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CLERK OF THE BOARD
OF COUNTY COMMISSIONERS
MIAMI-DADE COUNTY, FLORIDA

Memorandum

MIAMI-DADE COUNTY

Date: October 19, 2010

To: Honorable Chairman Dennis C. Moss
and Members, Board of County Commissioners

Agenda Item No. 8(O)(1)(B)

From: Carlos Alvarez
Mayor

Resolution No. R-1047-10

George M. Burgess
County Manager

Subject: Recommendation to Reject all Proposals, Waive the Competitive Bidding Process and Bid Protest Procedures, and Allow for Parallel Negotiations with the Two Proposers that Submitted Proposals: Medical Transportation Services (Ambulance)

RECOMMENDATION

It is recommended that the Board of County Commissioners reject all proposals received in response to the referenced solicitation, approve waiver of competitive bid procedures pursuant to 4.03(D) of the Home Rule Charter and Section 2-8.1 of the Miami-Dade County Code, and waive the bid protest procedures pursuant to the requirements of Section 2-8.4 of the Miami-Dade County Code. Furthermore, it is recommended that the Board authorize staff to conduct parallel negotiations with Randle-Eastern Ambulance Services, Inc. d/b/a American Medical Response, and the alliance of American Medical Service Inc. and Medics Ambulance Service.

CONTRACT NO: RFP 692

CONTRACT TITLE: Medical Transportation Services (Ambulance)

DESCRIPTION: The County issued an open and competitive solicitation to obtain proposals from qualified firms to provide medical transportation services (Ambulance) to respond to calls from the County and Municipal Fire and Police Departments for Basic Life Support Level (BLS), and Advanced Life Support (ALS) level response, and urgent/non urgent/stretcher services for Community Health Facilities.

USING/MANAGING AGENCY AND FUNDING SOURCE: Department of Emergency Management

CONTRACT MEASURES: The Review Committee recommended a Small Business Enterprise (SBE) selection factor for this solicitation.

LIVING WAGE: The services being provided are not covered under the Living Wage Ordinance.

USER ACCESS PROGRAM: The solicitation includes the 2% User Access Program provision.

LOCAL PREFERENCE: Applied in accordance with applicable ordinance, and did not affect the outcome.

PROJECT MANAGER: Charles Cyrille, Manager, Infrastructure & Recovery Bureau, Department of Emergency Management.

BACKGROUND

A Request for Proposals (RFP 692) was issued to obtain proposals to provide medical transportation services (ambulance) to respond to calls from the County and Municipal Fire and Police Departments (as stated below in Group categories) for the Basic Life Support (BLS), Advanced Life Support (ALS), and urgent/non urgent/stretcher services for Community Health Facilities.

Services to be provided are established in the following Groups:

Group 1: Urgent /Non Urgent Response - County and Municipal Fire Rescue Systems
Group 2: Urgent/Non Urgent - Miami-Dade Corrections and Rehabilitation and Municipal Police Departments
Group 3: Urgent/Non Urgent/Stretcher Community Health Facilities

Negotiations with Randle-Eastern Ambulance Services, Inc. d/b/a American Medical Response (AMR), the highest ranked proposer, were held on January 5, February 2, and March 2, 2010. The negotiations were not successful in that AMR could not continue to perform necessary services at no cost to the County. Negotiations with AMR were terminated. The County Manager authorized the Committee to proceed to negotiations with the second ranked firm. The Negotiations Committee met with American Medical Service Inc. and Medics Ambulance Service (an alliance of the two firms for the purpose of this RFP) on March 26, and April 12, 2010. Negotiations were not successful as the firms could not perform services without a financial subsidy.

Both proposers cited the number of calls, the response times and associated liquidated damages as the major reasons for not being able to meet the County's current pricing. When the current agreements were executed in 2004, the County was requesting approximately 5,500 transports per month for Groups 1 and 2. With this many calls, the contractor was able to place a significant number of vehicles around the County to meet the response times and other requirements of medical transportation services. Over the last two years, the number of calls has dropped significantly. Recently, the call volume has decreased to approximately 1200 calls per month for Groups 1 and 2. The proposers advised staff that with the limited number of calls the County now requires, it is not feasible for the private companies to provide the required services without a County subsidy.

It is recommended that parallel negotiations begin with both proposers, and that the original requirements of the RFP be waived, to allow staff the opportunity to negotiate a contract for the services described for Groups 1 and 2 only, that will be in the best interest of the County.

