

**BOARD OF BIDS AND CONTRACTS NOVEMBER 8, 2018**

**ITEM REQUIRING BOCC APPROVAL  
(8 ITEMS)**

**1. BRIDGE IMPROVEMENTS - PUBLIC WORKS**

**FUNDING -- PUBLIC WORKS**

(Request sent to 46 vendors)

RFB #18-0068 S/C# Pending

Engineer's Estimate: \$3,334,282.10	Bridges, Inc.	A.M. Cohron & Son, Inc.	Wildcat Construction Co., Inc. & Subsidiaries	
Pedestrian Bridge (817-W-559 [P]; B462-A on Meridian between 55th & 63rd Streets South)	\$3,187,274.10	\$3,092,943.04	\$3,928,782.70	
Bid Bond	Y	Y	Y	
	<b>King Construction Co., Inc.</b>		Dondlinger & Sons Construction Co., Inc.	
Pedestrian Bridge (817-W-559 [P]; B462-A on Meridian between 55th & 63rd Streets South)	<b>\$3,082,833.60</b>		\$3,456,647.25	
Bid Bond	Y		Y	
No Bid	APAC-Kansas	Cillessen & Sons, Inc.	Cornejo & Sons, LLC	HWA Davis Construction & Supply, Inc.
	Conspec DBA Kansas Paving	L & M Contractors, Inc.	Mies Construction	Nowak Construction Co., Inc.
	PBX Corporation NA	Pearson Construction, LLC	Reece Construction Co., Inc.	Snodgrass & Sons Construction Co., Inc.
	Vogts-Pargo Construction, LLC			

On the recommendation of Kristen McGovern, on behalf of Public Works, Jennifer Dombaugh moved to **accept the low bid from King Construction Co., Inc. in the amount of \$3,082,833.60.** Tim Myers seconded the motion. The motion passed unanimously.

This pedestrian bridge will be located on Meridian between 55th & 63rd Streets South and also includes grading and surfacing.

Additional budget authority will be requested at the November 14th Commission meeting, acceptance of this request is contingent upon approval of budget authority.

**BOARD OF BIDS AND CONTRACTS NOVEMBER 8, 2018**

**2. STREET IMPROVEMENTS -- PUBLIC WORKS**

**FUNDING -- ADMINISTRATION**

(Request sent to 46 vendors)

RFB #18-0069 S/C#8000136689

Engineer's Estimate: \$268,157.00	Cornejo & Sons, LLC	Conspec, Inc. DBA Kansas Paving	<b>Pearson Construction, LLC</b>
Street Improvements; Cherese Wood Addition - Phase 1	\$215,967.00	\$225,333.50	<b>\$202,292.00</b>
Acknowledge Addenda	Y	Y	Y
Bid Bond	Y	Y	Y
	APAC Kansas, Inc., Shears Division	Flint Hills Materials, LLC	
Street Improvements; Cherese Wood Addition - Phase 1	\$203,372.00	\$220,777.00	
Acknowledge Addenda	Y	Y	
Bid Bond	Y	Y	
No Bid	L & M Contractors, Inc.	Unruh Excavating	Wildcat Construction Co., Inc.
	Dondlinger & Sons Construction Co., Inc.	Cillessen & Sons, Inc.	Mies Construction
	HWA Davis Construction & Supply, Inc.		

On the recommendation Kristen McGovern, on behalf of Public Works, Tim Myers moved to **accept the low bid from Pearson Construction, LLC in the amount of \$202,292.00**. Jennifer Dombaugh seconded the motion. The motion passed unanimously.

This project includes grading, asphalt surfacing, and seeding. This street improvement includes approximately 0.267 miles of selected street.

***Questions and Answers***

Linda Kizzire: Is this eventually going to be assessed or a special assessment for the homeowners in the area?

Jim Weber: Yes. It's a special assessment project. It's a subdivision down south and a little bit west of Schulte for the first phase of it. There will be another phase later.

**BOARD OF BIDS AND CONTRACTS NOVEMBER 8, 2018**

**3. ROCK SALT -- PUBLIC WORKS  
FUNDING -- PUBLIC WORKS**

(Request sent to 42 vendors)

RFB #18-0073 Contract

	Estimated Annual Qty.	Central Salt, LLC Price per Ton	Hutchinson Salt Co., Inc. Price per Ton
Rock Salt (Per Ton)	3,500	\$31.89	<b>\$26.42</b>
Delivery to West Yard		\$18.00	<b>\$11.75</b>
No Bid		GT Midwest	Independent Salt Company
		Nachurs Alphine Solutions	SW Plus
		Cargill, Inc.	Morton Salt, Inc.
		W.W. Grainger, Inc.	Compass Minerals America, Inc.

On the recommendation of Josh Lauber, on behalf of Public Works, Angela Caudillo recommend to **accept the low bid from Hutchinson Salt Co., Inc. and establish contracted rates as listed above for one (1) year with two (2) one (1) year options to renew.** Jennifer Dombaugh seconded the motion. The motion passed unanimously.

The County's estimated annual usage is 3,500 tons. This will be used to mix with sand to refill the county's salt domes in preparation for winter weather.

