



COUNTY OF SONOMA

Emergency Advanced Life Support Ground Ambulance Services for an Exclusive Operating Area Request for Proposal

Update from March 23rd Meeting



Attachment 1 - Matrix of Comments and Recommendations – Summary of RFP Public Comments and Recommended Revisions

Summary of RFP Public Comments and Recommended Revisions

	Public Comment	Commenter	County Response	Recommended Revisions (Reflected in Red Font)	No Changes Recommended
1	We also believe this RFP language fails to even meet the language in the EMS ordinance on the topic of incumbent workforce protections. We respectfully request that the current language be removed and replaced with appropriate language that protects the stability and longevity of the local workforce and provides stability and longevity to the entire EMS system. This will ensure vital protections that will be necessary should a new provider be selected as a result of the RFP process.	Labor Rep	The Board agreed to workforce protections including maintaining wages & benefits to be added to section 1.35 D of the RFP. Will also will include the current CBA as an Exhibit.	Page 40 Section 6.8 D has been updated with the following language: In order to attract and retain experienced and highly qualified ambulance personnel, the proposer should provide reasonable compensation and benefits equal to or greater than the current rates set in the collective bargaining agreement, included in Attachment 1. The proposer is encouraged to establish benefit programs that result in successful recruitment and retention of personnel.	
2	Directional language be added to the RFP to ensure this unsafe vehicle be excluded from use in the EOA. As we read the resulting language, we do not see it addressing any of our concerns nor making any clear direction on this issue to a proposer to insure the needed exclusion. We ask this language be rewritten to reflect our concerns and the stated need of exclusion.	Labor Rep	Add language in section 1.32 A stating "The current workforce has petitioned the CVEMSA to exclude the current model Ford Transit ambulance from consideration in this RFP."	Page 36 Section 6.5 A,2 has been updated with the following language: (2)Ambulances may be standard Type I, Type II, or Type III. The Ford Transit ambulance model is not acceptable for this solicitation.	
3	There are many dedicated, experienced, and highly proficient paramedics, EMTs, and non-supervisory, ancillary staff employed by the current emergency ambulance provider. The proposer will be encouraged to recruit from, and preferentially hire, the incumbent paramedic and EMT workforce. The Proposer will be expected to provide all incumbent paramedic and EMT personnel that are offered employment with the ability to retain their "seniority" status earned while working for the previous contractor for such purposes as shift bids."	Labor Rep	The evaluation points have been adjusted to from 20 to 40 for the Personnel Section.	Page 40 Section 6.8 E has been updated with the following language: There are many dedicated, experienced, and highly proficient paramedics, EMTs, and non-supervisory, ancillary staff employed by the current emergency ambulance provider. The proposer will be encouraged to recruit from, and preferentially hire, the incumbent paramedic and EMT workforce. Subject to applicable federal and state laws, it is desirable a Proposer be willing and able to grant employment to qualified and experienced EMTs and EMT-Ps who are currently employed in Sonoma County and who seek employment with the Proposer. Proposals shall provide specific plans to this effort in their proposal. The Proposer will be expected to provide all incumbent paramedic and EMT personnel that are offered employment with the ability to retain their "seniority" status earned while working for the previous contractor for such purposes as shift bids.	
4	The maps used to illustrate the EOA are inaccurate. SCFD has communicated with County staff and the CVEMSA's Regional EMS Administrator that the maps in the draft RFP should properly reflect the rights and obligations of fire agencies to act as the exclusive service provider within their jurisdictional boundaries. Revised maps would make it clear that areas exist where these	Sonoma County Fire	The Ambulance EOA identified in the map shows the expansion of EOA 1 into the Occidental area. Bell's area has been	Page 55, EXHIBIT 1 has been updated to reflect the extended boundary of EOA 1 into the Occidental Area. Any reference to Bell's operating area has been removed from the Map	

