



City Council Report

Date: May 16, 2022
To: City Council
Through: Michael Kennington, Deputy City Manager/Chief Financial Officer
From: Edward Quedens, Business Services Director
Kristy Garcia, Procurement Administrator
Subject: 48-Month Term Contract for the Purchase of Demographic Verification Software for the Business Services Department **(Sole Source) (Citywide)**

Recommendation

Council is requested to approve the award as recommended.

The Business Services Department and Purchasing recommend awarding the contract to the sole source vendor, ZOLL Data Systems, Inc. at \$39,000 annually.

Background / Discussion

ZOLL AR Boost is a subscription software product developed specifically for the medical billing industry that queries multiple databases (for example: major health insurance providers, USPS, consumer reporting agencies, and others) to help locate address, billing, health insurance, consumer credit and other information critical in successfully issuing and collecting medical bills.

Other services such as LexisNexis, consumer reporting agencies, and various health insurance portals can provide individual pieces of this information, however, AR Boost aggregates multiple database queries into a single 'button click' thus greatly reducing time, effort, and cost in developing medical bills for individual patients and reducing the likelihood of billing errors and delays. Having the depth of information provided by the AR Boost product also greatly increases the likelihood of collection on individual medical bills. No other product on the market provides the depth of information available through AR Boost in a single access point.

The subscription cost is \$2,970/month.

ZOLL Data Systems, Inc. and its subsidiaries are the sole source of ZOLL AR Boost.

Purchase Information

Action: Award
Procurement Type: Sole Source
Contract Number: 2022212
Quote/Order Number: Q-27523
Local Consideration: Policy did not apply to this procurement method
Protests Received: None
Funding Source: Revenue through Ambulance Transport Fund