N(AJM) for a net revenue total of \$390,000.00 for eighteen consecutive calendar months from notice to proceed based on a gross revenue of \$500,000.00 and a contingency fee of 22%. Authorize the Chairman to sign and the Clerk of the Circuit Court to attest.

### **Strategic Plan:**

Deliver First Class Services to the Public and Our Customers

5.1 Maximize partner relationships and public outreach

5.4 Strive to exceed customer expectation

### **Summary:**

This program will assist Ambulance Billing and Financial Services to increase ambulance user fee revenues by collecting on liability claims for ambulance transports that have been closed for various reasons and is intended to improve revenue without adding cost to the County with minimal use of existing resources. This pilot program is for eighteen (18) months with a projected net revenue of \$390,000.00 based on a projected gross revenue of \$500,000.00 and a contingency fee of 22%. Mitigating the negative impacts COVID-19 has had on ambulance revenues is critical to ensure funding is available to pay for Emergency Medical Services infrastructure costs.

### **Background Information:**

The department was approached by GoSB with a program and methodology currently being utilized with other Florida municipalities to identify and collect available dollars related to ambulance transports resulting from workers compensation and motor vehicle accidents. Staff elected to proceed with a pilot program for eighteen months to determine if there are efficiencies gained by utilizing such a program.

**Fiscal Impact:**

Estimated net revenue not to exceed: \$390,000.00

Revenue will be added to the Safety and Emergency Services operating budget. Projected net revenue of \$390,000.00 is based on a projected gross revenue of \$500,000.00 and a contingency fee of 22%.

**Staff Member Responsible:**

Jim Fogarty, Director, Safety and Emergency Services

Merry Celeste, Division Director, Purchasing and Risk Management, Administrative Services

**Partners:**

N/A

**Attachments:**

HALC Pilot Agreement