**Note:** Hutchinson Salt Co., Inc. held the previous contract at a delivered cost of \$41.39/ton.

***Questions and Answers***

Angela Caudillo: How much did we use last year?

Joe Weber: I don't have that information. Last year was a pretty light year. The weather wasn't too bad. We get the contract so we can get it when we need it. We have quite a bit of storage around. This stuff all goes to the West Yard, where we take the pure salt and that gets mixed with sand and is taken to the other yards. We just fill it up as it goes. If you really want to know, we can figure it out.

Angela Caudillo: This is a very significant savings over last year from the same vendor, is that correct?

Joe Weber: It was a 3 year, 2015 contract. It did go down by about \$3, between 8% and 10%. I didn't do the math. I'm going to guess fuel prices are better. I don't know what drives the market, but it is a good price.

**BOARD OF BIDS AND CONTRACTS NOVEMBER 8, 2018**

**4. NCAT GATEWAY EXTERIOR WALL FLASHING REPLACEMENT -- PROJECT SERVICES  
FUNDING -- NCAT WATER INTRUSION**

(Request sent to 215 vendors)

RFB #18-0050 S/C #8000136627

	Martin Roofing Co., Inc.	Gwaltney Inc. dba Diamond Roofing	
<b>GROUP A TOTAL</b>			
1. A - EAST ELEVATION (2 Story)	\$32,135.00	<b>\$24,959.34</b>	
2. C - WEST ELEVATION (2 Story)	\$66,254.00	<b>\$48,952.50</b>	
3. D - NORTH ELEVATION (1 Story)	\$7,223.00	<b>\$3,972.02</b>	
4. F - SOUTH ELEVATION (1 Story)	\$9,558.00	<b>\$3,972.02</b>	
	\$115,170.00	<b>\$81,855.88</b>	
<b>GROUP B TOTAL</b>			
1. A - EAST ELEVATION (2 Story)	\$16,909.00	<b>\$16,746.91</b>	
2. D - NORTH ELEVATION (1 Story)	\$11,548.00	<b>\$9,446.97</b>	
3. F - SOUTH ELEVATION (1 Story)	\$28,918.00	<b>\$23,724.79</b>	
	\$57,375.00	<b>\$49,918.67</b>	
<b>GROUP C TOTAL</b>			
1. A - EAST ELEVATION (2 Story)	\$42,800.00	<b>\$61,029.60</b>	
2. C - WEST ELEVATION (3 Story)	\$57,308.00	<b>\$38,378.33</b>	
3. D - WEST ELEVATION (1 Story)	\$83,007.00	<b>\$46,268.71</b>	
4. E - EAST ELEVATION (1 Story)	\$29,151.00	<b>\$26,301.24</b>	
5. F - SOUTH ELEVATION (1 Story)	\$30,968.00	<b>\$26,247.56</b>	
	\$243,234.00	<b>\$198,225.44</b>	
Total Bid	\$415,779.00	<b>\$330,000.00</b>	
Days to Substantial Completion	210	<b>120</b>	
Days to Final Completion	30	<b>7</b>	
Total Calendar Days	240	<b>127</b>	
Acknowledge Addenda	Yes	<b>Yes</b>	
Bid Bond	Yes	<b>Yes</b>	
No Bid	Choice Exteriors LLC	Graycon Building Group & Paul Gray Homes	Sauerwein Construction Co., Inc.
	Commerce Construction, Inc.	Greening Construction Inc.	The Law Company, Inc.
	Craig Pate Construction, LLC	Greyston Construction	Wildcat Construction Co., Inc.
	Evans Building Co, Inc.	Heritage Home Works, LLC	The Best Home Guys
	North American Buildings	Fall Creek Builders, Inc.	Burns Boys

On the recommendation of Kristen McGovern, on behalf of Project Services, Linda Kizzire moved to recommend to **accept the low bid from Gwaltney Inc. dba Diamond Roofing in the amount of \$330,000.00.** Tim Myers seconded the motion. The motion passed unanimously.

Bid price includes the following:

- Remove all metal wall panels.
- Circumspect storage of metal wall panels for re-installation.
- Loosen and tuck all existing window head flashing in place.
- Remove/replace all parapet covers/cap flashing.
- Remove/replace all typical and corner mending plates and provide/install missing or incorrectly installed plates.
- Correct flashing deficiencies as needed.
- Reinstall all panels per diagram.
- Provide/install new rubber panel seals at all panel joints both vertical and horizontal.
- Replace backer rod and sealant at all joints per construction details.

Note:

The purpose of the project is to investigate and reinstall panels on the NCAT Gateway building that are suspected of being incorrectly installed during initial construction.

**BOARD OF BIDS AND CONTRACTS NOVEMBER 8, 2018**

The panels have been grouped by elevation of the building and likelihood (due to previous leaks) of the panels being improperly installed, with the A panels being least likely and C panels being most likely to be installed correctly.

The contractor will remove selected panels, chosen by County staff and our architect, to determine if that area has been installed correctly or not. Panels of the same group on the same elevation that have been installed correctly will be eliminated from the project and the amount shown on the bid tab for that elevation/group will be deducted from the contract amount.

Any panels that have been incorrectly installed will be removed and reinstalled correctly.

