

PATRICIA A. PESHKA

PURCHASING AGENT



JOSEPH J. SOLOMON

MAYOR

**CITY OF WARWICK**

PURCHASING DIVISION  
3275 POST ROAD  
WARWICK, RHODE ISLAND 02886  
TEL (401) 738-2013  
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To: All Prospective Bidders

From: Patricia A. Peshka, Purchasing Agent

Date: October 20, 2020

Re: **RFP2021-176 Rescue Service Billing Administrator**

**Addendum #2**

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Please be advised that the information provided comprises Addendum # 2.

**Questions & Clarifications**

1. Please confirm total annual transport volume for FY 2020 **9,565**
2. Please break down annual volume by:
  - Total BLS Emergency transports - **3419**
  - Total ALS1 Emergency transports **6063**
  - Total ALS2 Emergency transports **80**
  - Non-Emergency Transports (if applicable) - **3**
3. Please provide the following annual financial information for FY 2020:
  - Total Annual Charges **\$20,349,340.42**
  - Total Annual Adjustments **\$5,673,272.39**
  - Total Annual Revenue **\$3,026,150.79**

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4. What is your payer remix as percentages of 100% of what you typically receive?

Medicare % **36%**  
Medicaid% **19%**  
Blue Cross % **25%**  
Commercial Insurance % **10%**  
Self-Pay % **10%**  
Warwick Resident Fund % **n/a**

5. What are your current ambulance charges/fees?

**BLS Emergency and Non emergency BR - \$1352**  
**ALS1 Emergency and Non Emergency BR - \$2197**  
**ALS2 Emergency BR - \$3323**  
**SCT - \$986.04**  
**Mileage - \$9.44**  
**Airway - \$130.75**  
**Cardiac Monitor - \$184.04**  
**CPR p \$305.46**  
**Defib - \$31.16**  
**IV - \$31.16**  
**Mast Trousers - \$130.65**  
**Med Admin - \$15.29**  
**Oxygen - \$58.55**

6. What is your average mileage per trip? **4.92**

7. Do you have any contracts or participating provider agreements with any private/commercial insurers? **BCBS of RI**

8. What is current ePCR platform? **We currently use ImageTrend for our ePCR**

9. Does the City require any ePCR software or computer hardware as part of RFP?

**We do not require any hardware or software**

10. What company is the City currently using for past-due collections (collection agency)?

**Rossi Law**

11. The 2019 RFP stated that the initial contract would be for three years, pending City Council approval, however, the resulting contract from the 2019 solicitation resulted in only a 1 year signed contract. Did the City Council only approve a 1 year contract? Can you confirm that this solicitation is for a two year contract? **I am asking for 2, but the City Council has the right to approve less.**

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12. Can you provide some stats concerning the number of trips and the trip types (BLS/ALS/ALS2/Treat no transports) for at least the past year. Two would be preferable.

Can you provide the cost per trip type?

Total BLS Emergency transports - **3419**  
 Total ALS1 Emergency transports **6063**  
 Total ALS2 Emergency transports **80**  
 Non-Emergency Transports (if applicable) – **3**  
 Total Transports - **9565**  
 Cost per trip – **See Billing Rates**

13. If you charge for other equipment or treatments, please give the numbers and cost/type (i.e. oxygen at \$XX.XX, 12-Lead at \$XX.XX)

**Airway - \$130.75**  
**Cardiac Monitor - \$184.04**  
**CPR p \$305.46**  
**Defib - \$31.16**  
**IV - \$31.16**  
**Mast Trousers - \$130.65**  
**Med Admin - \$15.29**  
**Oxygen - \$58.55**

14. Do you charge for mileage? If so can you give us the avg mileage per trip and the cost/mile?  
**4.92 average miles. Cost = \$9.44/mile**

15. Can you give us some information regarding revenue, allowances, refunds, write offs, etc. for the past year. Two would be preferable.

**Total Annual Charges - \$20,349,340.42**  
**Total Annual Adjustments- \$5,673,272.39**  
**Total Annual Revenue- \$3,026,150.79**

16. How will you define residents vs. non-residents (i.e. By zip code or boundary lines)?

**Residents reside within the City of Warwick limits, in addition to home zip code of 02818**

17. A clarification is needed. The RFP indicates we need to complete the Bid and Contract Form and that the City will pay administrative fees equal to a % of the monthly lockbox collections. Does this also include paying on a % of the electronic payments? **Electronic is the same**

18. Whether companies from Outside USA can apply for this? (like, from India or Canada)  
**Preference is given to vendors located in the City of Warwick, RI.**

19. Whether we need to come over there for meetings?  
**In person meetings are not necessary.**

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20. Can we perform the tasks (related to RFP) outside USA? (like, from India or Canada)

We require a vendor that works EST standard business hours.

21. Can we submit the proposals via email?

Proposals are to be submitted in person or by mail.

Should you have any further questions regarding this proposal, please contact Lynne Prodger, Acting Finance Director, at 401-921-9642 or [lynne.prodger@warwickri.com](mailto:lynne.prodger@warwickri.com)

Sealed proposals will be received by the Purchasing Division, Warwick City Hall, 3275 Post Road, Warwick, Rhode Island 02886 up until **11:00 AM Tuesday, October 27, 2020**. The proposals will be opened publicly commencing at 11:00 AM on the same day in the Lower Level Conference Room, Warwick City Hall.

Thank you for your interest in this project.