



**AWARD RFP #22-14: EMERGENCY  
MEDICAL SERVICES (EMS) BILLING AND FIRE  
SERVICE FEE RECOVERY**

**RS-22-080**

**June 21, 2022**

# Background

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- The City has nine ambulance crews and eight fire stations
  - ▣ The Fire Department responds to an average of 22,000 EMS and 11,000 fire calls annually
- LifeQuest has provided EMS billing services since 2017
  - ▣ Fee of 4.6% of net revenues collected
  - ▣ Current agreement ends July 1, 2022
- RFP issued for EMS Billing and Fire Service Fee Recovery
  - ▣ Five firms submitted proposals; two highest scoring firms invited for an interview
  - ▣ LifeQuest was determined to be the best value

# Contract terms

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- Initial contract will be two years, with option to renew three additional one-year terms
- Fee of 4.0% of net revenues collected

Fiscal Year	Estimated Net Revenues Collected	Estimated Fee
2022	\$3,581,270	\$159,366
2023	\$3,650,000	\$146,000
2024	\$3,720,032	\$148,801

# Alternatives

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- ❑ Do not award RFP #22-14 and initiate another request for proposal
- ❑ Do not award RFP #22-14 to LifeQuest and negotiate with the next highest-ranking proposal
- ❑ Award RFP#22-14 to LifeQuest

# Recommendation

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City Council award RFP #22-14, Emergency Medical Services Billing and Fire Service Fee Recovery, to LifeQuest Services in the amount of 4.0% of net revenues collected and authorize the City Manager or designee to execute changes to the contract as allowed by state and local law