***Questions and Answers***

Tom Stolz: Mike, on the construction, did we do something wrong? Did the contractor do something wrong, which caused this problem?

Mike Fessinger: I don't have any information on the initial job.

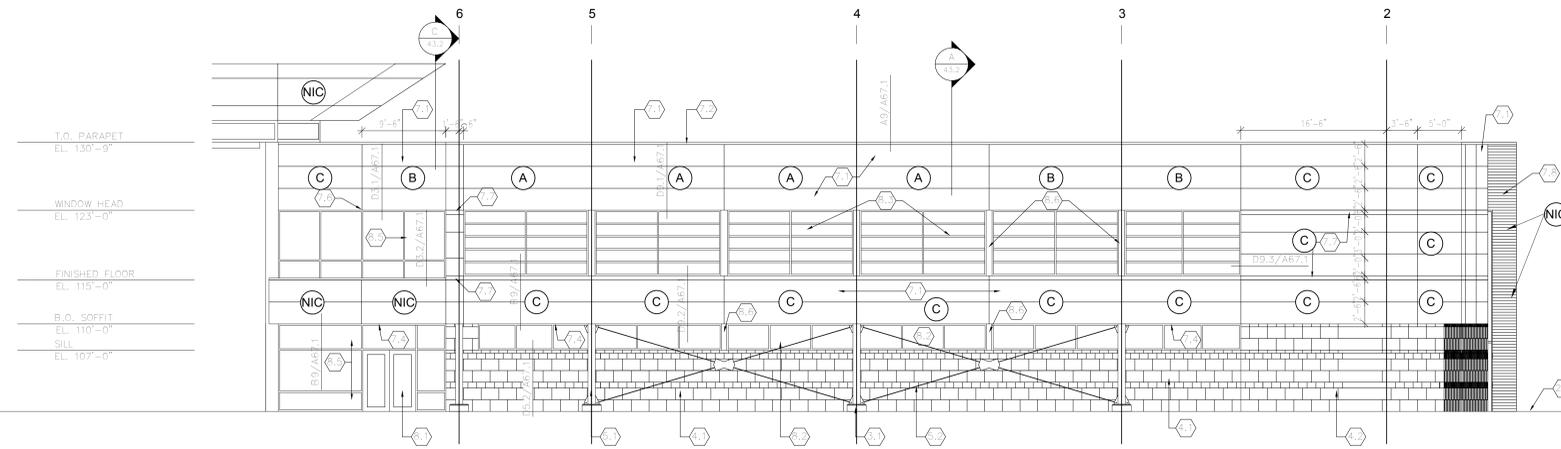
Rob Lawrence: This work is based on leaks we had since the building was new. We have sued the general contractor who built the building. The portion of the funding for this project is a result from a legal settlement with the contractor and their insurance company.

**GENERAL NOTES**

- A. CONTRACTOR SHALL BE RESPONSIBLE TO BUILD TO FIELD CONDITIONS AND VERIFY ALL DIMENSIONS.
- B. KEYED ELEVATION NOTES LISTED ON A32.1 AND A32.2 ARE AN ACCUMULATION OF ITEMS FOR THESE SHEETS. NOT ALL ITEMS ARE FOUND ON EACH SHEET.
- C. VERTICAL PANEL JOINTS ARE ON GRID OR HALF-GRID UNLESS DIMENSIONED OTHERWISE.
- D. ITEMS LISTED N.I.C. ARE SPECIFICALLY NOT PART OF THIS CONTRACT BUT INDICATED FOR INFORMATION ONLY.
- E. CONTRACTOR SHALL BE RESPONSIBLE FOR REPAIR/REPLACEMENT OF BUILDING AND LANDSCAPE COMPONENTS DAMAGED DURING CONSTRUCTION AS INDICATED IN PROJECT MANUAL EVEN IF LISTED (N.I.C.) ON DRAWING SHEETS.

