Proposal for Emergency Ambulance Transport Provider for The Exclusive Operating Area in

Alameda County California

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Our clinical efforts gained national attention when two Paramedics Plus communities were named among the top five in the country in a *U.S.A. Today* study which compared cardiac arrest survival rates among large urban EMS systems. Our efforts have also led to a host of awards including the Florida Sterling award in 2009, a quality award based on Baldrige criteria, and as far as we can determine, the highest award for quality won by an EMS organization anywhere in the United States.

Perhaps even more impressive and significant than awards and public recognition are the relationships we develop with our clients. In Oklahoma, Florida, Indiana and Texas, Paramedics Plus and our parent organization, East Texas Medical Center Regional Healthcare System, are known for integrity. The integrity of our individual employees and the integrity of the organization dictate that when promises are made, promises are kept.

Sometimes keeping promises is costly. When Paramedics Plus took over the contract for EMS services in Pinellas County, Florida, attrition, more stringent response times, and an unexpected increase in call volume resulted in a shortage of 150 employees. It took time and money—more than \$5.5 million in unbudgeted funds—to rectify the situation and maintain stringent response times, but that's what we did. We paid bonuses. We recruited. *And* we kept our promises. That's why you can trust what you read in this proposal. If we commit to it, we will do it, all the while staying patient-centric.



To keep our promises, we employ and develop a gifted management team and support it with solid financial backing. Our parent organization has working capital of \$246,215,000, a current ratio of 3:24 to 1 and a quick ratio of 2:92 to 1. The start-up costs for Alameda County, including the cost of a new fleet of ambulances, will be financed by our parent organization. When our commitments result in short-term losses, we have the ability to absorb those losses because we are not beholden to Wall Street investors but rather to our principles.

Our President Anthony Myers, often says that it is "immoral to make too much money on emergency health care. Patients don't have a choice and it is unfair to take advantage of individuals who need emergency care." We also believe it is equally unfair to take advantage of communities. While we expect to make a reasonable profit in Alameda County, our principles are based on those of our founding organization, a nonprofit healthcare system, which is why we will cap our net profits in Alameda County at 7%



annually. Not only that, but our proposed rates do not reflect the full 2009 and 2010 increases awarded to the incumbent nor any anticipated 2011 increases prior to the start of the new contract.

This scenario would sound too good to be true if it weren't backed by documented, patient-centric clinical excellence and a proven track record for success in meeting stringent response time standards in service areas of more than a million people (Please see our response times in this proposal in Credentials and Qualifications.) Expert in the field of efficient resource utilization, Paramedics Plus will, from day one, provide better, faster and more consistent service.

From the heavily urbanized areas in North County to the suburban, diverse communities in South County and over the foothills into the unique and varied Tri-Valley area, Paramedics Plus is eager to show its ability to care for people of every age and every ethnicity. We are the communities we serve. Old fashioned as it sounds, we encourage and reward employees who treat others as they would want to be treated—always with dignity, always with respect and always with the best medicine possible.

And the best medicine is what you can expect from Paramedics Plus. We have benefited from strong, visionary medical oversight in our systems and while we don't take full credit for all the great medicine we practice, we do take credit for partnering with medical oversight, overcoming obstacles, and creating a workforce and management team that embrace change. Most ideas may come from medical oversight but we enthusiastically and



PARAMEDICS PLUS EXECUTIVE SUMMARY



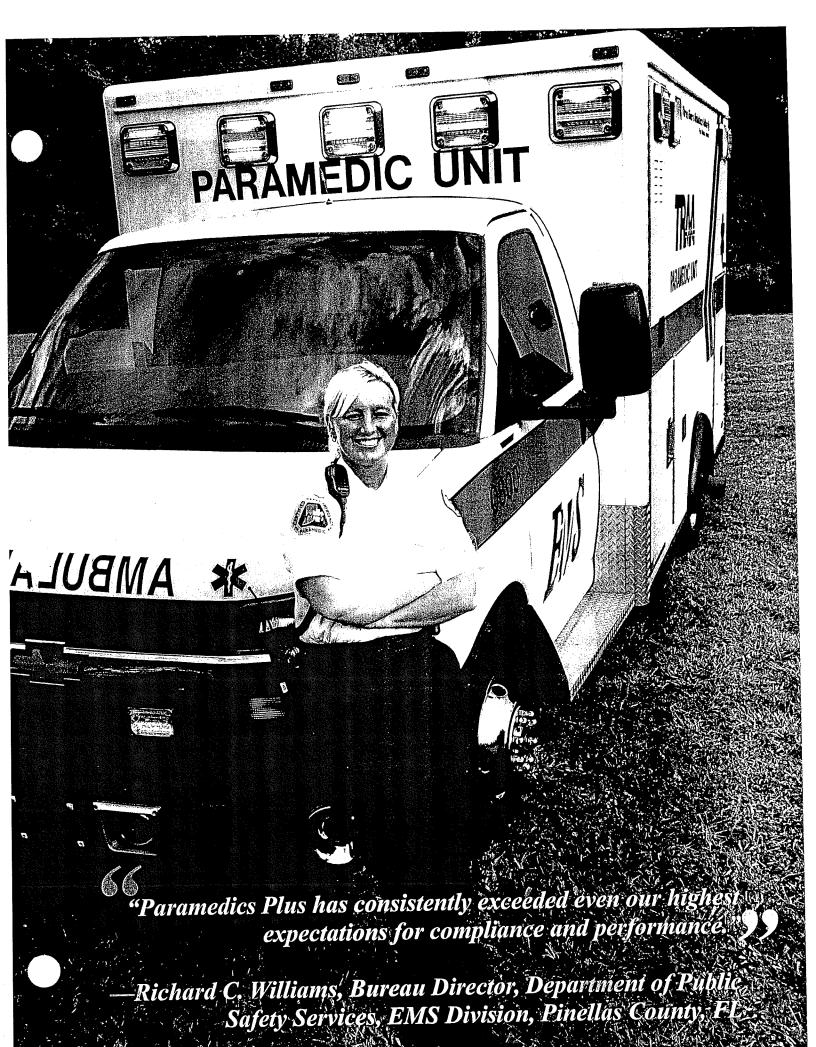
energetically operationalize those ideas to provide better pre-hospital care.

We encourage you to look more closely at some of the clinical innovations summarized on page 173. You will see we are clinical leaders in the country and partners with community stakeholders. Our clinical operations and quality improvement programs are not only award winning, but also visited and studied by EMS professionals from Canada to Israel because we have found a way to get it right. That's exactly what we will do for Alameda County— get it right!

How do we do it? Simple—we focus first on patients and then on the medics who treat them. To deliver the quality expected by the communities we are honored to serve, we place our second greatest focus on creating a caring environment for our EMTs and paramedics. We give these professionals superb tools, training and support. Our coaching staff - the leadership talent we will assemble both from people inside the community and others networked from outside the community - are highly experienced and academically prepared. Their job is to help Alameda County medics reach their individual and collective potential. That requires a decision making process based in Alameda County, but founded on tested and proven processes and principles. We have mastery of data management, a thirst for statistics, great teachers and a philosophy that rewards performance and innovation.

