



City Council Report

Date: September 13, 2021
To: City Council
Through: Michael Kennington, Deputy City Manager/Chief Financial Officer
From: Edward Quedens, Business Services Director
Matt Bauer, Procurement Administrator
Subject: Five-Year Term Contract with Five Years of Renewal Options for Medical Transport Billing Solution (Addition) for the Business Services and Mesa Fire and Medical (MFMD) Departments **(Citywide)**

Recommendation

Council is requested to approve the award as recommended.

A committee representing the Department of Innovation and Technology and Purchasing evaluated responses. The evaluation committee recommends awarding the contract to the highest scored proposal from ImageTrend, Inc., Year 1 at \$70,800, Year 2 at \$66,800, and Years 3 to 5 at \$53,100 annually, for the five-year total amount of \$296,900.

Background / Discussion

The ImageTrend Billing Bridge software will be used by the Business Services Medical Transport Billing office to manage all aspects of billing for services rendered through the MFMD Emergency Medical Services transportation program. This includes generating claims, billing patients and their health insurance (Medicare, Medicaid, and private insurance carriers), and managing revenue collection. The software provides efficiency, flexibility, and features that support accuracy throughout the billing lifecycle and promotes compliance with federal and state health insurance programs (Medicare and Medicaid).

The City is currently using the TriTech billing system through a partnership engagement with the Daisy Mountain Fire District (DMFD). The TriTech billing system is a much older software system and is configured specifically to the operational needs of DMFD which operates a significantly smaller and much less dynamic EMS transportation system. Continuing its use would significantly reduce the efficiency of the City's billing operations and ultimately result in lost revenue due to time lags, billing errors, and compliance failures. Additionally, the current agreement with DMFD is concluding.

The City received three proposal responses of which all vendors met the minimum qualifications. Demonstrations were conducted with all three vendors and resulted in MP Cloud Technologies, Inc. being not susceptible for award. Best and Final Offers were requested from the remaining two highest scored respondents, ImageTrend, Inc. and Zoll Data Systems, Inc. The evaluation committee evaluated the proposal responses in accordance with the City's established policies and procedures. The evaluation committee

completed the scoring of the responses against the scoring criteria in the solicitation. Based on the evaluation, clarification responses, reference checks, and Best and Final Offers, the evaluation committee recommends award to the highest scored respondent.

Purchase Information

Action: Award

Procurement Type: Request for Proposals

Contract Number: 2021155

Local Consideration: Policy did not apply to this procurement method

Protests Received: None

Initial Contract Term: Five Years

Possible Renewals: Up to a maximum of five years subject to Administrative review and approval

Funding Source: Mesa Fire and Medial Transportation Fund

Proposal Responses

ImageTrend, Inc. – Lakeville, MN

MP Cloud Technologies, Inc. – Austin, TX

Zoll Data Systems, Inc. – Broomfield, CO

Final Scoring after Best and Final Offers

Respondent	Total Points Possible / 1,200
ImageTrend, Inc. (Recommended)	<u>1,028.14</u>
Zoll Data Systems, Inc.	963.52