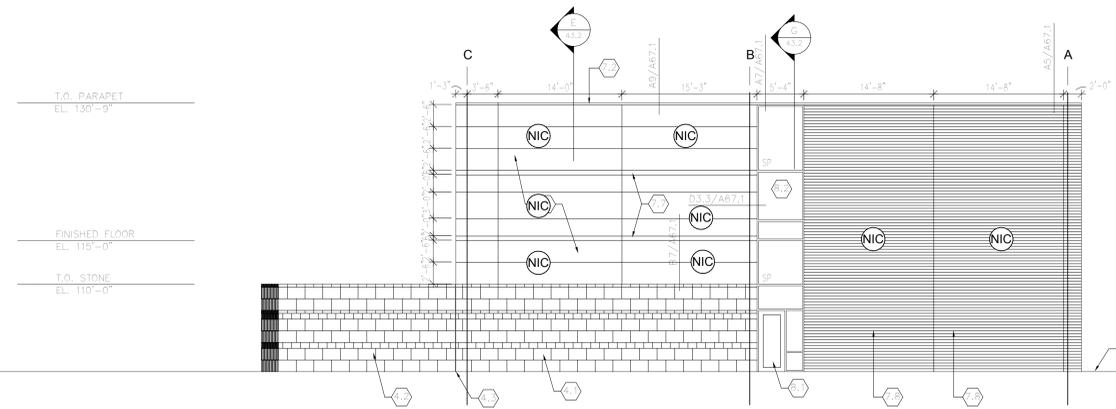
**KEYED ELEVATION NOTES**

- 2.1 (N.I.C.) GRADE AT BUILDING
- 3.1 (N.I.C.) CONCRETE COLUMN BASE
- 4.1 (N.I.C.) 4" STONE VENEER
- 4.2 (N.I.C.) SCREEN WALL WITH STONE VENEER
- 4.3 (N.I.C.) 1" EXPANSION JOINT AT SCREEN WALL TO BUILDING
- 5.1 (N.I.C.) STRUCTURAL STEEL COLUMNS
- 5.2 (N.I.C.) STRUCTURAL X-BRACING
- 7.1 REMOVE 2" INSULATED METAL WALL PANELS, THEN REPAIR MENDING PLATES, WINDOW HEAD FLASHING, INSIDE CORNER MENDING PLATES, AND TOP OF PARAPET CAP FLASHING TO BE PROPERLY INSTALLED AND "SHINGLE" LAPPED. AFTER ALL FLASHING IS PROPERLY INSTALLED, REINSTALL 2" METAL WALL PANELS ALONG VERTICAL JOINTS AND PER SPECIFICATION AND MANUFACTURER'S RECOMMENDATIONS. REPLACE EXISTING VERTICAL GASKETS WITH NEW GASKETS BY MANUFACTURER, REF. SPEC AND DETAILS.
- 7.2 AFTER REMOVAL OF METAL CAP FLASHING AND 2" INSULATED METAL WALL PANELS, INSTALL ADDITIONAL SHEET MEMBRANE FLASHING PER DETAIL A9/A67.1 AND SPECIFICATION 07 1300. -REF. SPEC AND DETAILS.
- 7.4 COMPOSITE WALL PANEL SYSTEM AT SOFFIT - REF. SPEC AND DETAILS
- 7.5 OPERABLE GATE WITH WALL PANEL SKIN - REF. DETAILS
- 7.6 ALIGN JOINT WITH WINDOW MULLION BELOW
- 7.7 REMOVE 6" REVEAL EDGE 2" INSULATED PANELS, THEN REPAIR MENDING PLATES, WINDOW HEAD FLASHING, INSIDE CORNER MENDING PLATES, AND TOP OF PARAPET CAP FLASHING TO BE PROPERLY INSTALLED AND "SHINGLE" LAPPED. AFTER ALL FLASHING IS PROPERLY INSTALLED, REINSTALL 6" REVEAL EDGE 2" INSULATED PANELS ALONG VERTICAL JOINTS AND PER SPECIFICATION AND MANUFACTURER'S RECOMMENDATIONS. REPLACE EXISTING VERTICAL GASKETS WITH NEW GASKETS BY MANUFACTURER, REF. SPEC AND DETAILS.
- 7.8 REMOVE 2" CORRUGATED INSULATED METAL WALL PANELS, THEN REPAIR MENDING PLATES, WINDOW HEAD FLASHING, INSIDE CORNER MENDING PLATES, AND TOP OF PARAPET CAP FLASHING TO BE PROPERLY INSTALLED AND "SHINGLE" LAPPED. AFTER ALL FLASHING IS PROPERLY INSTALLED, REINSTALL 2" CORRUGATED METAL WALL PANELS PER SPECIFICATION AND MANUFACTURER'S RECOMMENDATIONS ALONG VERTICAL JOINTS. REPLACE EXISTING VERTICAL GASKETS WITH NEW GASKETS BY MANUFACTURER, REF. SPEC AND DETAILS.
- 8.1 (N.I.C.) ALUMINUM DOOR & FRAME
- 8.2 (N.I.C.) ALUMINUM WINDOW SYSTEM
- 8.3 (N.I.C.) ALUMINUM WINDOW AND SHADING FIN/MULLION SYSTEM
- 8.4 (N.I.C.) ALUMINUM SHADING DEVICE - REF. DETAILS
- 8.5 (N.I.C.) ALUMINUM STOREFRONT SYSTEM
- 8.6 PREFINISHED METAL CLOSURE COVER AT WINDOW JAMBS
- 15.1 (N.I.C.) PRE FINISHED LOUVER - PAINTED TO MATCH ADJACENT PANELS