We are data driven. From our patient and employee satisfaction surveys to our sophisticated monitoring of virtually all aspects of clinical care, we gather and use data to drive decisions. Examples abound. In one of our operations, we used data and creativity to shorten the time to definitive care for STEMI patients to 30 minutes from the time the 911 call was received until Cath Lab treatment. While most systems measure the time from the Emergency Department to the Cath Lab, we measure the total time from the 911 call to Cath Lab treatment. We also use data to monitor system-wide protocol compliance and procedure proficiency and track data on individual medic performance.

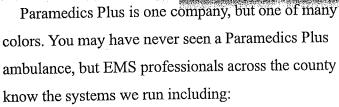
Paramedics Plus specializes in the management of high performance, response time accountable, all-ALS, emergency and non-emergency ambulance services. Paramedics Plus and ETMC-EMS operate 293 paramedic-level ambulances and respond to over half a million requests for ambulance service annually. We serve a combined population of 3.6 million people, in urban, suburban and rural areas including two service areas near or more than one million. With nearly 1,200 EMTs and paramedics, we produce more than 1.2 million ALS unit hours each year.











EMSA. (www.emsaonline.com) For more than 10 years we have served Emergency Medical Services Authority (EMSA), the exclusive emergency medical services provider for more than 1.1 million people in Central and Northeast Oklahoma. With a fleet of 89 all ALS ambulances, we handle more than 122,000 transports annually. Tulsa and Oklahoma City were named by *USA Today* as two of the top five cities in which people survive out-of-hospital cardiac arrests.

SunStar EMS. (www.sunstarems.com) In addition, we serve Pinellas County, Florida through Sunstar EMS. At Sunstar, more than 250 highly skilled EMTs and Paramedics are employed fulltime to provide care and transportation to the people of Pinellas County. Our compassionate caregivers transport about 135,400 patients each year. SunStar EMS was awarded the Florida Governor's Sterling Award in 2009 for quality.





Three Rivers Ambulance Authority. The newest member of the Paramedics Plus family is the Three Rivers Ambulance Authority (TRAA) located in Fort Wayne, Indiana. This system serves a population of just over 250,000 with 21,000 transports each year, a paramedic and EMT staff of 102 and a fleet of 14 ambulances. This new Paramedics Plus operation has exceeded expectations through a smooth transition, quality clinical care, response time compliance and earning re-accreditation from the Commission on Accreditation of Ambulance Services within six months of contract start.

eTMC-EMS. (www.etmc.org) ETMC-EMS is one of the nation's largest rural ambulance services, as well as one of the most progressive and fastest growing. Based in Tyler, Texas, with locations throughout Texas, ETMC-EMS serves more than 1.4 million people in 17 counties covering nearly 17,000 square miles and has for over 40 years. Its 116 ambulances, three helicopters and 508 EMTs and paramedics transport 103,000 patients a year.





We are the communities we serve and we serve each in unique ways. There is no cookie cutter approach. We know that each community is unique and we tailor our approach to align locally. For example, our Florida operation has taken the lead in utilizing Baldrige quality criteria. We will use what we have learned in this award-winning process as a basis for our initial, localized approach for Alameda

County. Paramedics Plus leadership has met with key stakeholders in Alameda County, listened to their concerns, and incorporated many of these stakeholder suggestions in this proposal. These ideas, although expensive, significantly improve the quality of pre-hospital care system-wide. Here are a few of the highlights of our proposal for Alameda County.

Paramedics Plus will -

Upgrade system equipment. Our patient-centric approach will drive decisions such as our proposal to provide Paramedics Plus EMTs and paramedics in Alameda County with—

- LIFEPAK-15s capable of transmitting
 12-Lead EKGs directly to hospitals.
- Autovent Ventilators to improve care for intubated patients.
- ePCRs which are easy to use and integrated with First Responder partners.
- LUCAS devices on all supervisor vehicles.

Improve equipment, support, and continuing education for First Responders to address the disparities and inconsistencies in First Response equipment across the County. Based on our discussion with key stakeholders, we will provide clinical enhancements costing more than \$5.7 million for First Responders, which will not only elevate the clinical sophistication, but also assure that all citizens of the County receive consistent high quality pre-hospital care. We will provide, at no cost to First Response agencies:

- LIFEPAK-15s on each unit and an annual maintenance contract.
- LUCAS devices on each unit for consistent, effective chest compression.
- Rugged mobile personal computers for the ePCR system for each First Responder unit.
- IT support for First Responder EMS equipment.
- An EMS supply system to check PAR levels, order and deliver supplies. We will pay for all disposable supplies.
- Response agencies, regardless of inclusion in the EOA. Recognizing the inherent difficulties in sending First Response agency personnel to our location, CE training will be made available at First Response agencies through our four clinical education coordinators. For new Fire employees, collaboration with First Response will also include field internships, riding on ambulances and working with our FTOs for initial system training.



Become a true partner with First Response.

Discussions between Fire leadership and Paramedics Plus have been productive and fruitful. In addition to the more than \$5.7 million in clinical upgrades already mentioned, Paramedics Plus will bring a new spirit of partnership to Alameda County. We will share information obtained through the ePCR, build a collaborative quality improvement process and foster a relationship of transparency, trust and mutual respective.

Cap annual net profits at 7%. Paramedics Plus, and its non-profit parent East Texas Medical Center Regional Healthcare System, are in the health care business. We are not in the business of maximizing profits to the detriment of the patients and communities that need our services. One Paramedics Plus community alone has received \$5.8 million in returned profits over the past three years.

Cap corporate overhead allocation at \$500,000 annually. This limit will be adjusted annually based on the Consumer Price Index.

Produce an initial 4,920 unit hours each week and 255,840 unit hours annually. We are prepared to increase resources if necessary but will not reduce that staffing plan, if ever, until we have demonstrated to ourselves and Alameda County EMS that we have the capacity to ensure response time performance.

Propose rates that project millions of dollars in savings to the citizens of Alameda County.

Paramedics Plus proposed rates, compared to those effective in the system in November 2009, project savings to County citizens of more than \$21 million over five years. The projected savings climb

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to \$67 million over five years comparing the rates proposed by Paramedics Plus with the rate increases approved through the November 2010 contract period.

Honor the NEMSA collective bargaining agreement and work to build a collaborative relationship with union leadership.

