

RFP No. 984 EMS Billing and Collection Services - Summary Evaluation Marix

Proposal Evaluation	"AMB" Ambulance Medical Billing	Emergicon	McKesson Corporation	Digitech Computer, Inc.	Life Line Billing Systems, LLC d/b/a LifeQuest Services	EMS Management & Consultants, Inc.	Advanced Data Processing, Inc., a subsidiary of Intermedix Corporation	A/R Concepts, Inc.
Minimum Qualifications								
Required three years in business	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
No outstanding lawsuits during last 5 years	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
No outstanding regulatory issues last 5 years	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
No current litigation ith the City during the last 5 years	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
References Provided for firm	Pass	Pass	Pass	Pass	Pass	Pass	Pass	Pass
Technical Proposal								
Technical Proposal (50 points)	27.75	36.75	50	50	46.75	47.75	50	22
Experience (18 points)								
Team Experience (18 points)								
Understanding of Project Scope (14 points)								
Interview								
Interview (30 points)	0	0	24.25	22	21.25	27.25	27.75	0
Experience								
Team Experience								
Understanding of Project Scope								
Price								
Price (20 points)	0	0	17.35	19.58	16.42	17.05	20	0
Total	27.75	36.75	91.6	91.58	84.42	92.05	97.75	22

## RFP No. 984 EMS Billing and Collection Services - Technical Proposal Results

	Firm Names	Committee Member#1	Committee Member#2	Committee Member#3	Committee Member#4	Average
1.	Digitech	50	50	50	50	50
2.	McKesson	50	50	50	50	50
3.	Advanced Data Processing, Inc. dba Intermedix	50	50	50	50	50
4.	EMS/MC	50	46	45	50	47.75
5.	LifeQuest	50	43	44	50	46.75
6.	Emergicon	32	42	41	32	36.75
7.	A/R Concepts	12	29	33	14	22
8.	AMB	25	28	33	25	27.75

After the evaluation committee reviewed and scored the technical proposals for RFP No. 984 EMS Billing and Collection Services, it was determined that there is a 10 point or greater difference between proposers 5, 6, 7 and 8 but only a 3.25 point difference between proposers 1 through 5. Recognizing a natural break, I recommend to invite the top five firms to move forward to the interview portion of the evaluation process.

\_\_\_\_\_  
Procurement Officer

\_\_\_\_\_  
Date

\_\_\_\_\_  
Procurement Manager

\_\_\_\_\_  
Date

## RFP No. 984 EMS Billing and Collection Services - Interview Results

	Firm Names	Committee Member#1	Committee Member#2	Committee Member#3	Committee Member#4	Average
1.	Digitech	22	18	19	29	22
2.	McKesson	24	27	22	24	24.25
3.	Advanced Data Processing, Inc. dba Intermedix	30	27	24	30	27.75
4.	EMS/MC	28	28	23	30	27.25
5.	LifeQuest	25	22	19	19	21.25

# RFP No. 984 EMS Billing and Collection Services - Pricing Points

	Firm Names	Percentage of collections charged for billing of ambulance bills (net charges after adjustments)	Percentage of collections charged for collection of current outstanding receivables at time of award. (Up to 60 days old)	Percentage of collections charged for collection of current outstanding receivables at time of award. (Up to 120 days old)	TASPP Services	Total	Points
1.	Digitech	\$15,370,734.00	\$2,010,695.00	\$8,719,345.00	\$9,885,523.00		
	%	6.40%	10%	15%	7%		
	\$	\$983,726.98	\$201,069.50	\$1,307,901.75	\$691,986.61	\$3,184,684.84	19.58
2.	McKesson	\$15,370,734.00	\$2,010,695.00	\$8,719,345.00	\$9,885,523.00		
	%	5.90%	5.90%	22.75%	5.90%		
	\$	\$906,873.31	\$118,631.01	\$1,983,650.99	\$583,245.86	\$3,592,401.16	17.35
3.	EMS/MC	\$15,370,734.00	\$2,010,695.00	\$8,719,345.00	\$9,885,523.00		
	%	5.35%	9.95%	20%	9.00%		
	\$	\$822,334.27	\$200,064.15	\$1,743,869.00	\$889,697.07	\$3,655,964.49	17.05
4.	LifeQuest	\$15,370,734.00	\$2,010,695.00	\$8,719,345.00	\$9,885,523.00		
	%	6.25%	6.25%	24%	6.25%		
	\$	\$960,670.88	\$125,668.44	\$2,092,642.80	\$617,845.19	\$3,796,827.30	16.42
5.	Advanced Data Processing Inc. dba Intermedix	\$15,370,734.00	\$2,010,695.00	\$8,719,345.00	\$9,885,523.00		
	%	4.96%	6%	20%	4.96%		
	\$	\$762,388.41	\$120,641.70	\$1,743,869.00	\$490,321.94	\$3,117,221.05	20.00