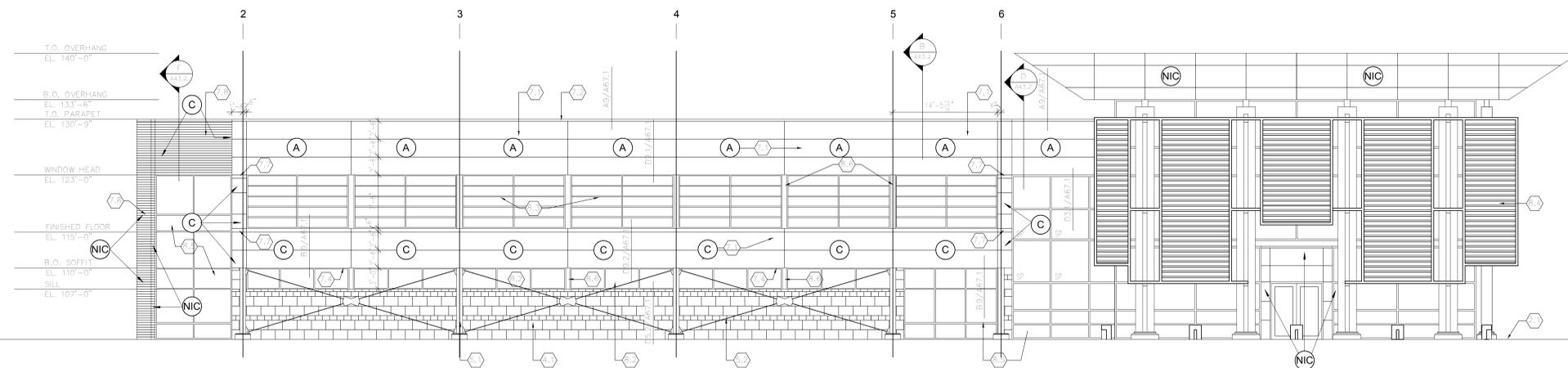


**A EAST ELEVATION**  
1/8" = 1'-0"

(A) (B) (C) (NIC)



**B NORTH ELEVATION**  
1/8" = 1'-0"



**C WEST ELEVATION**  
1/8" = 1'-0"

**METAL WALL PANELS KEY**

- (A) GROUP A PANELS AND FLASHING AS IDENTIFIED ON THE UNIT PRICES AND ON THE BID FORM.
- (B) GROUP B PANELS AND FLASHING AS IDENTIFIED ON THE UNIT PRICES AND ON THE BID FORM.
- (C) GROUP C PANELS AND FLASHING AS IDENTIFIED IN THE UNIT PRICES AND ON THE BID FORM.
- (NIC) PANELS NOT IN CONTRACT



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**REVISIONS**

PROJECT NUMBER	2955.30
DATE	2018.08.06
BUILDING ELEVATIONS	

**GENERAL NOTES**

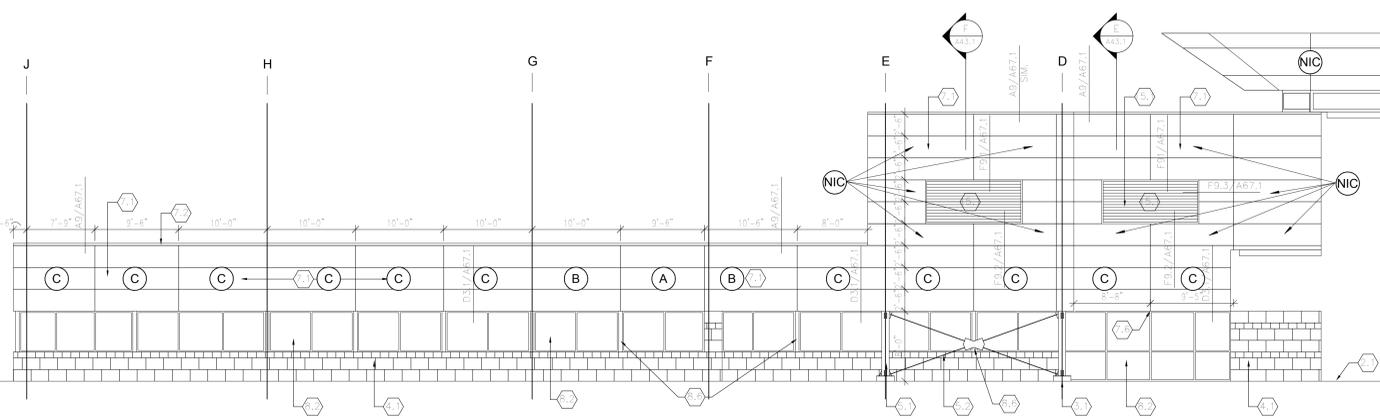
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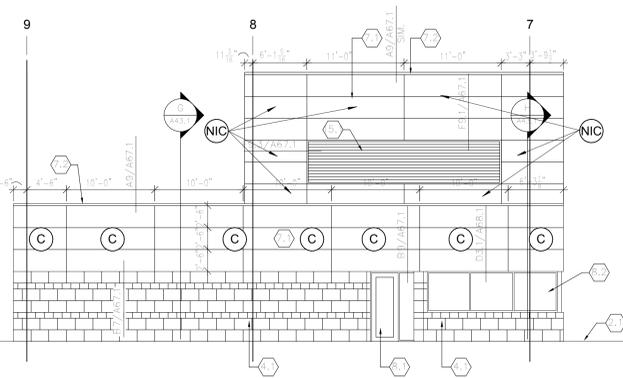
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- 7.3 COMPOSITE WALL PANEL SYSTEM AT SOFFIT - REF. SPEC AND DETAILS
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- 7.6 ALIGN JOINT WITH WINDOW MULLION BELOW
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**METAL WALL PANELS KEY**