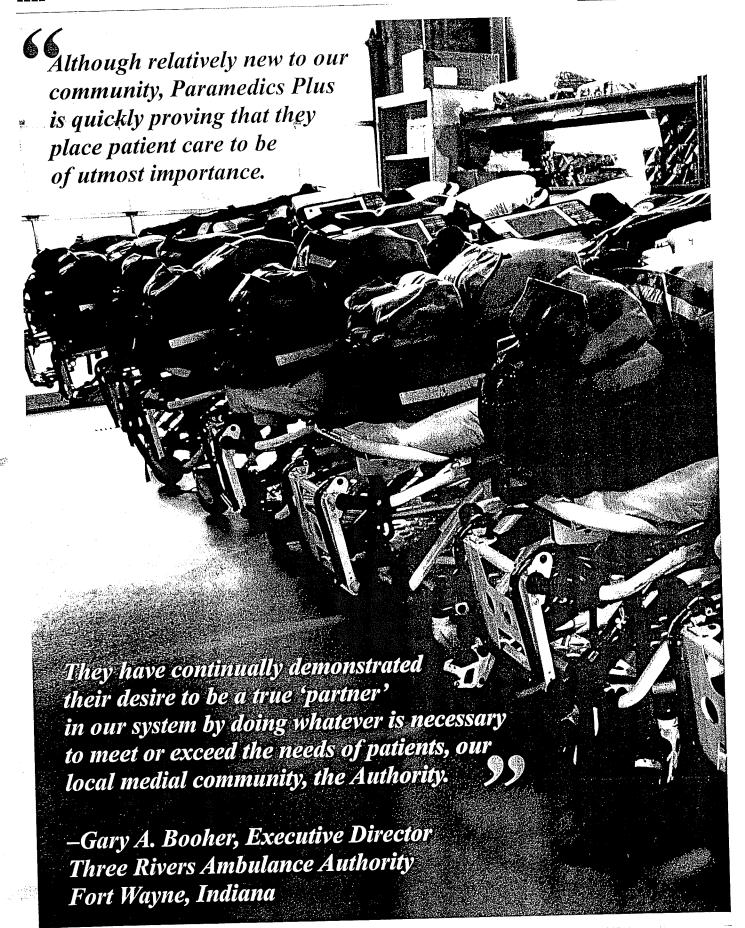
Embrace and hire the incumbent workforce.

These individuals have proven themselves in the current system and will be welcomed into the Paramedics Plus family at the same wages and seniority in the same Alameda County position. Historically, Paramedics Plus has offered employment to about 99% of the workforce and, almost without exception, employees accept and stay.

Staff three Clinical Field Supervisors at all times, exceeding the requirements of the request for proposal. These experts in clinical education and supervision will improve patient care while mentoring field crews.

Purchase an all new fleet of ambulances and support vehicles selected for reliability, safety, functionality, ease of use, ease of maintenance, crew comfort, efficiency, performance and environmental impact. New 2010 model year, low emission, American Emergency Vehicle Type III ambulance vehicles are diesel and support the EPA National Clean Diesel Campaign for diesel emission reduction strategies. We will also do our part to reduce green house gas emissions by utilizing Tahoe hybrid SUVs for supervisors.







Purchase quality equipment and supplies.

The selection process for equipment and supplies must consider the best interest of the patient, while keeping the team members who use the equipment in mind. As an example, we will purchase:

- Stryker Power Pro Stretchers which will raise and lower patients at the push of a button while reducing employee injuries
- The Road Safety SafeForce Driving System to improve safety while reducing wear and tear on vehicles.

Employ Paramedics Plus unique Performance
Utilization Late-call System Evaluation (PULSE)
process combined with state-of-the-art technology
and managerial experience to exceed Alameda
County response time requirements. Paramedics
Plus will use the PULSE process to fine-tune and
improve situational awareness for all departments
and renew focus daily on the operational measures
impacting system performance. Paramedics Plus will
also purchase the Mobile Area Routine and Vehicle
Location Information System (MARVLIS) to provide
the latest real-time information on call volume and
service area coverage based on the deployment plan.

Identify and implement effective community education programs through collaboration with Alameda County EMS and other system stakeholders. Our first community education program will focus on child passenger safety and will solicit funds for the purchase of car seats for children in need. We will also donate ten Public Access Defibrillators each year to the Alameda County EMS Public Access Defibrillation Program.

Recognize and respect the unique role of the County EMS Medical Director and work cooperatively to educate, enforce policy, embrace clinical innovations and create opportunities for system improvements. Our budget includes \$100,000 for annual clinical upgrades.

Enlist the expertise of consultants in diversity planning to create and monitor a best practice plan which will increase the diversity in the workforce while bolstering employees' appreciation of cultural and ethnic differences. Paramedics Plus will partner with Biddle Consulting Group, Inc. of Northern California, an experienced and respected diversity consultant, and its partners, Crawley Consulting and Firefighters ABCs.

Recruit from underserved and under-represented communities for an in-house EMT program. This work/study program will allow motivated students to receive training, at no cost, while earning wages. Students who successfully complete training will be offered employment with Paramedics Plus where they will have the opportunity for paramedic training at no cost.

Link education with CQI. Paramedics Plus continuing education programs are directly linked to its continuous quality improvement programs.

Award-winning and proven improvement practices draw from the work of Deming, Covey, Development Dimensions International, Chopra and Six Sigma and are based on Baldrige quality criteria.

Paramedics Plus will implement a local continuous quality improvement plan that meets or exceeds the standards of Alameda County.





Advance the careers of the workforce by providing opportunities for every employee to learn and gain new skills in preparation for the next level. Paramedics Plus will provide, at no cost:

- paramedic training to EMTs
- management training through our proprietary,
 Ph.D. led program
- coaching and mentoring on every level
- individualized education plans.

Paramedics Plus will also host a regional EMS mid-level managers' educational conference. What is more, Paramedics Plus will collaborate with local fire departments to develop a career ladder to train paramedics available for employment with those agencies.

through participation in the California Council for Excellence program. Paramedics Plus will apply for the California Award for Performance Excellence in year five of this agreement. With quality management resources available throughout the Paramedics Plus organization, including the leadership in Alameda County, we are confident of a

successful application. Paramedics Plus operations in Florida and Oklahoma have been recognized by their respective state quality programs both based on Baldrige criteria.

Organize a smooth transition using the expertise of an experienced successful team. Our seamless transitions in large high performance EMS systems in Florida and Oklahoma prepare us for success in Alameda County.

Add a full-time Medical Response Coordinator to work with our staff, other public safety agencies, and community stakeholders on disaster planning and special events. Paramedics Plus will also assemble a planning and development team from multiple agencies and disciplines to execute an annual countywide disaster exercise. Whether the next Alameda County disaster is an earthquake as in 1989 or a fire as in Oakland during 1991, Paramedics Plus will be ready to respond quickly with adequate resources, advanced plans and solid working relationships across Alameda County public safety agencies.

Surround the capable Alameda County field crews with a talented management team. The top three members of the management team are all known to Alameda County; additional members of the team will be recruited locally.

Jeff Taylor, who will serve as Chief
 Operations Officer, is an effective leader
 as demonstrated in well-documented
 successes including past service in Alameda
 County. He is knowledgeable in Baldrige
 quality processes, is results oriented and
 has depth of knowledge and experience in

PARAMEDICS PLUS EXECUTIVE SUMMARY



- managing large high performance EMS systems.
- Paramedics Plus has enlisted Senai Kidane,
 M.D., as Medical Director. A residency
 trained Emergency Physician, Dr. Kidane
 completes a fellowship in EMS in July,
 2010 and recently completed the EMS
 Medical Director training through the
 National Association of EMS Physicians.
 Dr. Kidane has experience as a Medical
 Director for an Alameda County area fire
 department.
- Marlene Rivers, R.N., M.S.N. will serve
 as the Director of Clinical and Education
 Services. Ms. Rivers is an experienced
 manager familiar with pre-hospital care and
 grounded in quality management.

Take no exception to any requirement in the request for proposals.