Consideration for the parallel negotiations, following a waiver of the competitive process will include obtaining only Group 1 (Urgent /Non Urgent Response - County and Municipal Fire Rescue Systems) and Group 2 (Urgent/Non Urgent - Miami-Dade Corrections and Rehabilitation and Municipal Police Departments) services (Group 3 will be eliminated); a revised EMS Fee Schedule; pricing for two

different scenarios pertaining to the number of transports requested by the County; and, potential modifications to the response requirements and associated liquidated damages. The County does not intend to pay for these services (as in the current contract for Groups 1 and 2).

Group 1 and Group 2: Only Groups 1 and 2 services will be negotiated as the County will eliminate Group 3 services.

Group 3: Group 3 (Urgent/Non Urgent/Stretcher Community Health Facilities) consists of urgent and non urgent transportation services. Requests for urgent calls will be made through 911 and will be handled by MDFR. For non emergency transport services, DEM and Miami-Dade Transit will educate the community health facilities on utilizing Special Transportation Services (STS) or a private ambulance company to service their needs.

Revised EMS Fee Schedule: The negotiations will include consideration of an increase to the current rate of reimbursement private companies can bill for transport services. Currently, the private medical transportation companies can bill private insurance companies, private pay patients and Medicare patients $358.67 for BLS transport services. Medicare will pay 80% of the fee and require that the patient (or its supplemental insurance company) pay the remaining 20%. Medicaid pays a flat billing rate of $197. Approximately 35% of the transport service billing is to Medicare and Medicaid. The negotiations committee will obtain information from the Consumer Services Department to determine a reasonable and acceptable increase to the current rate for these services. This rate will be used as a "ceiling" for the committee to consider in its negotiations. MDFR is presenting an increase to the rates it can charge for medical transportation services as part of their 2010-2011 budget.

Modifications to Response Levels and Liquidated Damages: The RFP required that the Proposer(s) meet certain response times to have an ambulance at the scene. If the private ambulance company does not meet the response times, they are assessed liquidated damages. The negotiations would include potentially modifying both the response times and the associated liquidated damages.

The Department of Emergency Services has advised the Municipalities participating in ambulance services contract that in the event the County is unable to execute an agreement by September 16, 2010, each of the municipal departments will need to determine on their own on how to provide transportation of patients within their service areas.

Any resulting contract will be brought back to the Board for approval.

Attachments

Assistant County Manager

Attachment A

	Existing Contracts			Proposal #1			Proposal #2		
Contract/Proposal Contract Number	68A	68B	68C	692A	692B	692C	692A	692B	692C
Description of Service	Group 1: Urgent/Non Urgent Response - County and Muni Fire Rescue Systems	Group 2: Urgent/Non Urgent - Miami-Dade Corrections and Rehab and Muni Police Dept	Group 3: Urgent/Non Urgent/ Stretcher Community Health Facilities	Group 1: Urgent /Non Urgent Response - County and Muni Fire Rescue Systems	Group 2: Urgent/Non Urgent - Miami-Dade Corrections and Rehab and Muni Police Dept	Group 3: Urgent/Non Urgent/Stretcher Community Health Facilities	Group 1: Urgent /Non Urgent Response - County and Muni Fire Rescue Systems	Group 2: Urgent/Non Urgent - Miami-Dade Corrections and Rehab and Muni Police Dept	Group 3: Urgent/Non Urgent/Stretcher Community Health Facilities
Contracted Vendor	Randle-Eastern Ambulance Service, Inc. d/b/a American Medical Response	Randle-Eastern Ambulance Service, Inc. d/b/a American Medical Response	MCT Express, Inc. d/b/a Miami-Dade Ambulance Service	Randle-Eastern Ambulance Service, Inc.	Randle-Eastern Ambulance Service, Inc.	Randle-Eastern Ambulance Service, Inc. [1]	American Ambulance Service, Inc.	American Ambulance Service, Inc.	American Ambulance Service, Inc.
Dollar Value per Transport	$0	$0	$27.47	$98	$98	$98	$200[2]	$300	$140

[1]Proposer is an "Alliance" of American Medical Response and MCT Express (Miami Dade Ambulance) the two existing contractors.
[2]Proposer offers on an optional basis $140 per transport – but requires a guarantee of 2000 transports per month.

Note: The RFP included a requirement that the Contractor pay approximately $50,000 annually to the County to cover DEM costs to monitor these contracts. Additionally, substantial liquidated damages are incorporated into the agreement for arriving late at scene.