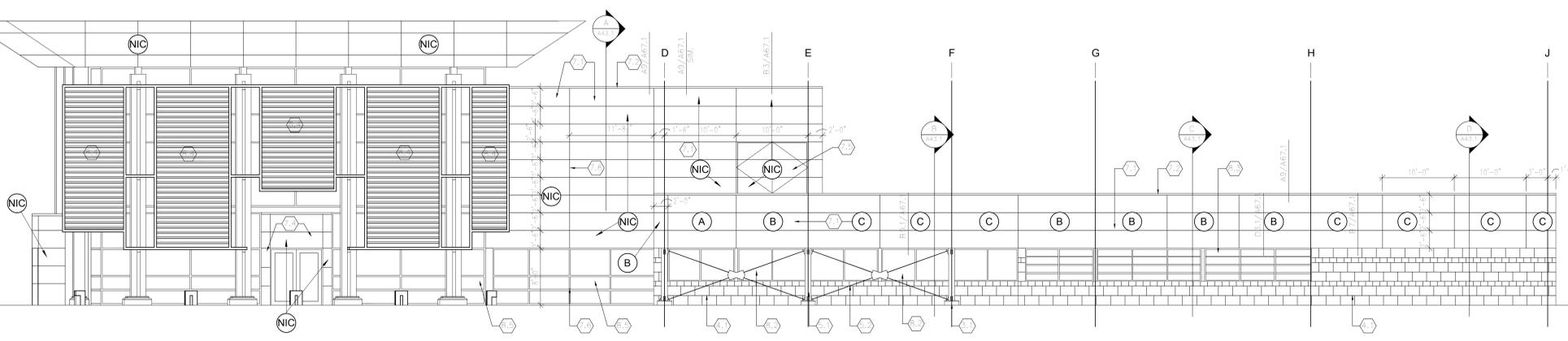
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- (NIC) PANELS NOT IN CONTRACT



**D NORTH ELEVATION**  
1/8" = 1'-0"



**E EAST END ELEVATION**  
1/8" = 1'-0"



**F SOUTH ELEVATION**  
1/8" = 1'-0"

**C North / East / South Elevations**  
1/8" = 1'-0"



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**REVISIONS**

NO.	DATE	DESCRIPTION

**PROJECT NUMBER**  
2955.30

**DATE**  
2018.08.06

**BUILDING ELEVATIONS**

**5. KRONOS WORKFORCE MAINTENANCE AND SUPPORT -- INFORMATION TECHNOLOGY AND SUPPORT SERVICES (ITSS) AND EMERGENCY MEDICAL SERVICES (EMS) FUNDING -- ENTERPRISE RESOURCE**

(Hardware/Software Maintenance)

#18-2061 S/C #8000136111

	<b>Kronos Incorporated</b>
Maintenance and Support - Workforce (hardware and software) 01/01/2019-12/31/2019	<b>\$73,861.78</b>

On the recommendation of Josh Lauber, on behalf of Information Technology and Support Services (ITSS) and Emergency Medical Services (EMS), Jennifer Dombaugh moved to **accept the quote from Kronos Incorporated in the amount of \$73,861.78**. Angela Caudillo seconded the motion. The motion passed unanimously.

Kronos Incorporated provides the e-timesheet system and various timeclocks for Sedgwick County departments. This system integrates with SAP to provide a complete timekeeping/payroll solution.

**Note:** For 2018, the county spent \$92,485.90 for this support.

*Questions and Answers*

Tom Stolz: Is it staying the same or going up?

Greg Gann: We were able to negotiate a lower maintenance contract due to functionality that was brought in-house no longer from the vendor. We saved \$18,624.12.

**6. SAP SIGNATURE MANAGEMENT BY DOCUSIGN HR -- HUMAN RESOURCES  
AND ENTERPRISE RESOURCE PLANNING (ERP)  
FUNDING -- ENTERPRISE RESOURCE**

(Single Source)

#18-2062 Contract S/C #8000136191

	SAP America, Inc.
Annual Subscription	
Period 1 from 12/01/2018 to 11/30/2019	<b>\$15,120.00</b>
Period 2 from 12/01/2019 to 11/30/2020	<b>\$15,120.00</b>
Period 3 from 12/01/2020 to 11/30/2021	<b>\$15,120.00</b>
Period 4 from 12/01/2021 to 11/30/2022	<b>\$15,120.00</b>
Period 5 from 12/01/2022 to 11/30/2023	<b>\$15,120.00</b>
Total	<b>\$75,600.00</b>

On the recommendation of Josh Lauber, on behalf of Human Resources and ERP, Tim Myers moved to **accept the quote from SAP America, Inc. and establish contract pricing for five (5) years.** Jennifer Dombaugh seconded the motion. The motion passed unanimously.

SAP Signature Management allows a user to capture an electronic signature and enable an end-to-end, fully digital transaction process from within an SAP solution. SAP Signature Management comes with all prepackaged integrations already built into the product. It is integrated into SAP SuccessFactors Recruiting and SAP SuccessFactors Onboarding enabling an online offer process. This can eliminate the need for fax machines, stamps, overnight mail and paper investments. By creating a fully digital signature process, customers have reduced turnaround times significantly. By streamlining this process, the time between acceptance of the offer and start time to work will be greatly reduced. Digitizing signatures on required onboarding documents will also be leveraged.