While you may not have been familiar with Paramedics Plus before this proposal process, there's a lot to like about us and the things we accomplish. We are clearly capable of doing the job outlined in the Alameda County Emergency Medical Services District Request for Proposals.

If the County is looking for an organization that keeps its commitment, is agile, clinically excellent, financially sound, willing to partner and with a proven track record, then please consider our proposal carefully. You can believe what you read as we keep our promises. Please feel free to contact our partner clients for confirmation. References are provided in Exhibit D.

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To see and hear what others say about Paramedics Plus, go to www.sunstarems.com/videos

- Stephen Williamson, President and CEO
 of the EMSA operation in Oklahoma,
 comments on the partnership between the
 authority and Paramedics Plus.
- Oklahoma City Councilman Pete
 White comments about the positive
 change Paramedics Plus brought to his
 community.
- Jeff Dixon, M.D., chairman of the Medical Control Board in Oklahoma, talks about Paramedics Plus and its productive relationship with medical oversight.
- Gary Booher, Executive Director for Three River Ambulance Authority, speaks about Paramedics Plus and its smooth contract transition.
- Ben Goldsberry, Paramedic Field
 Supervisor with Three Rivers Ambulance
 Authority, comments on the equipment
 provided and maintained by Paramedics
 Plus.
- Paramedics Plus Chief Operating Officer
 Mark Postma speaks about the importance of an engaged, satisfied workforce.
- Consultant Jay Fitch speaks about Sunstar EMS winning the Pinnacle Award and the Florida Governor's Sterling Award for quality.

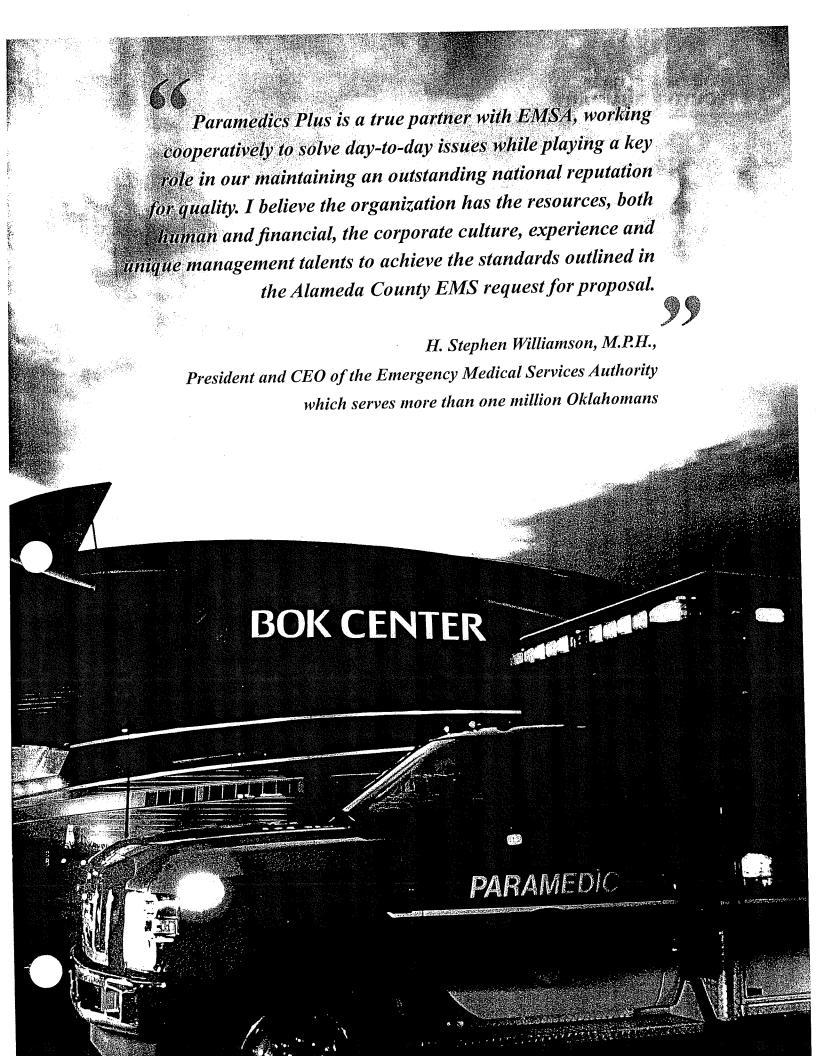


EXHIBIT F FACE SHEET

THIS FORM MUST APPEAR AS THE FIRST PAGE OF THE PROPOSAL

This is a proposal to contract with Alameda County to provide emergency medical ground ambulance services to persons requesting said service through the County or a County Dispatch Center(s).

Name of Proposer:

Paramedics Plus, LLC

Type Of Organization:

LLC

Date Founded Or Incorporated:

June 22, 1998

Legal Address:

1000 South Beckman

Tyler, Texas 75701

Phone: (903) 535-5802 - ext 5809: Fax: (903) 526-7380 (Required For Notification)

Federal Tax Identification Number:

Paramedics Plus, LLC is an indirect subsidiary of East Texas Medical Center Regional Healthcare System based in Tyler, Texas and a direct, wholly-owned subsidiary of East Texas Medical Center Regional Health Services, Inc., also based in Tyler, Texas.

ETMC Regional Healthcare System is a Texas non-member, non-stock, non-profit organized under the Texas Non-Profit Corporation Act and is exempt from federal income taxation as a 501(C)(3) organization.

Contact person:

Anthony J. Myers

Title:

President

Phone: (903) 535-5802 - ext 5809 - EMail: tmyers@etmc.org

Address For Mailings: Same as Above

Authorized Signature:

Janua ty 15/2010

Date Submitted:

Print Name: Anthony J. Myers

Title:

President

Exhibit P

Proposal Checklist/Mandatory Table of Contents

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EXHIBIT G PROPOSAL FORM: PATIENT CHARGES

- Patient Charges shall be submitted on this exhibit in Table C as is. Proposed patient charges submitted should be the "year-one" rate. Proposed patient charges should take into consideration the cost of providing care to indigent patients. No alterations or changes of any kind are permitted. Proposals that do not comply will be subject to rejection in total. The primary means of Contractor compensation is through fee-for-services reimbursement of patient charges.
- 2. The County has adopted a "bundled" rate for ambulance services with a single base rate, whereby most fees for service are included in the base rate, with the exception of oxygen, mileage, and Treat-No transport; there is no distinction between ALS and BLS base rate. The selected Contractor should be able to operate for six (6) months after agreement start date without revenue.
- 3. Table A shows the current approved charges in Alameda County.

44.704.00
\$1,494.70 *20.00
\$29.80
\$97.63
\$359.70

^{*}Treat, Non-transport rate applies to patients who receive a treatment intervention (such as 50% Dextrose) and subsequently refuse transport. Assessment (vital signs, EKG, etc.) does not constitute treatment interventions

4. Table B shows the current service provider's experience over the past 3 years. We are providing this information to enable Proposers to make revenue projections, which will assist them in determining the appropriate patient charges

Year	Total # of Trips	Total Mileage	– 2006 - 2008) Average Trip Miles	# of trips with oxygen	% of trips with oxygen
2006	84,143	489,514	5.82	44,025	52.32%
2007	86,031	494,428	5.75	49,434	57.46%
2007	87,389	493,608	5.65	53,759	61.52%
Grand Total	257,563	1,477,550	5.74	147,218	57.16%

5. The patient charges quoted in **Table C** shall include all taxes and all fees charged to patients or third party payers. Proposals should reflect a bundled rate structure and no other charges for supplies, equipment, or procedures, or other services will be accepted. Contractor shall comply with fee schedule and rates proposed in response to this RFP and negotiated with the County.

