

Sue Harrison

From: Cheri Smith
Sent: Monday, November 10, 2014 2:06 PM
To: Sue Harrison
Subject: FW: RFP 02-015 EMS Billing

From: Edward Perez [mailto:eperez@keywestcity.com]
Sent: Monday, November 10, 2014 1:49 PM
To: Jason Crowell; Sarah H. Spurlock; Cheri Smith
Subject: RFP 02-015 EMS Billing

Jason Crowell
EMS Management & Consultants, Inc.(EMS/MC)

The rankings and all of the proposals have been submitted to the City for verification that all of the necessary criteria was met and the proposals are considered responsive. We anticipate RFP 02-15 to be included in the November 18th City Commission Meeting. This item will be on the agenda if approved by City staff and made public on the City's website Keywestcity.com on Wednesday, November 12th in the afternoon. The cone of silence is still in place for this item and I am unable to answer any further questions until the Commission has finalized a contract for this item.

Sincerely,
Edward Perez
Division Chief of EMS
Key West Fire Department
(305) 809-3796

From: Cheri Smith
Sent: Monday, November 10, 2014 4:03 PM
To: 'Jason Crowell'; Edward Perez; Sarah H. Spurlock
Subject: RE: RFP 02-015 EMS Billing

Mr. Crowell,

I am sorry I cannot answer your question.

Cheri Smith
City Clerk

From: Jason Crowell [<mailto:jason.crowell@emsbilling.com>]
Sent: Monday, November 10, 2014 3:51 PM
To: Cheri Smith; Edward Perez; Sarah H. Spurlock
Subject: RE: RFP 02-015 EMS Billing

Thank you Ms. Smith.

I see our proposal was unresponsive. Can you provide the information regarding why we were disqualified?

Thanks,
Jason
Jason Crowell
Vice President of Business Development
EMS Management & Consultants, Inc. (EMS|MC)
Phone (336) 406-8166
Fax (336) 766-1279
www.emsbilling.com

From: Cheri Smith [<mailto:csmith@cityofkeywest-fl.gov>]
Sent: Monday, November 10, 2014 3:48 PM
To: Jason Crowell; Edward Perez; Sarah H. Spurlock
Subject: RE: RFP 02-015 EMS Billing

Dear Mr. Crowell,

I have attached the resolution which will be on the City Commission's agenda on November 18.

Sincerely,
Cheri Smith
City Clerrk

From: Jason Crowell [<mailto:jason.crowell@emsbilling.com>]
Sent: Monday, November 10, 2014 2:44 PM
To: Edward Perez; Sarah H. Spurlock; Cheri Smith
Subject: RE: RFP 02-015 EMS Billing

Thank you Chief Perez,

Would Ms. Spurlock or Ms. Smith be able to answer a question related to the process at the council meeting? I wanted to know if the council will be determining a shortlist of potential firms to interview or if they would be selecting the highest ranked proposal based on the current rankings.

The basis for my question is that we enter into many situations in Florida where there will be an initial ranking to determine a shortlist of vendors to be selected for interviews. After the interviews firms will be re-ranked and selected based on the oral interviews.

Thank you for your consideration.

Regards,

Jason

Jason Crowell
Vice President of Business Development
EMS Management & Consultants, Inc. (EMS|MC)
Phone (336) 406-8166
Fax (336) 766-1279
www.emsbilling.com

From: Edward Perez [<mailto:eperez@keywestcity.com>]
Sent: Monday, November 10, 2014 1:49 PM
To: Jason Crowell; Sarah H. Spurlock; Cheri Smith
Subject: RFP 02-015 EMS Billing

Jason Crowell
EMS Management & Consultants, Inc.(EMS/MC)

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Sincerely,
Edward Perez
Division Chief of EMS
Key West Fire Department
(305) 809-3796

Memo

To: File
From: Cheryl Smith, City Clerk
Date: 11/10/14
Re: 02-015 EMS Billing

Mr. Jason Crowell called my office on Monday, November 10, inquiring about his RFP for billing services. He wanted to know why his company was disqualified. I told him the City was under the Code of Silence and his questions could be answered after the RFP was awarded. I also told him the agenda for the November 18, meeting would be on the City's Website on Wednesday, November 12, in the afternoon.