***Questions and Answers***

Linda Kizzire: It looks like the contract has already begun with the period starting 9/1/18 through 8/31/19. Are we currently using this type of software?

Mike Elpers: I'm not sure what contract you're looking at. The one I have has 12/1/18 through 11/30/19.

Tim Myers: Ours says 9/1/18 through 8/31/19.

Mike Elpers: Unless this came from a previous version of a contract that was submitted, that's not the one that has gone through Legal and the one they are requesting signature on for this contract.

Tom Stolz: Are we in an exigency issue here to get this signed or can we get this straightened out and bring it back in two weeks? Commission has a meeting on the 28th. Is it ok to defer this item?

Joe Thomas: Josh said it was on the quote. If we made a mistake on our data, would it be ok Mike for us to correct the clerical error and proceed?

Mike Fessinger: Correct. If the contract period begins in the future and we have a clerical error and that's clearly corrected.

Joe Thomas: We apologize and will make the correction.

Tom Stolz: I'm ok with that if that's ok with the board.

**BOARD OF BIDS AND CONTRACTS NOVEMBER 8, 2018**

**7. LIEBERT AIR HANDLERS (AIR CONDITIONING UNITS) -- EMERGENCY COMMUNICATIONS AND INFORMATION TECHNOLOGY AND SUPPORT SERVICES (ITSS)  
FUNDING -- EMERGENCY COMMUNICATION AND ITSS**

(Sole Source)

#18-2067 S/C# Pending

	Vertiv Services, Inc.			
	Location			
	714 N. Main	510 N. Main	700 S. Hydraulic	
Annual Subscription				<b>Extended Price</b>
Period 1 from 01/10/2019 to 01/09/2020	\$36,342.99	\$34,020.70	\$1,665.32	<b>\$72,029.01</b>
Period 2 from 01/10/2020 to 01/09/2021	\$36,342.99	\$34,020.70	\$1,665.32	<b>\$72,029.01</b>
Period 3 from 01/10/2021 to 01/09/2022	\$36,342.99	\$34,020.70	\$1,665.32	<b>\$72,029.01</b>
			Total	<b>\$216,087.03</b>

On the recommendation of Josh Lauber, on behalf of Emergency Communications and ITSS, Jennifer Dombaugh moved to **accept the quote from Vertiv Services, Inc. (Vertiv) and establish contract pricing as listed above for three (3) years.** Tim Myers seconded the motion. The motion passed unanimously.

The 510 N. Main and 700 S. Hydraulic locations are paid out of ITSS funds and the 714 N. Main is paid from Emergency Communications funds currently. This is the maintenance, support, and monitoring for our Liebert air handlers (air conditioning units), power distribution units, and uninterrupted power supply (UPS) systems in the datacenters. This equipment provides the very critical power and cooling to the core of Sedgwick County's network and server systems. This contract is sole source for the following reasons:

For the power equipment, only authorized Vertiv technicians have access to the software to interface with the power units and access to the Vertiv parts depot. Any other electrician or service organization would have to procure used parts through a secondary market and they do not have the necessary software to interface with the units fully to troubleshoot. For the thermal equipment, while 60-70% of the parts for the air handler units can be sourced locally, there are still a number of items that can only be procured from the manufacturer directly. A Vertiv service agreement through Weber and Associates provides the only Vertiv factory technician in the area capable of troubleshooting and fixing all aspects of the air handler units. Only Vertiv has the capability to fully monitor the UPS and air handler units and proactively provide technicians to the site remotely on a 24/7 basis.

***Questions and Answers***

Tom Stolz: Whenever we see sole source, how does this contract compare to the last contract we had?

Joe Currier: I don't have the exact figures here in front of me, but I believe it was a \$1,000 increase over the last three years that we've seen.

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**8. EMS BILLING SERVICES -- DIVISION OF FINANCE AND EMERGENCY MEDICAL SERVICES (EMS)  
FUNDING -- DIVISION OF FINANCE AND EMS**

(Request sent to 53 vendors)

RFP #18-0055 Contract

	<b>Advanced Data Processing, Inc. (Intermedix)</b>	LifeQuest Services	Digitech Computer, Inc.	Change Healthcare Technology Enabled Services LLC	Integra Connect
Monthly percentage of collection basis	<b>*3.25% of net collections</b>	Ambulance Billing Services: 5.25% (net dollars collected) Delinquent Account Collection: 20.00% (net dollars collected)	4.5% of net collections	Option 1: 4.00% (includes a shared client manager) Option 2: 4.75% (includes a County-dedicated client manager)	4.25% of net collections
Start-up costs, installation fees, and conversion of existing accounts	<b>Included</b>	Included	Included	6% fee for gross collections of previous accounts receivable	Included
Any additional fees/charges	<b>No</b>	No	No	No	No
Time required for implementation	<b>Meet January 1, 2019 deadline</b>	Meet January 1, 2019 deadline	Meet January 1, 2019 deadline	45-90 days	60 days
	<b>Orion Healthcare Technology, Inc.</b>	Fire Recovery EMS, LLC	RPM Billing LLC	EMS Management & Consultants, Inc.	Quick Med Claims, LLC
Monthly percentage of collection basis	<b>**2.5% per month</b>	5.49% of dollars collected	6.5% of collected revenues for dates of service starting January 1, 2019	4.2% effective 1/1/19	4.95% of net collected revenue
Start-up costs, installation fees, and conversion of existing accounts	<b>\$1,500.00</b>	Prefer to not take any accounts that have already been billed to an insurance provider	All previous dates of services at 9.5% of collected revenues	5% for accounts receivable with dates of service 7/1/18 - 12/31/18	7% of net collected revenue with a date of service on or before 12/31/18
Any additional fees/charges	<b>***Options (see below)</b>	No	No	No	No
Time required for implementation	<b>9-15 weeks</b>	45 days	Meet January 1, 2019 deadline	60 days	60-90 days
No Bid	<b>UMB Bank</b>	EMS Billing Services, Inc.	Kansas Counselors, Inc.	Intrust Bank	Bank of the West
	<b>911 Billing Services</b>	Management Services Network	Superior Financial Services	Tritech Software Systems	MGT of America
	<b>Allen, Gibbs &amp; Houlik, L.C.</b>				

