

**Evaluation Consensus Summary  
P10-0041, Emergency Transportation Services**

		<b>PMT</b>		<b>Southwest Ambulance</b>	
<b>Project Understanding Plan and Method of Approach</b>	<b>Max Points</b>	<b>Score</b>	<b>Comments</b>	<b>Score</b>	<b>Comments</b>
1. Project Understanding	100	100	Good statistical information. Several east valley cities with similar services. Demonstrates required project understanding and approach. Good track record for response times. Plans to exceed minimum standards. Adequately addresses City's desire to have well maintained transportation vehicles. Should have	100	Good Understanding. Several west valley cities with similar services. Demonstrates required project understanding and approach.
2. Plan and Method of Approach	425	400	Solid research for logical placement of apparatus. Proposed using PMT's existing EPCR system. Somewhat limited in detail. Proposed Lake Pleasant staffing. Concerns on ALS staffing proposal. Unwanted or unusable enhancements listed.	375	Proposed 2 additional units, exceeding minimum. Good Detail, Easy to follow. Proposing EPCR, but does not exist now. Large Facilities in Mesa. Concern on Lake Pleasant staffing. Adequate response plan. Unwanted or unusable enhancements listed.
<b>subtotal</b>	<b>525</b>	<b>500</b>		<b>475</b>	
<b>Compensation</b>					
1. Fee Schedule and Rates	525	475	In agreement with our fee schedule. Willing to train the 12 new paramedics and transition them into a 1-1 staffing model. Using their in-house Paramedic trainer would be at the discretion of our EMS Battalion Chief. Concern with private ambulance company providing ALS to patients. Realistic ALS Reimbursement. Vague EPCR option. ✓	475	All City ongoing costs are assumed. Accepts terms of non-compliance. Good Paramedic training options. Concerns on Reimbursement Dollar amount. Unrealistic ALS reimbursement without methodology or explanation. Concerns on EPCR option.
<b>subtotal</b>	<b>525</b>	<b>475</b>		<b>475</b>	

<b>Firm and Staff Capabilities &amp; Assignments</b>					
1. Overall Firm's Experience	100	100	Good documentation of firm experience. All seem capable. Excellent references from Fire Chiefs and Union Presidents.	100	Good documentation of firm's experience. Many years in business. Excellent overall references. Many years of west valley experience.
2. Staff's Experience & Assignments	100	100	Staff experience meets requirements. Well positioned within the company on paper. Peoria Area Manager has been with company since 2003. Concern on lack of depth in fleet support/billing.	100	Staff experience meets requirements. Concern on having their own Medical Director. Concern on conflict with the Medical Director under direction of transportation provider.
<b>subtotal</b>	<b>200</b>	<b>200</b>		<b>200</b>	
<b>Experience, References, Licenses and Financials</b>					
1. Experience & References	100	100	Excellent reference letters. Limited References. Familiar with Phoenix Fire Regional Dispatch Center. Never lost a 911 transportation contract.	100	Favorable referrals within similar organizations. References well documented. Serves many cities in AZ. One of the references from the same agency not as positive.
2. Licenses & Financials	100	100	Good amount of working capital. Excellent financial backing and credit lines from stable financial institutions.	100	Well documented. No balance sheets, but firm is large and appears to be financially stable.
<b>subtotal</b>	<b>200</b>	<b>200</b>		<b>200</b>	
<b>Conformance To RFP</b>					
1. No Exceptions to Terms & Conditions	25	25		25	
2. All Requested Information Provided	15	15		15	
3. Offer Sheet and Amendments Signed	10	10		0	No Amendments submitted.
<b>subtotal</b>	<b>50</b>	<b>50</b>		<b>40</b>	
<b>Total before Interviews</b>	<b>1500</b>	<b>1425</b>		<b>1390</b>	

				PMT	Southwest Ambulance	
Interview	Max Points	Score	Comments	Score	Comments	
Interview - Presentation	250	200	Great presentation with a lot of specific details on how everything would work.	125	More Public Relations rather than a detailed presentation. Lacked specific operational details.	
Interview - Response To Questions	250	250	Team showed great enthusiasm and motivation to provide best service to citizens and the City of Peoria. PMT recognized City service delivery challenges and proposed solutions. Excellent shift change checklist process for service and maintenance. Excellent approach to dedicated Peoria ambulances. Deployment and service delivery methodology is impressive. Great Active Management System. Fully electronic in all processes, reporting, escalation, medical records, equipment maintenance. Will not charge for supplies at all for non-transport calls.	125	Team answers were weak and not passionate or enthusiastic. Did not acknowledge City's existing challenges in service delivery and offered no solutions. Shift change checklist process for equipment maintenance seems weak. Good bariatric ambulance capabilities. \$130 payment per transport not justified. According to recent DHS rulings unlikely to happen at all. Concern on timely reports not really addressed. Concerns on issues with postings not satisfactorily addressed. Concerns that they are proposing business as usual. Willing to seek CAAS certification.	
<b>Total Interview Points</b>		<b>500</b>	<b>450</b>	<b>250</b>		
<b>Grand Total with Interviews</b>		<b>2000</b>	<b>1875</b>	<b>1640</b>		

**Committee Recommendation: PMT Ambulance**