RFP Updates based on Public Comments

Scope of Work - Personnel

Incumbent Workforce language strengthened

Proposer compensation and benefits equal to or greater than the current rates

Exclude use of current model
Ford Transit Ambulance

RFP Updates based on Public Comments

Qualification Section

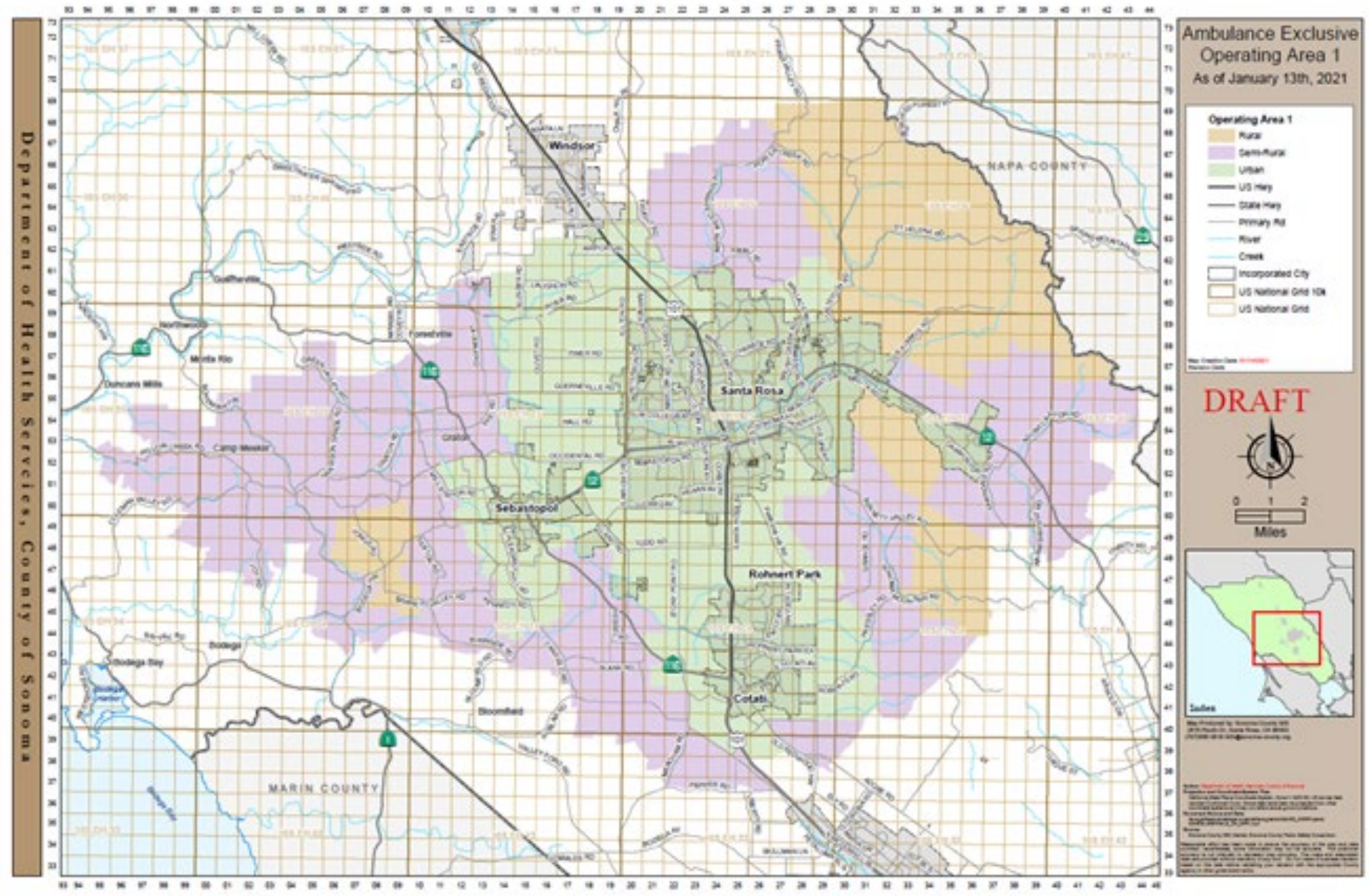
And/or language to allow subcontracting to meet minimum qualifications

Removed pre-qualification(Yes/No language)

All proposals will be evaluated & scored by PRC

Qualification scoring is part of overall proposal scoring

Proposed Exclusive Operating Area EOA 1



RFP Updates based on Public Comments

Expanded EOA

EOA 1 expanded into Occidental area

Bells Ambulance Service area has been removed from EOA 1

Updated EOA Map

Fire boundaries are separate from the ambulance EOA

RFP
Updates
based on
Public
Comments

Other Items

Local Community Colleges priority placement for students

Minor corrections in response time terminology

Update of call volume chart (2016 & 2020)

Santa Rosa City FRALS compensation updated

Performance Security requirements updated

Section numbering corrected

Timeline



Solicitation Number	County of Sonoma....	Time
Draft RFP to Board of Supervisors	March 23, 2021	9:00 AM
Draft RFP submitted to EMSA	March 26, 2021	
Proposal Document Available	May 10, 2021	1:00 PM
Deadline for Written Questions	May 17, 2021	1:00 PM
Proposers Conference, Response to Questions, Amendments to RFP Released (if any)	May 24, 2021	10:00 AM
Letter of Intent Due (via email)	May 27, 2021	5:00 PM
Proposals Due	September 1, 2021	11:30 AM
Time and Place of Response Opening	September 1, 2021	1:00 PM
Oral Presentations, Proposal Review, and Selection	September 22, 2021	9:00 AM
Notice of Intent to Negotiate	September 24, 2021	10:00 AM
Last Day to Protest	October 1, 2021	10:00 AM
Notice of Award to Provider	October 8, 2021	1:00 PM
Implementation of Service	July 1, 2022	00:01 AM



QUESTIONS