From: Cheri Smith
Sent: Wednesday, November 12, 2014 2:42 PM
To: 'Edward Perez'; Sarah H. Spurlock; 'John.Mulligan@intermedix.com'
Subject: RE: Key West Fire Dept. RFP 02-015 EMS Billing Service

Mr. Mulligan,

The City of Key West has a Code of Silence ordinance and cannot answer your questions until after the proposal has been awarded.

Cheri Smith
City Clerk
City of Key West

From: Edward Perez [<mailto:eperez@keywestcity.com>]
Sent: Wednesday, November 12, 2014 1:26 PM
To: Sarah H. Spurlock; Cheri Smith
Subject: Fwd: Key West Fire Dept. RFP 02-015 EMS Billing Service

Please review this email and advise me how to respond.

----- Forwarded message -----

From: Mulligan, John <John.Mulligan@intermedix.com>
Date: Wed, Nov 12, 2014 at 11:20 AM
Subject: RE: Key West Fire Dept. RFP 02-015 EMS Billing Service
To: Edward Perez <eperez@keywestcity.com>

Chief Perez,

Thanks again for the opportunity to discuss Intermedix's proposal to the City of Key West for EMS Billing. Our team is mobilized from Executive Management on down and stand ready to answer any questions the City Commissioners may have. Since early 2014, we have been engaged with the City regarding this important project, providing our Financial analysis as well as language from other EMS Billing Solicitations. As you know, I attended the Candidate Ranking Meeting held at City Hall. The reported scoring from the 5 selection committee members indicated that Intermedix was ranked second of the nine candidates who responded. While we respect the evaluation process, time and study the selection committee conducted, Intermedix regards the opportunity to meet and speak with City leaders as an opportunity to further demonstrate our full capabilities and are determined to be the awarded vendor. Are there specific questions that need to be addressed? Will there be a format for presentations? Again, we look forward to attending and appreciate your time and guidance.

We anticipate that the Commissioners may have questions related to the criteria associated with the scores allocated to respondents. On that topic, we also have questions as to the methodology of the scoring criteria and individual scores assessed by members of the selection committee and how your Procurement group vetted that scoring. We want to be prepared to deliver full and complete answers to

the Commissioners questions and/or request for clarification of our offer. All that said, we will absolutely follow the rules and policy of the City's solicitation process, and we would like to get a clearer understanding of how the scoring elements were applied per procurement. Specifically:

Tab III Cost of Services to the City- 25 pts.

- 4 components of criteria, Audited Statements, Knowledge as it relates to Legal Hearings, Financial Impact to the City and Proposed fee as Percent of Revenue
 - Intermedix achieved a near perfect 25 pt score from 2 selection committee members but was scored 28% less or 18 pts from 2 of the 5 members and 40% lower or 15 pts from the other evaluator . Was there a standard process applied to the analysis of Proposed Fee that would have allowed for such swings and subjective scores when dealing with what we believe was a calculated number? This is what we are really are hoping to understand from procurement prior to the meeting next Tuesday if at all possible.

Tab VI References- 15 pts.

- Submit at least 5 references whose projects are of a similar nature to this Solicitation
 - Intermedix achieved a perfect 15 pt score from 4 selection committee members but was scored 86% less or a total of 2 pts from 1 of the 5 members. We submitted 5 Florida Municipal References with similar scope of services the City seeks – just appears inconsistent that 4 members allocate the maximum points allowed. Can you share in the process applied for the scoring criteria for References per procurement?

Chief, we understand that your position keeps you occupied with many things and do not want to be seen as being demanding in our request(s). We want to be prepared as well as we can be to deliver the appropriate answers and information to City Commissioners. The clarification we seek may be best answered by procurement or legal, as indicated above, and again, we do not want to burden your day with the request. If you believe this would be better addressed by another department, please let me know and I will contact the appropriate person as you direct. We appreciate the opportunity and look forward to advancing the conversation.

Sincerely,

John Mulligan

Director, Business Development

intermedix

Office: 941.685.5014 | Mobile: 941.685.5014 | Fax: 305.459.0614

john.mulligan@intermedix.com | www.intermedix.com

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The information contained in this message is confidential and may be privileged and/or protected under law. If you received this message in error, please notify us immediately by forwarding a copy to compliance@intermedix.com and delete the original message and any attachments.