Table C - Proposed Charges (based on all specifications contained in the origin	nal version of the RFP)
Complete the proposed charge for each item listed below. No other patient charges will be considered.	
Bundled Base Rate	\$ <u>1560. 17</u>
Mileage/mile	\$35.90
Oxygen	\$\frac{117.63}{\$.433.30}
Treat, Non-transport rate*	₩ 433.3

^{*}Treat, Non-transport rate applies to patients who receive a treatment intervention (such as 50% Dextrose) and subsequently refuse transport. Assessment (vital signs, EKG, etc.) does not constitute treatment interventions

6. Table C 1-3 Although Proposers are not require to, the County will accept additional pricing configurations based on the following options:

Table C -1- Proposed Charges (based on a response time to ECHO and DELTA c	alls in 10 minutes
Complete the proposed charge for each item listed below. No other patient charges will be considered.	
Bundled Base Rate	\$ N/A.
Mileage/mile	\$ <u>N/A.</u>
Oxygen	\$ <u>N/A.</u>
Treat, Non-transport rate*	\$ <u>N/A.</u>

Table C-2- Proposed Charges	s
(Based on dispatch of Contractors ambulance)	es by Contractor)
Complete the proposed charge for each item listed below. No other patient charges will be considered. Bundled Base Rate Mileage/mile	\$ N/A. \$ N/A. \$ N/A.

Oxygen	n/A
Treat, Non-transport rate*	N/A

Table C-3 - Proposed Charges (based on a response time to ECHO and DELTA cal dispatch of Contractors ambulances by C	ls in 10 minutes; and,
Complete the proposed charge for each item listed below. No other patient charges will be considered.	
Bundled Base Rate	\$ <u>N/A</u> .
Mileage/mile	\$ N/A
Oxygen	\$ <u>N/A</u> .
Treat, Non-transport rate*	\$ <u>N/A.</u>

Proposer agrees that the prices quoted are the maximum that will charge during the term of any agreement awarded, with the exception of fee increases based on the consumer price index.

FIRM: Paramedies-Plus, LLC

SIGNATURE: DATE: 1 A2 /2010

PRINTED NAME: Anthony J. Myers

TITLE: President

EXHIBIT C

1. INSURANCE REQUIREMENTSEVIDENCE OF INSURANCE: Certificates of insurance are required from a reputable insurer evidencing all coverages required for the term of any contract that may be awarded pursuant to this RFP.

Paramedics Plus will meet or exceed the insurance coverage required by Alameda County. Current Certificates of Insurance are shown in Appendix 55.

A. Commercial General Liability

The minimum limits required are \$5,000,000 per occurrence. Paramedics Plus carries a primary commercial general liability policy with a limit of \$1,000,000 per occurrence; however, the company also carries umbrella liability policies with a \$6,000,000 limit per occurrence, providing total coverage of \$7,000,000 per occurrence; exceeding the requirement.

B. Automobile Liability

The minimum limits required are \$5,000,000 per occurrence. Paramedics Plus carries a primary automobile liability policy with a limit of \$2,000,000 per occurrence and umbrella liability policy with a \$6,000,000 limit per occurrence. Combined, Paramedics Plus has a limit of \$8,000,000 per occurrence exceeding the requirement.

C. Workers Compensation and Employer Liability

Paramedics Plus workers compensation coverage complies with the statutory limits. Our coverage also includes employer's liability at \$1,000,000 per accident. Additionally, umbrella liability coverages sit atop the employer's liability providing total coverage of \$7,000,000 per accident which exceeds the \$1,000,000 requirement.

D. Professional Liability

Paramedics Plus professional liability coverage limits are currently \$1,000,000 per occurrence and \$3,000,000 aggregate. With the previously mentioned umbrella coverages, the combined limits are \$7,000,000 per occurrence and \$13,000,000 aggregate which exceeds the requirements of \$5,000,000 per occurrence and \$10,000,000 aggregate.

E. Endorsement and Conditions

Paramedics Plus agrees to the Endorsements and Conditions as stated in the request for proposals.

Upon successful award of the contract, the required coverages will be endorsed to show Alameda County, the Board of Supervisors, the individual members thereof, and all County officers, agents, employees and representatives as additionally insured.

EXHIBIT K DEBARMENT AND SUSPENSION CERTIFICATION

The Proposer, under penalty of perjury, certifies that, except as noted below, Proposer, its principal, and any named subcontractor:

- 1. Is not currently under suspension, debarment, voluntary exclusion, or determination of ineligibility by any federal agency;
- 2. Has not been suspended, debarred, voluntarily excluded or determined ineligible by any federal agency within the past three years;
- 3. Does not have a proposed debarment pending; and,
- 4. Has not been indicted, convicted, or had a civil judgment rendered against it by a court of competent jurisdiction in any matter involving fraud or official misconduct within the past three years.

If there are any exceptions to this certification, insert the exceptions in the following space.

Exceptions will not necessary result in denial of award, but will be considered in determining Proposer responsibility. For any exception noted above, indicate below to whom it applies, initiating agency, and dates of action.

Notes: Providing false information may result in criminal prosecution or administrative sanctions. The above certification is part of the Proposal. Signing this Proposal on the signature portion thereof shall also constitute signature of this Certification.

Proposer Name:

Paramedics Plus, LLC

Proposer Signature:

Anthony J. Myers

Title: President

Date: January 15, 2010

EXHIBIT H

REQUEST FOR EXCEPTIONS

List requests for exceptions, if any, to the RFP and its exhibits; and submit this form with your proposal. The County is under no obligation to accept any exceptions and such exceptions may be the basis for proposal disqualification.

Paramedics Plus takes no exception to the Alameda County Request for Proposals.

Proposer Name: Paramedics Plus

Anthony J. Myers, President

Date: January 18, 2010

EXHIBIT D REFERENCES

Proposer name:

PARAMEDICS PLUS, LLC.

