



Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.

The vendor provides fiscal intermediary services for the EMS Fund (EMSF) Physician/Surgeon Claims received as part of SB 12 funds for reimbursement of emergency medical services provided to patients without health insurance or without other reimbursement. On a quarterly basis, vendor receives claims from Physicians and Physician Groups in the County of Fresno, invoices the County based on receipts in the EMSF received for that quarter, and distributes funds on behalf of the County directly to Physicians and Physician Groups for reimbursement of care provided for patients without health insurance, or without other reimbursement.
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.

Advanced Medical Management
5000 Airport Plaza Dr Ste 150
Long Beach, CA 90815

Contact person Linda Boyd, Director of Administration
(562) 512-4146
lboyd@amm.cc
3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.

Not to exceed total cost of \$1,590,000, with an annual maximum of \$530,000. This agreement will be for a three-year term with the option to renew for two additional one-year periods. If renewed for additional years, not to exceed the amount of \$2,650,00 for the total length of the contract.

As EMSF funds fluctuate year over year, it is estimated that claims reimbursement and administrative costs can be up to \$530,000.00 per year.
4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a Suspension of Competition acquisition.

Prior to implementation of previous agreement with Advanced Medical Management (AMM), the County was behind on Physician/Surgeon claims going back several years. Over the course of the agreement, AMM was able to get the County entirely up to date on all back claims and is now working with Department of Public Health staff on a quarterly basis to process claims and distribute funds to Physicians and Physician Groups for unreimbursed emergency medical care. They are very responsive to any and all requests from DPH staff regarding invoices and claims administration.
5. Identify from Administrative Policy #34 what circumstances constitute a Suspension of Competition.
 - In an emergency when goods or services are immediately necessary for the preservation of the public health, welfare, or safety, or for the protection of County property.
 - When the contract is with a federal, state, or local governmental agency.
 - When the department head, with the concurrence of the Purchasing Agent, finds that the cost of preparing and administering a competitive bidding process in a particular case will equal or exceed the estimated contract amount or \$5,000 whichever is more.
 - When a contract provides only for payment of per diem and travel expenses and there is to be no payment for services rendered.
 - When obtaining the services of expert witnesses for litigation or special counsel to assist the County.
 - When in unusual or extraordinary circumstances, the Board of Supervisors or the Purchasing Agent/Purchasing Manager determines that the best interests of the County would be served by not securing competitive bids or issuing a request for proposal.
6. Explain why the unique qualities and/or capabilities described above are essential to your department.

The Board of Supervisors chose to establish the EMS Fund in March 1990, and the County is thus statutorily required to provide Physicians and Surgeons funds received in the EMS Fund on a proportional basis. Prior to implementation of the previous agreement, EMS Fund claims were shifted over from the Auditor-Controller Treasurer Tax-Collector's Office to the DPH Business Office, who were overrun with claims and not able to process and distribute funds timely. AMM has been able to get the County up to date on all back claims, and is now able to process claims received on a quarterly basis.

Finding a new vendor for fiscal intermediary services or re-establishing internal claims processing for physician claims will cause the County to again fall behind on existing claims for the EMSF, and cause physicians to not receive funds for unreimbursed emergency medical care timely.

7. Provide a comprehensive explanation of the research done to verify that the recommended vendor is the only vendor with the unique qualities and/or capabilities stated above. Include a list of all other vendors contacted, what they were asked, and their responses.

RFQ #18-013 was completed November 22, 2017 with sole bidder of Advanced Medical Management. DPH has contacted other counties that have chosen to implement the EMS Maddy Fund, and the overwhelming majority of Counties are able to administer claims and distribute funds in house due to being smaller and/or have fewer unreimbursed claims. Some of the larger counties do use Advanced Medical Management (Sutter, Sacramento, Orange), and some use the fiscal intermediary services tied into their CHIP or Medicare claim programs. Advanced Medical Management was the sole bidder on our previous RFQ and has shown exceptional qualities in providing the services needed under this proposed agreement.

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Requested By:

Division Manager

Title

[\[✕ Sign\]](#) Double click!

I approve this request to suspend competition for the service(s) and/or product(s) identified herein.

dluchini 11/21/2022 10:37:18 AM

Department Head Signature

[\[✕ Sign\]](#) Double click!

gcornuelle 11/28/2022 1:27:39 PM

Purchasing Manager Signature

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