Memorandum

MIAMI-DADE COUNTY

Date: November 24, 2009

To: George M. Burgess
County Manager

Thru: Amos C. Roundtree
for
Miriam Singer, CPPO
Director
Department of Procurement Management

From: Andrew Zawoyski, CPPO
Contracting Officer
Chairperson, Evaluation/Selection Committee

Subject: Report of Evaluation/Selection Committee for RFP No. 692 Medical Transportation Services (Ambulance)

The County issued a solicitation to obtain proposals from qualified firms to provide medical transportation services (Ambulance). The selected Proposer will provide ambulance services to respond to calls from the County, Municipal Fire Departments and Community Health Facilities at the Basic Life Support Level (BLS), and/or Advanced Life Support (ALS) level on as needed basis for the following categories:

Group 1: Urgent /Non Urgent Response Fire Rescue System
Group 2: Urgent/Non Urgent Miami-Dade Corrections
Group 3: Urgent/Non Urgent Community Health Facilities

The Evaluation/Selection Committee has completed the evaluation of proposals submitted in response to the above referenced solicitation following the guidelines published in the solicitation.

Committee meeting dates: Evaluation/Selection Committee meetings were held on November 4, 2009 and November 18, 2009.

Verification of compliance with contract measures:
The Review Committee recommended a Small Business Enterprise selection factor for this solicitation. Neither proposer qualifies for the selection factor consideration.

Verification of compliance with minimum qualification requirements:
The solicitation had minimum qualification requirements which were reviewed by the Chairperson and Project Manager of the client department, Department of Emergency Management and Homeland Security. Both of the proposers met the requirements.

Summary of scores:

The final scores are presented by Group and are as follows:

Group 1

Proposer	*Technical Score*	*Price Score*	*Total Combined Score*
	(max.400)	*(max.100)*	*(max. 500)*
1. Randle Eastern Ambulance Svc.	373	85	458
2. American Ambulance Svc JV w/MAS*	272	46	318

*Joint Venture with Medics Ambulance Service

Group 2

Proposer	*Technical Score*	*Price Score*	*Total Combined Score*
	(max.400)	*(max.100)*	*(max. 500)*
1. Randle Eastern Ambulance Svc.	374	85	459
2. American Ambulance Svc JV w/MAS	271	41	312

Group 3

Proposer	*Technical Score*	*Price Score*	*Total Combined Score*
	(max.400)	*(max.100)*	*(max. 500)*
1. Randle Eastern Ambulance Svc.	371	85	456
2. American Ambulance Svc JV w/MAS	272	41	313

The Evaluation/Selection Committee decided not to hold oral presentations.

Local Preference:
Local Preference was considered in accordance with applicable ordinances, but did not affect the outcome as the difference between the two proposers was more than five percent.

Other Information:
The prices submitted by proposers are significantly higher than what the County is currently paying for these services. The highest ranked proposer submitted prices that were significantly lower than the second ranked proposer (see attached spread sheet.) It is recommended that any approval to negotiate include approval for the Committee to continue with the second ranked proposer in the event that negotiations terminate with the highest ranked proposer without an agreement.

Negotiations:
The Evaluation/Selection Committee recommends that the County enter into negotiations with the proposer with the highest score, Randle Eastern Ambulance Services, Inc. d/b/a American Medical Response ("AMR"). The following individuals will participate in the negotiations:

Andrew Zawoyski, CPPO, Contracting Officer, Department of Procurement Management
Charles Cyrille, Manager, Infrastructure and Recovery, Department of Emergency Management and Homeland Security
Lt. Joe Prendes, EMS Division, Miami-Dade Fire Rescue
Kelly Duncombe, Contract Development Specialist 2, Small Business Development

Consensus Statement: The Evaluation/Selection Committee prepared a Consensus Statement which is attached herewith.

Copies of the score sheets are attached for each Evaluation/Selection Committee member, as well as a composite score sheet.

Approved

12/14/09

George M. Burgess
County Manager

Date

Not Approved

George M. Burgess
County Manager

Date

Attachment(s)

	Existing Contracts			Proposal #1			Proposal #2		
Contract/Proposed Contract Number	68A	68B	68C	692A	692B	692C	692A	692B	692C
Description - Client	Group 1: Urgent/Non Urgent Response - County and Muni Fire Rescue Systems	Group 2: Urgent/Non Urgent - Miami-Dade Corrections and Rehab and Muni Police Dept	Group 3: Urgent/Non Urgent/ Stretcher Community Health Facilities	Group 1: Urgent /Non Urgent Response - County and Muni Fire Rescue Systems	Group 2: Urgent/Non Urgent - Miami-Dade Corrections and Rehab and Muni Police Dept	Group 3: Urgent/Non Urgent/Stretcher Community Health Facilities	Group 1: Urgent /Non Urgent Response - County and Muni Fire Rescue Systems	Group 2: Urgent/Non Urgent - Miami-Dade Corrections and Rehab and Muni Police Dept	Group 3: Urgent/Non Urgent/Stretcher Community Health Facilities
Contractor/Proposer	Randle-Eastern Ambulance Service, Inc. d/b/a American Medical Response	Randle-Eastern Ambulance Service, Inc. d/b/a American Medical Response	MCT Express, Inc. d/b/a Miami-Dade Ambulance Service	Randle-Eastern Ambulance Service, Inc.	Randle-Eastern Ambulance Service, Inc.	Randle-Eastern Ambulance Service, Inc. [1]	American Ambulance Service, Inc.	American Ambulance Service, Inc.	American Ambulance Service, Inc.
Dollar Amount per transport	$0	$0	$27.47	$98	$98	$98	$200[2]	$300	$140

