

<u>Emergency Services Bid</u>

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BID PAGE

Bid Page

Guaranteed maximum price quote to provide licensed EMS services for Year 1:

	Yr. 1
BLS	\$ 380,000
ALS	\$ 450,000

Guaranteed maximum price to provide licensed EMS services for Years 2-5, based on the first year's experience:

	Yr. 2	Yr. 3	Yr. 4	Yr. 5
BLS	\$ 395,200	\$ 411,008	\$ 427,448	\$ 444,546
ALS	\$ 468,000	\$ 486,720	\$ 506,189	\$ 526,436

Guaranteed maximum price for Years 6-10:

	Yr. 6	Yr. 7	Yr. 8	Yr. 9	Yr. 10
BLS	\$ 462,328	\$ 480,821	\$ 500,054	\$ 520,056	\$ 540,858
ALS	\$ 547,494	\$ 569,394	\$ 592,169	\$ 615,856	\$ 640,490

Guaranteed maximum price for Years 11-15:

	Yr. 11	Yr. 12	Yr. 13	Yr. 14	Yr. 15
BLS	\$ 562,493	\$ 584,993	\$ 608,392	\$ 632,728	\$ 658,037
ALS	\$ 666,110	\$ 692,754	\$ 720,464	\$ 749,283	\$ 779,254

Guaranteed maximum price, above the base price, for services such as standby rates, CPR training courses, and similar for Years 1-5:

\$125 is the standby hourly rate and it increases by 4% yearly after year 1

Bid submitted by: Charles E. Babson Title Regional Director

Entity name: American Medical Response of Connecticut, Inc.

Entity address: 58 Middletown Ave.

City New Haven State CT Zip 06513

Bid Page

Guaranteed maximum price quote to provide DPH Certified EMS services for Year 1:
2018-2019 FY

- \$ 50,000
- Sale of (2) current ambulances to LVES for \$1.00 each (one-time event)
- 50% of the EMS Capital fund balance (\$129,000) (one-time event)

Guaranteed maximum price to provide licensed DPH Certified EMS services for
Years 2-5, based on the first years' experience. These rates are adjusted based
upon the State Health Department's historical rate increase CPI. (average 2.5%)

Year 2 - 2019-2020 FY	\$51,250
Year 3 - 2020-2021 FY	\$52,531
Year 4 - 2021-2022 FY	\$53,844
Year 5 - 2022-2023 FY	\$55,190

Guaranteed maximum price for Years 6-10:

To be negotiated. The healthcare industry and the insurance reimbursement regulations are changing. No one can predict what things will look like in 2023-2024.

We will work closely with the Town, every year, to keep all parties informed about the changes in usage, demographics and payment sources so a fair and equitable contract extension can be reached.

Guaranteed maximum price for Years 11-15:

To be negotiated. The healthcare industry and the insurance reimbursement regulations are changing. No one can predict what things will look like in 2028-2029.

We will work closely with the Town, every year, to keep all parties informed about the changes in usage, demographics and payment sources so a fair and equitable contract extension can be reached.

Guaranteed maximum price, above the base price, for services such as standby rates, CPR training courses, and similar for Years 1-5:

LVES will provide one course per quarter. The only cost to a student will be the cost of material as charged to us by American Heart, RedCross, etc.

Bid submitted by: Richard Mumenthaler Title: Director

Entity name: Ledyard Volunteer Emergency Squad

Entity address: 11 Fairway Drive
Ledyard, CT 06339

BID PAGE

Guaranteed maximum price quote to provide licensed EMS services for Year 1: \$75,000.00

Guaranteed maximum price to provide licensed EMS services for Years 2-5, based on the first year's experience: \$75,000.00 / Per Year

(AASI will review the actual call volume at the completion of Year 1. This review has the potential to reveal a lower annual price for Years 2-5)

Guaranteed maximum price for Years 6-10: \$75,000.00 / Per Year

(AASI will review the actual call volume at the completion of Year 5. This review has the potential to reveal a lower annual price for Years 6-10)

Guaranteed maximum price for Years 11-15: \$75,000.00 / Per Year

(AASI will review the actual call volume at the completion of Year 10. This review has the potential to reveal a lower annual price for Years 11-15)

Guaranteed maximum price, above the base price, for services such as standby rates, CPR training courses, and similar for Years 1-5:

The price above the "base price" will be based on a fee for service.

- No additional costs will be added for standby events as long as the ambulance does not need to be dedicated to the location.
- If we provide training courses provided that require a certificate of completion and/or will be used as a form of continuing education will require payment. The prices shown below are for Year 1 and will require an annual review going forward. Courses include either a book or eBook and eCard.
 - ♦ BLS for Healthcare Provider CPR (*online or traditional class*) - 6 people - \$400.00
 - ♦ HeartSaver First Aid/CPR/AED (*traditional class*) - 6 people - \$600.00
 - ♦ American College of Surgeons Bleeding Control (BCON) Course:
 - 8 people or less - \$200.00
 - 9-16 people - \$300.00
 - 17-24 people - \$400.00
- AASI will assist with courses not requiring a certificate of completion and/or will be used as a form of continuing education at no additional cost. These courses will require scheduling at a mutually agreeable date, time and location.

BID SUBMITTED BY: Gregory B. Allard

TITLE: Vice President

ENTITY NAME: American Ambulance Service, Inc.

ENTITY ADDRESS: One American Way Norwich, CT 06360