From: Edward Perez [mailto:eperez@keywestcity.com]

Sent: Thursday, November 06, 2014 2:10 PM

To: Mike Birdsong; Mulligan, John; Chavez, Mauricio (Doral); David Fraga; Sarah H. Spurlock

Subject: Key West Fire Dept. RFP 02-015 EMS Billing Service

Good Afternoon,

This email is to inform you that your company's proposal submitted in response to RFP 02-015 EMS Billing Service has been ranked in the top 3 of the proposals deemed responsive by Key West City staff. On November 18, 2014 at 6:00pm the Key West City Commission will hold a regular meeting in which this item, RFP 02-015 is on the agenda for review by the Commission. The City of Key West staff requests that a representative from your company be present and available to possibly make a presentation on your proposal or simply answer any questions regarding your proposal in the event the Commission requests this additional information. Old City Hall is located at 510 Greene Street Key West, FL 33040.

Please confirm receipt of this email by replying with your intentions of attending the meeting.

Sincerely,

Edward Perez

Division Chief of EMS

Key West Fire Department

(305) 809-3796

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Edward Perez

Division Chief of EMS

Key West Fire Department

(305) 809-3796

From: Sarah H. Spurlock
Sent: Tuesday, November 18, 2014 11:38 AM
To: Teri Johnston
Cc: James K. Scholl; Cheri Smith
Subject: RE: Agenda item 19
Teri,

I'm afraid I'm going to have to defer answering most of your questions until after the Commission awards a contract. According to the cone of silence ordinance, I am not allowed to discuss particular competitive solicitations with Commission members. I can tell you that while EMS service is not scheduled to "start" until April 1, EMS certification processes (which need to be completed prior to the city providing the service) require a named medical director who is responsible for such things as establishing protocol and standing orders.

Sarah

From: Teri Johnston [<mailto:tjohnston@keywestcity.com>]
Sent: Tuesday, November 18, 2014 10:52 AM
To: Sarah H. Spurlock
Cc: James K. Scholl
Subject: Agenda item 19

Sarah,

I'm trying to get my head around the wide range of pricing for the Medical Director. I see that Dr. McGrath strongly recommends 4 full time ER Doctors to handle our EMS service. Do you agree? He also states that a 1 year contract is not in our best interest. Can you comment?

Why would we start paying Dr. Herrera and Guerdan on December 1st if our contract with Lifestar does not expire until 4/1/15?

What % of time does Dr. Guerdan spend in Key West?

Can you tell me why Dr. Lockwood was part of the evaluation team since he is President of the Chamber of Commerce who opposed bringing our EMS services in house. Thought that was an interesting selection after hearing Dr. Lockwood on the radio numerous times speaking against this move.

Thanks. Sorry my questions are late. this week. Lots to read and absorb,

Teri

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Teri Johnston
City Commissioner for District 5
Johnston@keywestcity.com
Cell: 305.797.0955

From: Sarah H. Spurlock
Sent: Tuesday, November 18, 2014 11:51 AM
To: Teri Johnston
Cc: Cheri Smith; James K. Scholl
Subject: RE: Agenda item #20

Teri,

Sorry, I can't communicate about this one either. In the backup, however, there is a file entitled "Billing Responsive," which outlines why some of the firms were found to be unresponsive.

shs

From: Teri Johnston [<mailto:tjohnston@keywestcity.com>]
Sent: Tuesday, November 18, 2014 11:08 AM
To: Sarah H. Spurlock
Cc: James K. Scholl
Subject: Agenda item #20

Sarah,

Why was EMS determined unresponsive?

Are our current IT systems capable of supporting AMB's requirements?

I see that no one discusses % of collections. Do they vary that widely from community to community?

What % of claims do we anticipate to be Medicaid?

Will your department have oversight into what bills are eligible to be reduced?

Can you give me your thoughts as to why EMS is more qualified for our billing purposes than Intermedix? Looks from the communication that Intermedix felt that they should have been ranked #1.

Thanks,

Teri

--

Teri Johnston
City Commissioner for District 5
Johnston@keywestcity.com
Cell: 305.797.0955