[1]Proposer is an "Alliance" of American Medical Response and MCT Express (Miami Dade Ambulance) the two existing contractors.

[2]Proposer offers on an optional basis $140 per transport – but requires a guarantee of 2000 transports per month.

Note: The RFP included a requirement that the Contractor pay approximately $50,000 annually to the County to cover DEM costs to monitor these contracts. Additionally, substantial liquidated damages are incorporated into the agreement for arriving late at scene.

MIAMI-DADE COUNTY, FLORIDA
Department of Procurement Management

Evaluation/Selection Committee Results Memo

RFP No. 692: Medical Transportation Services (Ambulance)

The Evaluation/Selection Committee was tasked with rating and ranking the proposals received in regard to the RFP for medical transportation services. The Evaluation/Selection Committee scoring was conclusive. The Evaluation/Selection Committee recommends that the County enter into negotiations with Randle Eastern Ambulance Services, Inc.

The Evaluation/Selection Committee unanimously agrees that the selected proposers are recommended for negotiations as a result of:

Superior proposal with requested requirements exceeding all areas of the evaluation criteria in:

- Experience and qualifications of key personnel
- Deployment and COOP Plans
- Past experience and performance of proposer
- Training and on-going education programs
- Proposer's maintenance and quality control practices

Charles Cyrille – Manager, Infrastructure and Recovery

Lt. Joe Prendes – MDFR EMS Division

Kelly Duncombe – Contract Development Specialist 2

Raul Gonzalez – Special Projects Administrator 2

Kelly Duncombe

Ronald Hartman – Correctional Corporal

RFP NO. 692
Medical Transportation Services (Ambulance)
EVALUATION OF PROPOSALS (Groups 1, 2 & 3)

COMPOSITE

SELECTION CRITERIA / PROPOSERS	Maximum Points Per Member	Maximum Total Points (5 members)	American Ambulance Service, Inc			Randle-Eastern Ambulance Service, Inc.		
			Group 1	Group 2	Group3	Group 1	Group 2	Group 3
Experience and qualifications of all key personnel, including resumes, certifications, and training histories	20	100	80	80	80	94	94	94
Proposer's preliminary Deployment and COOP plans	20	100	73	74	74	90	91	89
Proposer's qualifications, past experience and performance in providing these services; Proposer's current staffing levels for its current Vehicles and Proposer's financial capability	15	75	59	57	58	73	73	72
Proposer's initial training and the on-going education programs	15	75	23	23	23	72	72	72
Proposer's maintenance and quality control practices and conditions of it's current Vehicles and Equipment	10	50	37	37	37	44	44	44
Total Technical Points *(Total of technical rows)*	80	400	272	271	272	373	374	371
Selection Factor *(10% of the Technical Points Earned on the Technical Portion)*	10%							
Total Price Points	20	100	46	41	41	85	85	85
TOTAL POINTS *(Technical + Price)*	100	500	318	312	313	458	459	456

SIGNATURE: [signature]
Chairperson

[signature]
Reviewed By

PRINT NAME: Andrew Zawoyski
Pearl P. Bethel

DATE: 11.18.09
11-19-09

11/18/2009

10

RFP NO. 692
Medical Transportation Services (Ambulance)
EVALUATION OF PROPOSALS *(Groups 1, 2 & 3)*

CHARLES CYRILLE (DEM)

SELECTION CRITERIA / PROPOSERS	Maximum Points	American Ambulance Service, Inc			Randle-Eastern Ambulance Service, Inc.		
		Group 1	*Group 2*	*Group 3*	*Group 1*	*Group 2*	*Group 3*
Experience and qualifications of all key personnel, including resumes, certifications, and training histories	20	17	17	17	18	18	18
Proposer's preliminary Deployment and COOP plans	20	15	16	16	17	18	18
Proposer's qualifications, past experience and performance in providing these services; Proposer's current staffing levels for its current Vehicles and Proposer's financial capability	15	13	11	13	14	14	14
Proposer's initial training and the on-going education programs	15	10	10	10	14	14	14
Proposer's maintenance and quality control practices and conditions of it's current Vehicles and Equipment	10	9	9	9	9	9	9
Total Technical Points *(Total of technical rows)*	80	64	63	65	72	73	73
Selection Factor *(10% of the Technical Points Earned on the Technical Portion)*	10%						
Total Price Points	20	6	6	6	10	10	10
TOTAL POINTS *(Technical + Price)*	100	70	69	71	82	83	83