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### **\*Negotiated cost**

On the recommendation of Joe Thomas, on behalf of the Division of Finance and Emergency Medical Services (EMS), Tim Myers moved to **accept the proposal from Advanced Data Processing, Inc. (Intermedix) per rates shown for a period of three (3) years with options to renew for two (2) additional one (1) year terms.** Jennifer Dombaugh seconded the motion. The motion passed unanimously.

A committee comprised of Dennis Mauk - EMS, Tracy Lolley - COMCARE, Rick Nuss - IT, Marty Hughes, Melissa Slaughter, and Hope Hernandez - Accounting, Lindsay Poe-Rousseau - Finance, and Joe Thomas - Purchasing evaluated all responses based on experience, qualifications, approach to billing and collection projects, and overall cost of their solutions. Advanced Data Processing, Inc. (Intermedix) received the highest overall score and was unanimously recommended for award.

When a citizen calls 9-1-1, the dispatcher asks pertinent questions concerning the patient's status and general condition, and then an ambulance is dispatched to the scene. Information is entered by the 9-1-1 dispatcher to the county's Northrup Grumman CommandPoint CAD system. Paramedics arrive at the scene, provide a patient assessment, and begin medical treatment. Once the patient is stabilized and the decision is made to transport to a medical facility, the patient is questioned for billing information. This billing information, along with all medical information regarding treatment administered to the patient, is entered into the Sansio HealthEMS system.. The case number entered by the 9-1-1 dispatcher and the information supplied by the paramedics are interfaced at the time of the call.

Patient care records, dispatch information, and account information are then reviewed to ensure completeness and accuracy by the EMS Quality Control staff. Following this review, all accounts with their corresponding patient care records are made available for export to a qualified EMS Billing Service for processing the claim or billing for the service. This billing process begins with having a qualified vendor that is certified and licensed for ICD-10 (International Classification of Diseases) coding and A/R billing functions.

Through an interface connection, the service data is transmitted to the billing company and an account is setup for the run that includes all appropriate information needed to bill the responsible party, be it the patient, insurance, or another party. This process includes HCPCS (Healthcare Common Procedure Coding System) and ICD-10 coding completed by Certified Ambulance Coders (CAC) of the EMS services provided, which will enable the billing company to be able to process electronic and paper claims filing, which will generate payment through a lockbox account with our bank or with a credit card payment. This payment information is transferred to the billing company daily to be posted to the account, followed by secondary and tertiary claims filing as needed and rejected claim resolution. Additionally, patient statements will be mailed to the responsible party for payment or additional billing information.

The billing company will also provide periodic reports to the county summarizing the activity completed and daily confirmation reports to verify charge activity received from EMS and payments posted to the accounts. Once an account has been billed for six (6) months or longer and remains with an open balance, the account will be forwarded to the county for follow-up collection activity.

The awarded billing company will have a Quality Control and Assurance program to verify accuracy in coding and recording of charges and claims processing. Additionally, the billing company will comply with all CMS (Centers for Medicare & Medicaid Services) and HIPAA (Health Insurance Portability and Accountability Act of 1996) regulations, as well as provide the county with an annual independent audit and a SSAE 16, SOC 1 (Service Organization Controls Report) annually.

### **Notes:**

\*\*The percentage is based on all payments received and reported to Orion for the month by Sedgwick County EMS on patient accounts. The final monthly cost at 3% will be invoiced and sent at the end of each month for payment by the 10th of the following month.

### **\*\*\* (Options)**

Orion Billing Software and Document Management: \$125.00/month.

Custom Interface with Sansio Health EMS: \$17,590.00.

Custom Interface with NEMSIS 3: \$9,450.00.

On-site training, implementation, and orientation fee: \$3,000.00.

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*Questions and Answers*

Linda Kizzire: Who do we currently use?

Tom Stolz: We're currently in-house and we're migrating to a third party. It looks like Orion is charging 2.5% versus the 3.25% by Intermedix. I know there is way more to the complexity of this than dollars. Would Orion be less money?

Dennis Mauk: With interfaces and those types of things, no they would not. The other companies don't have those kinds of interfaces they have to develop. They already exist.