

**INDIAN RIVER COUNTY
OFFICE OF MANAGEMENT AND BUDGET
PURCHASING DIVISION**

DATE: August 21, 2023

TO: BOARD OF COUNTY COMMISSIONERS

THROUGH: John A. Titkanich, Jr., County Administrator
Kristin Daniels, Director, Office of Management and Budget

FROM: Jennifer Hyde, Purchasing Manager

SUBJECT: Approval of Agreement for Ambulance Billing and Coding Services with EMS|MC

BACKGROUND:

On June 20, 2023, the Board approved the final ranking of firms from RFP 2023036, and authorized negotiations with the top ranked firm, EMS Management & Consultants (“EMS|MC”). The agreement with the current provider, Change Healthcare, expires April 30, 2024, and execution of the agreement now will provide the new provider and staff ample time to coordinate and prepare for a seamless transition.

In addition to all of the services anticipated in the RFP, EMS|MC has also agreed to include lockbox services, at no additional cost. The County spent a total of \$471,133.34 in Fiscal Year 2022 and \$399,286.68 year to date in Fiscal Year 2023 on these services combined.

The current and proposed fees for ambulance billing services are shown in the table below:

Item	Change Healthcare (current contract)	EMS MC	Difference
Percentage of Net Collections	6.8%	4.75%	(2.05)%
Additional Per Medicaid patient	\$13.50	\$9.50	\$(4.00)
Per client prior claim (previous month)	\$7.50	n/a	\$(7.50)
Prior A/R Gross Collections	10%	n/a	(10)%

EMS|MC’s fees will also include 6% of the reimbursements received by the County under the Public Emergency Medical Transportation (“PEMT”) program (through the Florida Agency for Health Care Administration) for Medicaid Fee for Service provided by their partner, Public Consulting Group (“PCG”).

The term of the agreement is three years, with two three-year renewals available.

FUNDING:

There is no cost associated with execution of the agreement, until commencement of service on May 1, 2024. Funding for ambulance billing will come from the Emergency Services District/Fire Rescue/Other Professional Services Account, number 11412022-033190, which has a total budget of \$650,000 for Fiscal Year 2023/2024.

Account Number	Account Description	FY 23/24 Budget
11412022-033190	Emergency Services District/Fire Rescue/Other Professional Services	\$650,000

RECOMMENDATION:

Staff recommends the Board approve the agreement and authorize the Chairman to execute it, after review and approval by the County Attorney as to form and legal sufficiency.

Attachment:

Agreement