SIGNATURE

11-18-09
DATE

RATING GUIDELINES:

Excellent: Significantly exceeds all requirements, expectations and/or understanding	17-20	13-15	9-10
Very Good: Exceeds requirements, expectations and/or understanding	13-16	10-12	7-8
Good: Meets requirements, expectations and/or understanding	9-12	7-9	5-6
Fair: Meets some major and necessary requirements, expectations and/or understanding	5-8	4-6	3-4
Poor: Provides little or no understanding, expectations, and/or requirements	0-4	0-3	0-2

RFP NO. 692
Medical Transportation Services (Ambulance)
EVALUATION OF PROPOSALS *(Groups 1, 2 & 3)*

JOE PRENDES (MDFRD)

SELECTION CRITERIA / PROPOSERS	Maximum Points	American Ambulance Service, Inc			Randle-Eastern Ambulance Service, Inc.		
		Group 1	*Group 2*	*Group 3*	*Group 1*	*Group 2*	*Group 3*
Experience and qualifications of all key personnel, including resumes, certifications, and training histories	20	10	10	10	20	20	20
Proposer's preliminary Deployment and COOP plans	20	10	10	10	20	20	20
Proposer's qualifications, past experience and performance in providing these services; Proposer's current staffing levels for its current Vehicles and Proposer's financial capability	15	10	10	10	15	15	15
Proposer's initial training and the on-going education programs	15	0	0	0	15	15	15
Proposer's maintenance and quality control practices and conditions of it's current Vehicles and Equipment	10	7	7	7	10	10	10
Total Technical Points *(Total of technical rows)*	80	37	37	37	80	80	80
Selection Factor *(10% of the Technical Points Earned on the Technical Portion)*	10%						
Total Price Points	20	5	0	0	20	20	20
TOTAL POINTS *(Technical + Price)*	100	42	37	37	100	100	100

SIGNATURE

11/18/09
DATE

RATING GUIDELINES:

Excellent: Significantly exceeds all requirements, expectations and/or understanding	17-20	13-15	9-10
Very Good: Exceeds requirements, expectations and/or understanding	13-16	10-12	7-8
Good: Meets requirements, expectations and/or understanding	9-12	7-9	5-6
Fair: Meets some major and necessary requirements, expectations and/or understanding	5-8	4-6	3-4
Poor: Provides little or no understanding, expectations, and/or requirements	0-4	0-3	0-2

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RFP NO. 692
Medical Transportation Services (Ambulance)
EVALUATION OF PROPOSALS *(Groups 1, 2 & 3)*

RAUL GONZALEZ (CSD)

SELECTION CRITERIA / PROPOSERS	Maximum Points	American Ambulance Service, Inc			Randle-Eastern Ambulance Service, Inc.		
		Group 1	*Group 2*	*Group 3*	*Group 1*	*Group 2*	*Group 3*
Experience and qualifications of all key personnel, including resumes, certifications, and training histories	20	20	20	20	20	20	20
Proposer's preliminary Deployment and COOP plans	20	15	15	15	15	15	15
Proposer's qualifications, past experience and performance in providing these services; Proposer's current staffing levels for its current Vehicles and Proposer's financial capability	15	10	10	10	15	15	15
Proposer's initial training and the on-going education programs	15	0	0	0	15	15	15
Proposer's maintenance and quality control practices and conditions of it's current Vehicles and Equipment	10	5	5	5	5	5	5
Total Technical Points *(Total of technical rows)*	80	50	50	50	70	70	70
Selection Factor *(10% of the Technical Points Earned on the Technical Portion)*	10%						
Total Price Points	20	10	10	10	15	15	15
TOTAL POINTS *(Technical + Price)*	100	60	60	60	85	85	85

SIGNATURE

11/18/09
DATE

RATING GUIDELINES:

Excellent: Significantly exceeds all requirements, expectations and/or understanding	17-20	13-15	9-10
Very Good: Exceeds requirements, expectations and/or understanding	13-16	10-12	7-8
Good: Meets requirements, expectations and/or understanding	9-12	7-9	5-6
Fair: Meets some major and necessary requirements, expectations and/or understanding	5-8	4-6	3-4
Poor: Provides little or no understanding, expectations, and/or requirements	0-4	0-3	0-2