CURRENT REFERENCES

Company Name:

Emergency Medical Service Authority

Address:

1417 North Lansing

City, State, Zip Code:

Tulsa, OK

Contact Person:

H. Stephen Williamson

Telephone Number:

(918) 596-3150

Service Provided:

ALS 9-1-1 Emergency Medical Transport and Non-

Emergency Transport

Dates/Type of Service:

November 1, 1998 to Present

Company Name:

Oklahoma City Council

Address:

200 North Walker

City, State, Zip Code:

Oklahoma City, OK 73102

Contact Person:

Pete White, City Councilman

Telephone Number:

(405) 297-2424

Service Provided:

ALS 9-1-1 Emergency Medical Transport and Non-

Emergency Transport

Dates/Type of Service:

November 1, 1998 to Present

Company Name:

Pinellas County Public Safety Services Division

Address:

12490 Ulmerton Road

City, State, Zip Code:

Largo, Florida 33774

Contact Person:

Richard (Dick) Williams, Executive Director

Telephone Number:

(727) 582-2095

Service Provided:

October 1, 2009

Dates/Type of Service:

ALS 9-1-1 Emergency Medical Transport and Non-

Emergency Transport

WE HAVE NO FORMER REFERENCES AS WE HAVE NEVER LOST A CONTRACT

EXHIBIT M INVESTIGATIVE AUTHORIZATION – INDIVIDUAL

The undersigned, being associated with Paramedics Plus, L.L.C. which is a prospective Contractor to provide Emergency Ambulance Transport Services to Alameda County recognizes that public health and safety requires assurance of safe, reliable and cost efficient ambulance service. That assurance will require an inquiry into matters which are determined relevant by the Alameda County EMS Agency or its agents, such as, but not limited to, the character, reputation, competence of the entity's owners and key employees.

The undersigned specifically acknowledges that such inquiry may involve an investigation of his or her personal work experience, educational qualifications, moral character, financial stability and general background, and specifically agrees that the EMS Agency, or its agents, may undertake a personal investigation of the undersigned for the purpose stated. This authorization shall expire six (6) months from the signature date.

AUTHORIZATION FOR SUCH PERSONAL INVESTIGATION IS HEREBY EXPRESSLY GIVEN:

Date: 1/15/2010

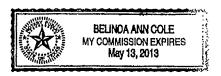
C. Anthony Farmer

ACKNOWLEDGEMENT

STATE OF COUNTY OF

On this 15^{th} day of January, 2010, before me, the undersigned, a Notary Public in and for said County and State, personally appears to me known to be the person described herein and who executed the a foregoing Affirmation Statement, and acknowledged that he executed the same as his free act and deed.

Witness my hand and Notarial Seal subscribed and affixed in said County and State, the day and year above written.



Commission Expiration Date 5-13-2013

Notary Public Seal

EXHIBIT M INVESTIGATIVE AUTHORIZATION – INDIVIDUAL

The undersigned, being Chief Information Officer for Paramedics Plus, L.L.C. which is a prospective Contractor to provide Emergency Ambulance Transport Services to Alameda County recognizes that public health and safety requires assurance of safe, reliable and cost efficient ambulance service. That assurance will require an inquiry into matters which are determined relevant by the Alameda County EMS Agency or its agents, such as, but not limited to, the character, reputation, competence of the entity's owners and key employees.

The undersigned specifically acknowledges that such inquiry may involve an investigation of his or her personal work experience, educational qualifications, moral character, financial stability and general background, and specifically agrees that the EMS Agency, or its agents, may undertake a personal investigation of the undersigned for the purpose stated. This authorization shall expire six (6) months from the signature date.

AUTHORIZATION FOR SUCH PERSONAL INVESTIGATION IS HEREBY EXPRESSLY GIVEN:

Date: 1/15/2010

Frank Gresh

ACKNOWLEDGEMENT

STATE OF COUNTY OF

On this 15^{th} day of January, 2010, before me, the undersigned, a Notary Public in and for said County and State, personally appears to me known to be the person described herein and who executed the a foregoing Affirmation Statement, and acknowledged that he executed the same as his free act and deed.

Witness my hand and Notarial Seal subscribed and affixed in said County and State, the day and year above written.

Notary Public

Commission Expiration Date: _

EXHIBIT M INVESTIGATIVE AUTHORIZATION – INDIVIDUAL

Medical Director

for Paramedics Plus, L.L.C. which is a prospective The undersigned, being Contractor to provide Emergency Ambulance Transport Services to Alameda County recognizes that public health and safety requires assurance of safe, reliable and cost efficient ambulance service. That assurance will require an inquiry into matters which are determined relevant by the Alameda County EMS Agency or its agents, such as, but not limited to, the character, reputation, competence of the entity's owners and key employees.

The undersigned specifically acknowledges that such inquiry may involve an investigation of his or her personal work experience, educational qualifications, moral character, financial stability and general background, and specifically agrees that the EMS Agency, or its agents, may undertake a personal investigation of the undersigned for the purpose stated. This authorization shall expire six (6) months from the signature date.

AUTHORIZATION FOR SUCH PERSONAL INVESTIGATION IS HEREBY **EXPRESSLY GIVEN:**

Date:

ACKNOWLEDGEMENT STATE OF **COUNTY OF**

On this 15th day of January, 2010, before me, the undersigned, a Notary Public in and for said County and State, personally appears to me known to be the person described herein and who executed the a foregoing Affirmation Statement, and acknowledged that he executed the same as his free act and deed.

Witness my hand and Notarial Seal subscribed and affixed in said County and State, the day

and year ahama written.

M. McAnning

#02006798

EXP. 04/20/10

FOR OF ONLINE

Notary Public Seal

SE DAZONO !

Notary Public

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The undersigned, being Director of Administration for Paramedics Plus, L.L.C. which is a prospective Contractor to provide Emergency Ambulance Transport Services to Alameda County recognizes that public health and safety requires assurance of safe, reliable and cost efficient ambulance service. That assurance will require an inquiry into matters which are determined relevant by the Alameda County EMS Agency or its agents, such as, but not limited to, the character, reputation, competence of the entity's owners and key employees.

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AUTHORIZATION FOR SUCH PERSONAL INVESTIGATION IS HEREBY EXPRESSLY GIVEN:

Date: 1/15/2010

Kanne McNeil

ACKNOWLEDGEMENT STATE OF COUNTY OF

Minning Change

On this 15^{th} day of January, 2010, before me, the undersigned, a Notary Public in and for said County and State, personally appears to me known to be the person described herein and who executed the a foregoing Affirmation Statement, and acknowledged that he executed the same as his free act and deed.

Witness my hand and Notarial Seal subscribed and affixed in said County and State, the day and year above written.

Notary Public

Commission Expiration Date

PARAMEDICS PLUS 59

The undersigned, being a Chief Operating Officer for Paramedics Plus, L.L.C. which is a prospective Contractor to provide Emergency Ambulance Transport Services to Alameda County recognizes that public health and safety requires assurance of safe, reliable and cost efficient ambulance service. That assurance will require an inquiry into matters which are determined relevant by the Alameda County EMS Agency or its agents, such as, but not limited to, the character, reputation, competence of the entity's owners and key employees.

The undersigned specifically acknowledges that such inquiry may involve an investigation of his or her personal work experience, educational qualifications, moral character, financial stability and general background, and specifically agrees that the EMS Agency, or its agents, may undertake a personal investigation of the undersigned for the purpose stated. This authorization shall expire six (6) months from the signature date.

