

BIDDER'S CONFERENCE

RFP 23-03

ALS AMBULANCE SERVICES

AUGUST 8, 2023

& AUGUST 10, 2023



INTRODUCTIONS

Eric Moore, Deputy
Chief of Support
Services and
Communications,
ACFD

Heather Marques,
Division Chief of
Medical Services,
ACFD

Lynn Kozma,
Procurement
Specialist, ACFD



YOUR CONTACT INFORMATION

- In the Chat:
 - Your Name
 - Your Company Name
 - Whether you are joining as a Prime or Sub
 - Your email address



ALAMEDA COUNTY FIRE DEPARTMENT

- 26 Fire Stations
- 25 Engines, 7 Trucks, 1 Rescue & 4 Battalion Chiefs (24 /7)
- Service area of over 508 square miles
- EMS responses include all of Alameda County except
 - Piedmont
 - Berkeley
 - Alameda City
 - Albany
- Approximately 419,188 citizens
- Approximately 510.4 FTE
 - Fire: 460.9
 - ACRECC: 49.5



MISSION STATEMENT & CORE VALUES

“We will provide the highest level of service to our communities by valuing our members, promoting positive leadership and dedicating ourselves to excellence”

Customer Service

Our Members

The Organization

Strategic Management

Regional Cooperation



TIMELINE

EVENT	DATE/LOCATION
Request Issued	July 28, 2023
Networking/Bidders Conference 1 via MICROSOFT TEAMS MEETING Meeting ID: 238 879 998 86 Passcode: 95Xgzm	August 8, 2023 @ 11:00 a.m. Join on your computer or mobile app Click here to join MS TEAMS Meeting
Networking/Bidders Conference 2 via MICROSOFT TEAMS MEETING Meeting ID: 254 513 150 269 Passcode: abjipV	August 10, 2023 @ 1:00 pm Join on your computer or mobile app Click to join MS Teams
Written Questions Due via Email: lynn.kozma@acgov.org	August 17, 2023 by 5:00 p.m.
List of Attendees	August 17, 2023
Questions & Answers Issued	August 24, 2023
Addendum Issued [only if necessary to amend RFP]	August 31, 2023
Response Due	September 8, 2023 by 2:00 p.m.
Evaluation Period	September 11, 2023 – September 22, 2023
Vendor Interviews	Week of October 9, 2023
Notice of Intent to Award Issued	October 18, 2023
Board Consideration Award Date	February 27, 2024
Contract Start Date	January 1, 2026 [pending ACFD contracting with County EMS agency]



NOTE: All dates are tentative and subject to change.



ALS/BLS AMBULANCE SERVICES

- The core function of local government is to provide for the essential needs of the community it serves. One of the many critical functions of the ACFD is the provision of prehospital EMS services. The primary mission of ACFD's EMS Division is to optimize patient outcome by providing superior quality prehospital care in a proficient and compassionate manner.



ALS/BLS AMBULANCE SERVICES (CONT)

- In furtherance of this goal, it is imperative that all aspects of the EMS system and the patient “continuum of care” function as effectively and as efficiently as possible. The transportation of patients with medical emergencies from the incident scene to the appropriate emergency receiving center is one of the most important aspects of the EMS system and continuum of care.



SCOPE

- Ground transportation only.
- Contract term is 5 years with the option to extend/renew for 5 additional years.
- May be required to respond without regard to jurisdictional boundaries as part of the countywide and State mutual aid system, including staffing a DMSU.
- Incorporates both BLS and ALS transport services and other potential pilot programs and research projects.



MINIMUM QUALIFICATIONS

- Bidder and/or a Principal must be regularly and continuously engaged in the business of providing ambulance transport (ALS and BLS) services for at least five (5) years, which must be clearly stated or demonstrated in the bid response.
- Bidder must also possess all permits, licenses, and professional credentials necessary to supply products and perform services specified under this RFP. Unless explicitly stated otherwise in this RFP (including any Addendum or Q&A documents), Bidder is not required to submit copies or verification of the permits, licenses and credentials; however, Bidder must provide such proof if requested by ACFD or the County.



SPECIFIC REQUIREMENTS

- ACFD and the Contractor will cooperatively prepare and submit a joint proposal in response to the County Ambulance RFP to provide the County's exclusive operating area emergency ambulance services.
- ALS - ~850 unit hours/day
- BLS - ~300 unit hours/day
- 4 Field Supervisors 24/7
- 1 CCT 24/7
- 1 neonatal CCT 24/7



SPECIFIC REQUIREMENTS CONTINUED

- Tiered Services
 - Tier 1 Service: **Ambulance Transport Services (all inclusive)**
 - Tier 2 Service: **Reserve Ambulances**
 - Tier 3 Service: **Surge Plan**
 - Tier 4 Service: **Mutual Aid**





Outreach Programs – SLEB Program Overview

The SLEB Program is a race and gender-neutral program designed to ensure that small businesses located in Alameda County are given an opportunity to contract with the County and promote the economic growth of the community.