RFP NO. 692
Medical Transportation Services (Ambulance)
EVALUATION OF PROPOSALS *(Groups 1, 2 & 3)*

RONALD HARTMAN (MDCRD)

SELECTION CRITERIA / PROPOSERS	Maximum Points	American Ambulance Service, Inc			Randle-Eastern Ambulance Service, Inc.		
		Group 1	*Group 2*	*Group 3*	*Group 1*	*Group 2*	*Group 3*
Experience and qualifications of all key personnel, including resumes, certifications, and training histories	20	16	16	16	18	18	18
Proposer's preliminary Deployment and COOP plans	20	18	18	18	19	19	17
Proposer's qualifications, past experience and performance in providing these services; Proposer's current staffing levels for its current Vehicles and Proposer's financial capability	15	13	13	12	15	15	14
Proposer's initial training and the on-going education programs	15	8	8	8	14	14	14
Proposer's maintenance and quality control practices and conditions of it's current Vehicles and Equipment	10	8	8	8	10	~~11~~ 10	10
Total Technical Points *(Total of technical rows)*	80	63	63	62	76	77	73
Selection Factor *(10% of the Technical Points Earned on the Technical Portion)*	10%						
Total Price Points	20	12	12	12	20	20	20
TOTAL POINTS *(Technical + Price)*	100	75	75	74	96	~~97~~ 97	93

SIGNATURE

11/18/09
DATE

RATING GUIDELINES:

Excellent: Significantly exceeds all requirements, expectations and/or understanding	17-20	13-15	9-10
Very Good: Exceeds requirements, expectations and/or understanding	13-16	10-12	7-8
Good: Meets requirements, expectations and/or understanding	9-12	7-9	5-6
Fair: Meets some major and necessary requirements, expectations and/or understanding	5-8	4-6	3-4
Poor: Provides little or no understanding, expectations, and/or requirements	0-4	0-3	0-2

RFP NO. 692
Medical Transportation Services (Ambulance)
EVALUATION OF PROPOSALS *(Groups 1, 2 & 3)*

KELLY DUNCOMBE (SBD)

SELECTION CRITERIA / PROPOSERS	Maximum Points	American Ambulance Service, Inc			Randle-Eastern Ambulance Service, Inc.		
		Group 1	*Group 2*	*Group 3*	*Group 1*	*Group 2*	*Group 3*
Experience and qualifications of all key personnel, including resumes, certifications, and training histories	20	17	17	17	18	18	18
Proposer's preliminary Deployment and COOP plans	20	15	15	15	19	19	19
Proposer's qualifications, past experience and performance in providing these services; Proposer's current staffing levels for its current Vehicles and Proposer's financial capability	15	13	13	13	14	14	14
Proposer's initial training and the on-going education programs	15	5	5	5	14	14	14
Proposer's maintenance and quality control practices and conditions of it's current Vehicles and Equipment	10	8	8	8	10	10	10
Total Technical Points *(Total of technical rows)*	80	58	58	58	75	75	75
Selection Factor *(10% of the Technical Points Earned on the Technical Portion)*	10%						
Total Price Points	20	13	13	13	20	20	20
TOTAL POINTS *(Technical + Price)*	100	71	71	71	95	95	95

Kelly Duncombe
SIGNATURE

11/18/09
DATE

RATING GUIDELINES:

Excellent: Significantly exceeds all requirements, expectations and/or understanding	17-20	13-15	9-10
Very Good: Exceeds requirements, expectations and/or understanding	13-16	10-12	7-8
Good: Meets requirements, expectations and/or understanding	9-12	7-9	5-6
Fair: Meets some major and necessary requirements, expectations and/or understanding	5-8	4-6	3-4
Poor: Provides little or no understanding, expectations, and/or requirements	0-4	0-3	0-2

Memorandum

MIAMI-DADE COUNTY

Date: October 27, 2009

To: Those Listed Below

From: George M. Burgess
County Manager

Subject: Evaluation/Selection Committee for the Department of Emergency Management Request for Proposals for Medical Transportation Services (Ambulance) – RFP No. 692

In accordance with Administrative Order 3-34, I am hereby appointing those listed below as the Selection Committee for the Department of Emergency Management Request for Proposals for Medical Transportation Services (Ambulance) – RFP No. 692:

Selection Committee
Andrew Zawoyski, DPM, Non-Voting Chairperson
Charles Cyrille, DEM
Joe Prendes, MDFRD
Raul Gonzalez, CSD
Ronald Hartman, MDCRD
Kelly Duncombe, SBD
Angelica Suarez, GSA (Alternate)

The Selection Committee will meet to review written or printed material regarding the qualifications of each of the certified firms as it relates to the requirements defined in the advertised document. If required, the Selection Committee will select several candidate firms meeting the published criteria, to make oral presentations at a properly noticed public hearing to the full Selection Committee.

