



Agenda Item: 14.A
Date of Meeting: June 10, 2024
Department: Administration

STAFF REPORT

To: City Council
From: Deston Dishion
Subject: **Approve an Ambulance Subcontractor Request For Proposals Process with AP Triton**
Prepared On: June 4, 2024
Attachments: Bishop Ambulance Subcontractor RFP Consulting Services

Background/History:

Beginning in April of 2023 the City of Bishop and the greater Bishop area has been in limbo over Emergency Medical Services (EMS). In April of 2023 Symons Ambulance exercised their right to end their contract with Inyo County to provide EMS in the Bishop area or formally known as the Bishop Exclusive Operating Area (EOA). The Bishop area was fortunate and Coast 2 Coast Ambulance took over the as the EMS provider. Unfortunately Coast 2 Coast was unable to continue their service due to financial reasons. In July of 2023 Inyo County again started RFP process for an 18 month term and Sierra Lifeflight was the successful proposer. The 18 month contract with Sierra Lifeflight will end on December 31, 2024. During both Coast 2 Coast and Sierra Lifeflight's tenure the EOA was never reestablished.

Historically the City of Bishop has had no part or say in EMS. As of February 2023 the City has played a very active roll with the County to provide EMS in the area. Currently the City, Inyo County and the Bishop Paiute Tribe have been sharing the cost of a subsidy provided to Sierra Lifeflight for the 18 month contract period. I also think it is important to note that current state of EMS in Bishop is not just a local problem. It has become a state wide problem.

Analysis/Discussion:

Over the past 16 months the City has gained valuable knowledge and insight on what may and may not work in our area. With that said, city staff has been exploring the option of providing EMS services under The City of Bishop Fire Department. Bishop Fire would fall under what is called an Alliance Model or some prefer to call it a Ground Emergency Medical Transport (GMET).

The Alliance Model's defining characteristic is the local emergency medical services (EMS) agency's delegation of a local fire district to contract out ambulance services to private companies, instead of the EMS agency itself. When a local EMS agency contracts out

ambulance service, they are required by the state to solicit contractors through a competitive bidding process where potential partners must submit proposals that undergo careful evaluation of pre-determined cost and quality factors. The process drives private providers to adhere to a preferred balance of quality and costs to appear as most attractive by a process that contains as little as subjectively possible.

As stated in the proceeding paragraph Bishop Fire would be the EMS provider and then contract out to a private provider to perform the services. Due to our lack of deep knowledge of contracting for EMS services the City would be best suited to hire a consultant who has expertise in this service. After working diligently with a well known EMS attorney we made contact with AP Triton out of Sheridan Wyoming. AP Triton has a proven record of successfully navigating the RFP process and negotiating complex service contracts with private providers. AP Triton provided the attached proposal for Ambulance Subcontractor for RFP Consulting Services which provide three options. After a lengthy discussion with AP Triton and the Bishop City Attorney it was decided to go with option three. Option 3 provides the best benefit to the City and also keeps the City at arms length from the process, which promotes the most transparency in the process. This transparency will protect the City and will guarantee the best value for our residents. The Cost of Option 3 is \$58,501.00

Economic Impacts:

The expenditure of these funds will provide the best value to the City and further ensure our residents that the City of Bishop truly understands the needs of our residents.

Budget Impacts:

The FY 2024-25 budget has been created and will be presented for City Council review and consideration at the June 10, 2024 scheduled meeting. The budget, as currently constituted, does not include \$58,501.00 for this professional service agreement.

If the AP Triton agreement is approved by City Council, the FY 2024-25 budget will be adjusted as shown below. This adjustment will be made after June 30, 2024.

001-011-52015 (Administration, Professional Services), increase by \$58,501.00.

Legal Review:

City Attorney has reviewed this item and finds that the recommended action complies with the law.

Recommended Action:

Staff recommends that the City Council approve the agreement with AP Triton to facilitate the Request for Proposals process to acquire a subcontractor to provide EMS services under the City of Bishop Fire Department in an amount not to exceed \$58,501.00.

Approved By: Ethan Aukee 6/5/2024

Approved By: Robin Picken 6/5/2024

Approved By: Deston Dishion 6/5/2024

Approved By: