



# *The County of El Dorado*

## *Chief Administrative Office*

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*Procurement & Contracts Division*  
*Phone (530)621-5830 Fax (530)295-2537*

January 11, 2019

To: All Interested Individuals and Firms

Re: RFP 19-918-037  
County Service Area #3 Advanced Life Support Ambulance Service

The following questions regarding the subject RFP were received during the mandatory Pre-Proposal Conference on December 21, 2018, 10:00am – 12:00pm. Following are the questions and answers that the County has deemed appropriate and relevant with respect to the scope of services:

1. **Question:** The RFP talks about the incumbent workforce. My understanding the incumbent workforce is public providers, is that correct? Is there a wage structure available?

**Answer:** Yes, the incumbent workforce consists of EMTs and Paramedics all of whom are employed by public entities, some of which are fire districts and some are not. We do not maintain wage structure information of the incumbent workforce.

2. **Question:** Dispatch - RFP requires primary/secondary state approved dispatch center. Is there a possibility of contracting with EDC for these services? If providing dispatch center, can that happen remotely? State certified? If providing EMD, but not State certification does that exempt you from the RFP requirements.

**Answer:** The County does not provide dispatch services. This is a required component of the RFP and the bidder's responsibility (page 27). The provision of dispatch (co-located or remotely) should meet the requirements of the RFP (Page 12 & 27). RFP provisions are still valid for State Certification; providing EMD but not State certification would not exempt a proposer from the RFP's requirements.

3. **Question:** What is the current EPCR software?

**Answer:** ImageTrend

4. **Question:** System Status Management (page 14) - Can you clarify whether or not the contract can bump up the coverage area or increase decrease staffing based on the event? Do you still require 15 days' notice for an event where the time is changing? Is it possible to approve the change with less than 15 days' notice?

**Answer:** Staffing models would have to be articulated in your system status plan. Tahoe's population fluctuates seasonally. There are specific events that are more predictable, but the plan will have to fluctuate for events. It is something that would have to be submitted. Yes, it is possible; changes could be approved in less than 15 days' notice. The 15 day timeframe is for proposed material changes or permanent changes to the System Status Management Plan.

5. **Question:** Page 41 of Exhibit A, Section 5.1 - County provided vehicles - didn't see that in the RFP?

**Answer:** Vehicles will not be a part of the final contract. The provision of all vehicles will be the sole responsibility of the selected Contractor. The referenced section is part of an existing sample draft agreement.

6. **Question:** Shift stipulations, maximum 24 hour shifts. Any opportunity for 48 hour shifts? The maximum UHU was deleted as well. Is there a system overload penalty? How would the County respond?

**Answer:** The 24 hour maximum was removed in Addendum I to the RFP. The UHU was not removed (Exhibit A, page 46). The System Status Management Plan must be approved by the County. We may provide an exception based on specific circumstances. Mutual Aid may help meet performance requirements. A system overload penalty is not a component of the RFP or sample agreement; a chronic system overload could be considered a breach.

7. **Question:** Backup unit coverage requirement - Is it the intent to mandate on-call or pay for on-call employees? Is it the intent for the proposer to provide that plan for backup? You're not specifying the number of backup units?

**Answer:** It is at the discretion of the bidder to regulate compensation for employees. Once you've used your resources, you need to have a plan to provide service whether through Mutual Aid or otherwise. A backup plan should be a component of your system status management plan. We specify performance requirements, not the number of units to meet that performance. The bidder should identify the number of vehicles (pages 31 & 37).

8. **Question:** The requirements for long-distance IFT's. Is there a specific mileage min/max for transporting IFTs? There is no max regarding hospitals requesting.

**Answer:** No, there is no min/max. We cannot anticipate transportation destination for IFT's. No maximum mileage for requesting hospitals.

9. **Question:** If the proposer does not submit a 2 year audited financial statement at the time of submission, will the RFP be rejected? Is it possible the proposer's submit two years balance sheets or reviewed financial statements and if awarded, an audited financial statement? Balance sheets may provide adequate information instead of full, audited financial statements.

**Answer:** Two years of audited financial statements is a requirement of the RFP (page 36). This is a mandatory component and will not be waived.

10. **Question:** Pg. 17 - Training Requirements. Do we intend to require the 4 FTO's be located here, or can the proposer propose training that is not physically located here?

**Answer:** The proposer can propose training models/schemes at their discretion, provided that nothing proposed conflicts with provisions identified within the RFP.

11. **Question:** Have you publicly announced the names of the review panel? If so when.

**Answer:** We have not; we may not.

12. **Question:** With regard to fixed locations, stations in the community: So fixed locations in the geographically area; I didn't see anything. Any ordinances regarding the zone?

**Answer:** No ordinances exist identifying or specifying the geographic area and fixed locations for stations within the community other than as indicated in the sample contract. No geographical ordinance or limitations prohibit fixed locations.

13. **Question:** When will answers to these questions be available?

**Answer:** As indicated in the timeline - January 11, 2019 - answers will be posted.

Thank you for your participation.



Michele Weimer  
Procurement & Contracts Manager/  
Purchasing Agent