The Selection Committee shall be responsible for evaluating, rating and ranking the proposals by each Committee member, based on the criteria and procedure contained in the advertised document. The Evaluation/Selection Committee will first evaluate and rank responsive proposals on the Technical (Quality) criteria. If responsive proposers are invited to make oral presentations, the Committee may re-rate and re-rank the proposals based upon the written documents combined with the oral presentation. You may utilize staff of the issuing department and the using agency to conduct a preliminary review of the proposals for responsiveness to the technical requirements. All requests for specific determinations shall be made in writing to the County Attorney's Office.

You are directed to assist me in the selection process considering the factors delineated in the advertised document. These factors may include methodology and management approach, qualifications and experience of principals and staff, financial stability, proposer's past performance of similar scope and size, proposer's detailed plans to meet the objectives of each task, activity, etc., pursuant to any schedule, proposer's previous County experience, history and experience of the firm or individual(s), understanding of the project and the County's objectives, responsiveness to the established requirements, and Cost/Revenue (normally separate and sealed). When the document requires the proposer to provide cost/revenue in a separate sealed envelope, cost/revenue will be considered separately and after the other criteria have been evaluated.

If you are unable to participate in the Selection process, contact this office through Small Business Development (SBD) by memorandum documenting the reason why you cannot participate. Only in cases of **dire** urgency may you be excused from participation.

The alternate committee member will serve only in the event of an approved substitution. No substitution of committee members shall be allowed after the first official meeting of the committee. The Department of Procurement Management's (DPM) RFP Unit may substitute the chairperson to ensure the appropriate level of staffing expertise as deemed necessary to accommodate the needs of this solicitation.

Following the oral presentation, or upon completion of the review process, the Committee shall prepare and submit a memorandum to include a narrative of the evaluation and justification of the top recommended firm(s) based upon the reasoning and mathematical formula, if utilized, and attach supporting documentation and a summary sheet which MUST include the following information:

Name of firm(s)
Quality Rating Score
Price
Adjusted Score (if applicable)
Committee's Overall Ranking

This report should be submitted to me through the SBD for review and consideration for further recommendation to the Board of County Commissioners.

As a matter of administrative policy and to maintain a fair and impartial process, all individuals appointed to the Selection Committee (including the Chairperson) and staff are instructed to refrain from discussing the solicitation with prospective lobbyists and/or consultants. Committee members are reminded that in accordance with the Cone of Silence Ordinance 98-106, they are prohibited from having any communication with potential respondents and/or their representatives. Violation of this policy could lead to termination.

All questions must be directed to the staff contact person(s) designated by the issuing department.

c: Miriam Singer, Director, DPM
Curtis Sommerhoff, Director, DEM
Herminio Lorenzo, Chief, MDFRD
Cathy Grimes Peel, Director, CSD
Timothy P. Ryan, Director, MDCRD
Wendi Norris, Director, GSA
Penelope Townsley, Director, SBD

Selection Committee
Andrew Zawoyski, DPM, Non-Voting Chairperson
Charles Cyrille, DEM
Joe Prendes, MDFRD
Raul Gonzalez, CSD
Ronald Hartman, MDCRD
Kelly Duncombe, SBD
Angelica Suarez, GSA (Alternate)

SELECTION COMMITTEE
DEPARTMENT OF EMERGENCY MANAGEMENT
REQUEST FOR PROPOSALS
MEDICAL TRANSPORTATION SERVICES (AMBULANCE)

RFP NO. 692

Committee Member/ Title	Department	Start Year With County	Ethnicity/ Gender	Education	Professional Licenses/ Certifications	Telephone #
Andrew Zawoyski Non-Voting Chairperson	DPM	--	--	--	--	(305) 375-5663
Charles Cyrille Emergency Management Coordinator	DEM	2004	Black Male	Master of Public Administration	Certified Paramedic in New York and Florida	(305) 468-5426
Joe Prendes Lieutenant, EMS Division	MDFRD	1993	Hispanic Male	Bachelor of Arts	Licensed Paramedic	(786) 331-4431
Raul Gonzalez Special Projects Administrator 2, Passenger Transportation Regulatory Division	CSD	1992	Hispanic Male	Bachelor of Communications	For-Hire Transportation (Ambulance)	(305) 375-5801
Ronald Hartman Corrections Inspector	MDCRD	1990	White Male	Some College	FDLE Certified First Responder Instructor, Diploma from Medical Arts Training Center – Paramedic/EMT, American Safety and Health Institute - Basic Life Support/AED Instructor and First Responder Instructor	(786) 263-6283
Kelly Duncombe Contract Development Specialist 2	SBD	2000	Black Female	Master of Public Administration, Bachelor of Public Administration	None	(305) 375-3136
Angelica Suarez Fleet Administration Coordinator (Alternate)	GSA	2003	Hispanic Female	Master of Business Administration, Bachelor of Science in Biology	None	(305) 375-2414

