



Emergency Medical Services Ambulance Service Request for Proposal

August 30, 2022



sonoma county
DEPARTMENT OF HEALTH SERVICES

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Timeline since April 13, 2021 Board Approval

- April 13, 2021 – Sonoma County Board of Supervisors approved an initial RFP and directed it to be submitted to the State EMSA.
- April 16, 2021 – County sent RFP to State EMSA for final approval. State EMSA accepted most provisions but found areas that required modification.
- May – October 2021 – County LEMSA worked with Ad Hoc Committee while considering stakeholder input, to address state issues, ensure Board priorities are achieved, and improve RFP clarity.

Timeline since April 13, 2021 Board Approval

- November 2, 2021 – County Board of Supervisors approved the revised RFP and authorized its release.
- November/December 2021 - Staff solicited feedback from Proposers and later held a Proposer’s conference to answer Proposer questions. In response, staff updated the RFP and published modifications.
- February 8, 2022 - California EMS Authority issued final approval of the Sonoma County RFP.

Timeline since April 13, 2021 Board Approval

- February 18, 2022 - Due to supply chain problems, labor shortages in the medical sector, and concern about the RFP timeline, the County rescinded the RFP with the intention of re-issuing in Fall 2022.
- March through July 2022 - Staff conducted stakeholder meetings and solicited written feedback on the RFP. DHS incorporated 41 of 77 recommendations into the current draft.
- August 30, 2022 – DHS presents current RFP to the Board of Supervisors for authorization to release for proposals.

Modifications after April 13, 2021 Version

- 1) Added value statement and focus on achieving patient outcomes
- 2) Added language to improve the clarity of instructions to proposers
- 3) Established minimum qualifications section (Sect. III)
- 4) Added clarity and structure to the Scope of Work/Scoring Criteria
 - Including detailed content, scoring explanations, Ad-Hoc recommendations and scoring modifications to reflect Ad-Hoc group's guidance
- 5) Added instructions and clarity to the Scoring Sheet (Exhibit 3)
 - Including values statement, criteria, and definitions

Modifications after November 2, 2021 Version

- 1) Recommend modification of two dates in RFP Timeline (Pg. 2)
 - Modify Proposer Conference date to November 19, 2021 to avoid Thanksgiving week
 - Modify Implementation of Service Date to July 1, 2022 to align with original implementation date
- 2) Added reference to Sonoma County Code Chapter 28, sec. 17(h)(8) in sect. 4.6(D) (Compensation/Fringe Benefits) to clarify alignment with the EMS Ordinance (Pg. 35)

Modifications after February 18, 2022 Rescission

- 1) Modified Tiered Response provisions from “Optional Future Enhancement” to “In Process of Being Implemented.”
- 2) Accepted 42 of 77 stakeholder recommendations, many of which add clarity for potential Proposers.
- 3) Modified timeline to extend implementation period.
- 4) Added recommendations from California Emergency Medical Services Authority based on review after stakeholder revisions.

RFP procedure upon Board approval

- CalEMSA approval
- Release of RFP
- Proposers Conference - answer questions
- Proposals due
- Proposal evaluation
- Board consideration of DHS Director recommendation
- Contract execution and preparation for implementation on January 16, 2024

Estimated RFP Timeline

Event	Date		Time
RFP Document Available	September 2, 2022	Estimate	N/A
Proposer's Notice of Intent to Respond	September 30, 2022	Estimate	5:00 PM
Proposer's Written Questions Due	September 30, 2022	Estimate	5:00 PM
County's Responses to Questions Due	October 14, 2022	Estimate	N/A
Mandatory Proposer's Pre-Bid Conference	Late October 2022	Estimate	10:00 AM
Proposals Due	February 3, 2023	Estimate	10:00 AM
Proposal Review	Early February 2023	Estimate	
Oral Presentations	Early February 2023	Estimate	
Notice of Intent to Award	February 2023	Estimate	
Contract Approval and Award – Board Meeting	April 2023	Estimate	
Implementation of Service	January 16, 2024		00:01 AM

Questions