AUTHORIZATION FOR SUCH PERSONAL INVESTIGATION IS HEREBY EXPRESSLY GIVEN:

Date: 1/15/2010			
mic mil	<u></u>		
Mike Miriovsky			
ACKNOWLEDGEMENT			
STATE OF			
COUNTY OF			
Witness my hand and Notarial Seal subscribed and affixed in said County and State, the day			
and year above written.	Notary Public Anna Dujamin		
	///////////////////////////////////////		
	Commission Expiration Date: <u>"03/24/2016</u>		
Notary Public Seal			

The undersigned, being accounting for Paramedics Plus, L.L.C. which is a prospective Contractor to provide Emergency Ambulance Transport Services to Alameda County recognizes that public health and safety requires assurance of safe, reliable and cost efficient ambulance service. That assurance will require an inquiry into matters which are determined relevant by the Alameda County EMS Agency or its agents, such as, but not limited to, the character, reputation, competence of the entity's owners and key employees.

The undersigned specifically acknowledges that such inquiry may involve an investigation of his or her personal work experience, educational qualifications, moral character, financial stability and general background, and specifically agrees that the EMS Agency, or its agents, may undertake a personal investigation of the undersigned for the purpose stated. This authorization shall expire six (6) months from the signature date.

AUTHORIZATION FOR SUCH PERSONAL INVESTIGATION IS HEREBY EXPRESSLY GIVEN:

Date: 1/15/2019

Dennis Moses

ACKNOWLEDGEMENT STATE OF COUNTY OF

On this 15^{th} day of January, 2010, before me, the undersigned, a Notary Public in and for said County and State, personally appears to me known to be the person described herein and who executed the a foregoing Affirmation Statement, and acknowledged that he executed the same as his free act and deed.

Witness my hand and Notarial Seal subscribed and affixed in said County and State, the day and year above written.

KATHERINE STERLING
MY COMMISSION #DD698943
EXPIRES: SEP 24, 2011
Bonded through 1st State Insurance

Notary Public

Commission Expiration Date: 9-24-1

The undersigned, being President for Paramedics Plus, L.L.C. which is a prospective Contractor to provide Emergency Ambulance Transport Services to Alameda County recognizes that public health and safety requires assurance of safe, reliable and cost efficient ambulance service. That assurance will require an inquiry into matters which are determined relevant by the Alameda County EMS Agency or its agents, such as, but not limited to, the character, reputation, competence of the entity's owners and key employees.

The undersigned specifically acknowledges that such inquiry may involve an investigation of his or her personal work experience, educational qualifications, moral character, financial stability and general background, and specifically agrees that the EMS Agency, or its agents, may undertake a personal investigation of the undersigned for the purpose stated. This authorization shall expire six (6) months from the signature date.

AUTHORIZATION FOR SUCH PERSONAL INVESTIGATION IS HEREBY EXPRESSLY GIVEN:

Date: 1/15/2010

Anthony J Myers

ACKNOWLEDGEMENT

STATE OF COUNTY OF

On this 15^{th} day of January, 2010, before me, the undersigned, a Notary Public in and for said County and State, personally appears to me known to be the person described herein and who executed the a foregoing Affirmation Statement, and acknowledged that he executed the same as his free act and deed.

Witness my hand and Notarial Seal subscribed and affixed in said County and State, the day and year above written.

BELINDA ANN COLE MY COMMISSION EXPIRES May 13, 2013

Commission Expiration Date: 5-13-2

Director of Clinical and Education Services
The undersigned, being for Paramedics Plus, L.L.C. which is a prospective
Contractor to provide Emergency Ambulance Transport Services to Alameda County
recognizes that public health and safety requires assurance of safe, reliable and cost efficient
ambulance service. That assurance will require an inquiry into matters which are determined
relevant by the Alameda County EMS Agency or its agents, such as, but not limited to, the
character, reputation, competence of the entity's owners and key employees.

The undersigned specifically acknowledges that such inquiry may involve an investigation of his or her personal work experience, educational qualifications, moral character, financial stability and general background, and specifically agrees that the EMS Agency, or its agents, may undertake a personal investigation of the undersigned for the purpose stated. This authorization shall expire six (6) months from the signature date.

AUTHORIZATION FOR SUCH PERSONAL INVESTIGATION IS HEREBY EXPRESSLY GIVEN:

Date: 1/15/2010

Marlene Rivers, R.N., M.S.M.

ACKNOWLEDGEMENT STATE OF COUNTY OF

On this 15th day of January, 2010, before me, the undersigned, a Notary Public in and for said County and State, personally appears to me known to be the person described herein and who executed the a foregoing Affirmation Statement, and acknowledged that he executed the same as his free act and deed.

Witness my hand and Notarial Seal subscribed and affixed in said County and State, the day and year above written.

Notary Public

Commission Exp/ration/Date

Notary Public Seal

12 AM. 135

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The undersigned, being associated with Paramedics Plus, L.L.C. which is a prospective Contractor to provide Emergency Ambulance Transport Services to Alameda County recognizes that public health and safety requires assurance of safe, reliable and cost efficient ambulance service. That assurance will require an inquiry into matters which are determined relevant by the Alameda County EMS Agency or its agents, such as, but not limited to, the character, reputation, competence of the entity's owners and key employees.

The undersigned specifically acknowledges that such inquiry may involve an investigation of his or her personal work experience, educational qualifications, moral character, financial stability and general background, and specifically agrees that the EMS Agency, or its agents, may undertake a personal investigation of the undersigned for the purpose stated. This authorization shall expire six (6) months from the signature date.

AUTHORIZATION FOR SUCH PERSONAL INVESTIGATION IS HEREBY EXPRESSLY GIVEN:

Date: 1/15/2010

Frik W Switzer

ACKNOWLEDGEMENT STATE OF COUNTY OF

On this 15^{th} day of January, 2010, before me, the undersigned, a Notary Public in and for said County and State, personally appears to me known to be the person described herein and who executed the a foregoing Affirmation Statement, and acknowledged that he executed the same as his free act and deed.

Witness my hand and Notarial Seal subscribed and affixed in said County and State, the day and year above written.

Notary Public

BELINDA ANN COLE MY COMMISSION EXPIRES May 13, 2013

Commission Expiration Date 5-13-2013

The undersigned, being the proposed Chief Operating Officer for Paramedics Plus, L.L.C. which is a prospective Contractor to provide Emergency Ambulance Transport Services to Alameda County recognizes that public health and safety requires assurance of safe, reliable and cost efficient ambulance service. That assurance will require an inquiry into matters which are determined relevant by the Alameda County EMS Agency or its agents, such as, but not limited to, the character, reputation, competence of the entity's owners and key employees.

The undersigned specifically acknowledges that such inquiry may involve an investigation of his or her personal work experience, educational qualifications, moral character, financial stability and general background, and specifically agrees that the EMS Agency, or its agents, may undertake a personal investigation of the undersigned for the purpose stated. This authorization shall expire six (6) months from the signature date.

AUTHORIZATION FOR SUCH PERSONAL INVESTIGATION IS HEREBY EXPRESSLY GIVEN:

Date: 1/15/2010

Jestrey Waylor

ACKNOWLEDGEMENT

STATE OF COUNTY OF

On this $15^{\rm th}$ day of January, 2010, before me, the undersigned, a Notary Public in and for said County and State, personally appears to me known to be the person described herein and who executed the a foregoing Affirmation Statement, and acknowledged that he executed the same as his free act and deed.

Witness my hand and Notarial Seal subscribed and affixed in said County and State, the day and year above written.