MEMORANDUM
(Revised)

TO: Honorable Chairman Dennis C. Moss and Members, Board of County Commissioners

DATE: October 19, 2010

FROM: R. A. Cuevas, Jr. County Attorney

SUBJECT: Agenda Item No. 8(O)(1)(B)

Please note any items checked.

_____ **"3-Day Rule" for committees applicable if raised**

_____ **6 weeks required between first reading and public hearing**

_____ **4 weeks notification to municipal officials required prior to public hearing**

_____ **Decreases revenues or increases expenditures without balancing budget**

_____ **Budget required**

_____ **Statement of fiscal impact required**

_____ **Ordinance creating a new board requires detailed County Manager's report for public hearing**

_____ **No committee review**

✓ **Applicable legislation requires more than a majority vote (i.e., 2/3's ✓, 3/5's ____, unanimous _____) to approve**

_____ **Current information regarding funding source, index code and available balance, and available capacity (if debt is contemplated) required**

Approved _____ Mayor
Veto _____
Override _____

Agenda Item No. 8(O)(1)(B)
10-19-10

RESOLUTION NO. R-1047-10

RESOLUTION REJECTING ALL PROPOSALS, WAIVING THE REQUIREMENTS OF SECTIONS 2-8.3 AND 2-8.4 OF THE MIAMI-DADE COUNTY CODE, PERTAINING TO FORMAL BID PROCEDURES AND BID PROTESTS, BY A TWO-THIRD VOTE OF THE BOARD MEMBERS PRESENT, AUTHORIZING PARALLEL NEGOTIATIONS WITH RANDLE-EASTERN AMBULANCE SERVICES, INC. D/B/A AMERICAN MEDICAL RESPONSE, AND THE ALLIANCE OF AMERICAN MEDICAL SERVICE INC. AND MEDICS AMBULANCE SERVICE, AND AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO NEGOTIATE AN AGREEMENT WHICH WOULD THEN BE PRESENTED TO THE BOARD FOR CONSIDERATION OF AWARD RFP NO. 692

WHEREAS, this Board desires to accomplish the purposes outlined in the accompanying memorandum, a copy of which is incorporated herein by reference; and

WHEREAS, it has been established that specified items and services which cannot be purchased under normal bid procedures,

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA, that this Board finds it is in the best interest of Miami-Dade County to reject all proposals, waive formal bid procedures and empower the County Mayor or County Mayor's designee to conduct parallel negotiations and negotiate an agreement, therefore, competitive bidding is waived in this instance pursuant to Section 5.03(D) of the Home Rule Charter by a two-third (2/3) vote of the Board members present.

Furthermore, the Board waives the procedures contained in Section 2-8.3 and 2-8.4 of the County Code, pertaining to bid protests, by a two-third (2/3) vote of the Board members present.

The foregoing resolution was offered by Commissioner **Dorrin D. Rolle**, who moved its adoption. The motion was seconded by Commissioner **Rebeca Sosa** and upon being put to a vote, the vote was as follows:

Dennis C. Moss, Chairman **aye**
Jose "Pepe" Diaz, Vice-Chairman **absent**

Bruno A. Barreiro	**aye**	Audrey M. Edmonson	**aye**
Carlos A. Gimenez	**aye**	Sally A. Heyman	**aye**
Barbara J. Jordan	**aye**	Joe A. Martinez	**absent**
Dorrin D. Rolle	**aye**	Natacha Seijas	**aye**
Katy Sorenson	**aye**	Rebeca Sosa	**aye**
Sen. Javier D. Souto	**absent**		

The Chairperson thereupon declared the resolution duly passed and adopted this 19th day of October, 2010. This resolution shall become effective ten (10) days after the date of its adoption unless vetoed by the Mayor, and if vetoed, shall become effective only upon an override by this Board.

MIAMI-DADE COUNTY, FLORIDA
BY ITS BOARD OF
COUNTY COMMISSIONERS

HARVEY RUVIN, CLERK

By: **DIANE COLLINS**
Deputy Clerk

Approved by County Attorney as
to form and legal sufficiency. for

Edward Z. Shafer