Target Firms:

- Located in Alameda County
- Meet definition of small or emerging
- Certified by Alameda County

Participation Requirements (if Prime is not a SLEB):

A minimum of 20% of professional services portion of the contract value must be subcontracted to certified SLEB firms.

For further information and a directory of certified firms, go to: www.acgov.org/sleb



BID PROPOSAL

Template provided in the RFP

- Cover Page
- Table of Contents
- Letter of Transmittal
- Narrative of Proposed Scope of Work and Deliverables
- Organizational Chart, Table of Key Personnel & Approach
- References
- Attachments
 - SLEB Sheet
 - Resumes
 - Exceptions and Clarifications
 - Credentials and Professional Certifications
 - Debarment and Suspension Certification



BID PROPOSAL – BID FORM (MANDATORY FORMAT)

		Year One July 2024 - June 2025				
Additional Personnel Costs	Annual Lump Sum	Annual Lump Sum	Annual Lump Sum	Annual Lump Sum	Annual Lump Sum	
	RN	EMT Full Time	EMT Part-Time	Paramedic	Annual Lump Sum Sub-Totals	
Annual OT*	\$ -	\$ -	\$ -	\$ -	\$ -	
Paid Vacation	\$ -	\$ -	\$ -	\$ -	\$ -	
Paid Holidays	\$ -	\$ -	\$ -	\$ -	\$ -	
Sick Leave	\$ -	\$ -	\$ -	\$ -	\$ -	
Continuing Education	\$ -	\$ -	\$ -	\$ -	\$ -	
Uniforms	\$ -	\$ -	\$ -	\$ -	\$ -	
Tuition	\$ -	\$ -	\$ -	\$ -	\$ -	
Health Care**	\$ -	\$ -	\$ -	\$ -	\$ -	
Deductible (Health Care)	\$ -	\$ -	\$ -	\$ -	\$ -	
Dental**	\$ -	\$ -	\$ -	\$ -	\$ -	
Deductible (Dental)	\$ -	\$ -	\$ -	\$ -	\$ -	
Vision**	\$ -	\$ -	\$ -	\$ -	\$ -	
Deductible (Vision)	\$ -	\$ -	\$ -	\$ -	\$ -	
Other	\$ -	\$ -	\$ -	\$ -	\$ -	
Other	\$ -	\$ -	\$ -	\$ -	\$ -	
Other	\$ -	\$ -	\$ -	\$ -	\$ -	
Other	\$ -	\$ -	\$ -	\$ -	\$ -	
Other	\$ -	\$ -	\$ -	\$ -	\$ -	
Sub-Totals	\$ -	\$ -	\$ -	\$ -	\$ -	

* amount of overtime paid based on FLSA/staffing requirements
 ** amount paid by employer that counts against total employee costs



BID PROPOSAL – BID FORM (MANDATORY FORMAT)

		Year One Jul 2024 - Jun 2025
Other Cost Centers		Annual Lump Sum
VEHICLES		
Fuel		\$ -
Repair & Maintenance		\$ -
Registration		\$ -
Insurance (Automobile Liability)		\$ -
Lease/Depreciation		\$ -
Other:		\$ -
Other:		\$ -
Vehicles Sub-Total		\$ -
ADMINISTRATIVE and GENERAL		
Rent & Leases		\$ -
Utilities		\$ -
Office Supplies		\$ -
Overhead		\$ -
Indirect Costs (SHOULD EXCEED 15% of total contract value)		\$ -
Other:		\$ -
Other:		\$ -
Other:		\$ -
Administrative and General Sub-Total		\$ -
INSURANCE		
Commercial General Liability		\$ -
Workers' Compensation and Employers Liability		\$ -
Professional, Medical, and Hospital Liability		\$ -
Other:		\$ -
Other:		\$ -
Other:		\$ -
Insurance Sub-Total		\$ -
PROFESSIONAL SERVICES		
Legal		\$ -
Training		\$ -
Associations		\$ -
Other:		\$ -
Other:		\$ -
Other:		\$ -
Professional Services Sub-Total		\$ -
Sub-Total		\$ -
YEAR ONE GRAND TOTALS		\$ -



QUESTION AND ANSWER SECTION

PROVIDE TIME
FOR QUESTIONS
AND ANSWERS



CONCLUSION

- Thank you for attending!!