KATHERINE STERLING
MY COMMISSION #DD698943
EXPIRES: SEP 24, 2011
Bonded through 1st State Insurance

Notary Public Katherine Sterlino

Commission Expiration Date: 9-21-1

The undersigned, being Chief Operating Officer for Paramedics Plus, L.L.C. which is a prospective Contractor to provide Emergency Ambulance Transport Services to Alameda County recognizes that public health and safety requires assurance of safe, reliable and cost efficient ambulance service. That assurance will require an inquiry into matters which are determined relevant by the Alameda County EMS Agency or its agents, such as, but not limited to, the character, reputation, competence of the entity's owners and key employees.

The undersigned specifically acknowledges that such inquiry may involve an investigation of his or her personal work experience, educational qualifications, moral character, financial stability and general background, and specifically agrees that the EMS Agency, or its agents, may undertake a personal investigation of the undersigned for the purpose stated. This authorization shall expire six (6) months from the signature date.

ATTHORIZATION FOR S	UCH]	PERSONAL INVESTIGATION IS H	EREBY
EXPRESSLY GIVEN:		/	

Date: 1/15/2010

Mark Postma

ACKNOWLEDGEMENT STATE OF COUNTY OF

On this 15^{th} day of January, 2010, before me, the undersigned, a Notary Public in and for said County and State, personally appears to me known to be the person described herein and who executed the a foregoing Affirmation Statement, and acknowledged that he executed the same as his free act and deed.

Witness my hand and Notarial Seal subscribed and affixed in said County and State, the day and year above written.

KATHERINE STERLING
MY COMMISSION #DD698943
EXPIRES: SEP 24, 2011
Bonded through 1st State Insurance

Notary Public Katherine Stenling

Commission Expiration Date: 9-24-1

The undersigned, being Director of Education and Clinical Services for Paramedics Plus, L.L.C. which is a prospective Contractor to provide Emergency Ambulance Transport Services to Alameda County recognizes that public health and safety requires assurance of safe, reliable and cost efficient ambulance service. That assurance will require an inquiry into matters which are determined relevant by the Alameda County EMS Agency or its agents, such as, but not limited to, the character, reputation, competence of the entity's owners and key employees.

The undersigned specifically acknowledges that such inquiry may involve an investigation of his or her personal work experience, educational qualifications, moral character, financial stability and general background, and specifically agrees that the EMS Agency, or its agents, may undertake a personal investigation of the undersigned for the purpose stated. This authorization shall expire six (6) months from the signature date.

AUTHORIZATION FOR SUCH PERSONAL INVESTIGATION IS HEREBY EXPRESSLY GIVEN:

Date: 1/15/2010

Debbie Vass

ACKNOWLEDGEMENT STATE OF

COUNTY OF

On this 15^{th} day of January, 2010, before me, the undersigned, a Notary Public in and for said County and State, personally appears to me known to be the person described herein and who executed the a foregoing Affirmation Statement, and acknowledged that he executed the same as his free act and deed.

Witness my hand and Notarial Seal subscribed and affixed in said County and State, the day and year above written.

KATHERINE STERLING
MY COMMISSION #DD698943
EXPIRES: SEP 24, 2011
Bonded through 1st State Insurance

Notary Public Katherine Sterling

Commission Expiration Date: 9-24-1

The undersigned, being Director of Support Services for Paramedics Plus, L.L.C. which is a prospective Contractor to provide Emergency Ambulance Transport Services to Alameda County recognizes that public health and safety requires assurance of safe, reliable and cost efficient ambulance service. That assurance will require an inquiry into matters which are determined relevant by the Alameda County EMS Agency or its agents, such as, but not limited to, the character, reputation, competence of the entity's owners and key employees.

The undersigned specifically acknowledges that such inquiry may involve an investigation of his or her personal work experience, educational qualifications, moral character, financial stability and general background, and specifically agrees that the EMS Agency, or its agents, may undertake a personal investigation of the undersigned for the purpose stated. This authorization shall expire six (6) months from the signature date.

AUTHORIZATION FOR SUCH PERSONAL INVESTIGATION IS HEREBY EXPRESSLY GIVEN:

Date: 1/15/2010		
Philip D. Young		

ACKNOWLEDGEMENT STATE OF COUNTY OF

On this 15^{th} day of January, 2010, before me, the undersigned, a Notary Public in and for said County and State, personally appears to me known to be the person described herein and who executed the a foregoing Affirmation Statement, and acknowledged that he executed the same as his free act and deed.

Witness my hand and Notarial Seal subscribed and affixed in said County and State, the day and year above written.

iiu year above writtem	
KATHERINE STERLING MY COMMISSION #DD698943	Notary Public Kitherine Sterling
EXPIRES: SEP 24, 2011 Bonded through 1et State Insurance	Commission Expiration Date: 9-24-1
Public Seel	

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EXHIBIT N INVESTIGATIVE AUTHORIZATION – ENTITY

The undersigned entity, a prospective Contractor to provide Emergency Ambulance Transport Services for Alameda County recognizes that public health and safety requires assurance of safe, reliable and cost efficient ambulance service. That assurance will require inquiry into aspects of entity's operations determined relevant by the Alameda County EMS Agency, or its agents. The entity specifically agrees that the Alameda County EMS Agency or its agents may conduct an investigation for the purpose into, but not limited to the following matters;

- 1. The financial stability of the entity, including its owners and officers, any information regarding potential conflict of interests, past problems in dealing with other clients or cities where the entity has rendered service, or any other aspect of the entity operations or its structure, ownership or key personnel which might reasonably be expected to influence the Alameda County EMS Agency's selection decision.
- 2. The entity's current business practices, including employee compensation and benefits arrangements, pricing practices, billings and collections practices, equipment replacement and maintenance practices, in-service training programs, means of competing with other companies, employee discipline practices, public relations efforts, current and potential obligations to other buyers, and general internal personnel relations.
- 3. The attitude of current and previous customers of the entity toward the entity's services and general business practices, including patients or families of patients served by the entity, physicians or other health care professionals knowledgeable of the entity's past work, as well as other units of local government with which the entity has dealt in the past. 4. Other business in which entity owners and/or other key personnel in the entity currently
- have a business interest.

 5. The accuracy and truthfulness of any information submitted by the entity in connection with such evaluation.

This authorization shall expire six (6) months from the date of the signature.

AUTHORIZATION FOR SUCH INVESTIGATION IS HEREBY EXPRESSLY GIVEN BY THE ENTITY:

Entity Name: Paramedics Plus, LLC.

Authorized Representative (Signature):

Authorized Representative (Printed): Anthony J. Myers

Title: President Date: 1/15/2010

ACKNOWLEDGEMENT STATE OF COUNTY OF

On this the 15^{th} day of January , 2010 , before me appeared to me personally known, who being by me duly sworn, did say that he/she is the of and that said instrument was signed in behalf of said entity by authority delegated to him/her, and said affiant acknowledges said instrument to be the free act and deed of said entity. In WITNESS WHEREOF, I have hereunto set by hand and affixed my official seal the day and year last above written.

BELINDA ANN COLE MY COMMISSION EXPIRES

May 13, 2013

Anthony J. Myers

Notary Public

Notary Public Seal Commission Expiration Date: 2-13

O PARAMEDICS PLUS