



# City of Yuma

## Legislation Details (With Text)

**File #:** MC 2024-059 **Version:** 1 **Name:**

**Type:** motion **Status:** Passed

**File created:** 4/18/2024 **In control:** City Council Meeting

**On agenda:** 5/15/2024 **Final action:** 5/15/2024

**Title:** Cooperative Purchase Agreement: Third-Party Emergency Medical Billing Services

**Sponsors:**

**Indexes:**

**Code sections:**

**Attachments:**

Date	Ver.	Action By	Action	Result
5/15/2024	1	City Council Meeting	APPROVED	

	STRATEGIC OUTCOMES	ACTION
<b>DEPARTMENT:</b> Finance	<input type="checkbox"/> Safe & Prosperous <input type="checkbox"/> Active & Appealing <input checked="" type="checkbox"/> Respected & Responsible	<input checked="" type="checkbox"/> Motion <input type="checkbox"/> Resolution
<b>DIVISION:</b> Procurement	<input type="checkbox"/> Connected & Engaged <input type="checkbox"/> Unique & Creative	<input type="checkbox"/> Ordinance - Introduction <input type="checkbox"/> Ordinance - Adoption <input type="checkbox"/> Public Hearing

**TITLE:**  
**Cooperative Purchase Agreement: Third-Party Emergency Medical Billing Services**

### SUMMARY RECOMMENDATION:

Authorize the City Administrator to enter into a four-year agreement with an option to renew for up to six additional years, in two-year increments, for Third-Party Emergency Medical Billing Services with EMS Management and Consultants, Inc. (EMS|MC) of Winston-Salem, North Carolina, utilizing a Cooperative Purchase Agreement through the City of Tempe, Arizona, for an estimated annual expenditure of \$230,000.00 (CPA-24-286 Fire Department) (Dustin Fields/Robin R. Wilson)

### STRATEGIC OUTCOME:

The strategic outcome of Respected and Responsible justifies the department's search for a billing service that better meets the needs of the City and transported patients. EMS|MC is a respected Third-Party Billing company utilized by other EMS departments in the Phoenix metro area. The company was formed by EMS professionals who understand the needs that EMS- providing agencies demand from their billing company.

### REPORT:

The City's five, year-round ambulances, plus one ambulance providing service during the winter months, averaged 8,345 transports each year over the past five years. The City currently utilizes Advanced Data Process of Chicago, Illinois for billing the fire department ambulance service on an extended month-to-month basis. The proposed contract with EMS|MC will provide real-time analytics and collections services, which the current vendor does not offer. A new contract with EMS|MC solidifies a patient friendly portal for transported

patients to have continuous access to their bill and update of insurance information.

EMS|MC has been in business for over 25 years and is the largest billing services provider in the United States solely focused on the EMS community. EMS/MC serves more than 260 clients with EMS billing services and administers billing to Medicare, AHCCCS, private insurance companies and individuals encompassing all emergency transports.

The City currently pays 5.3% per successful billing. Under the new cooperative purchase agreement with EMS|MC, the billing rate will be reduced to 3.95% per successful billing. EMS|MC bases the price on a percentage of the monetary value collected from the billing process. This is an all-inclusive price, including but not limited to full revenue cycle management services, consulting, training, notice of privacy practices, and the use of EMS/MC as the lockbox. All patient's credit card processing fees are waived, and no convenience fee will be charged.

Ambulance billing services is complex, due to the ever-changing state and federal laws surrounding the service. EMS|MC will provide credentialed ambulance billing in a cyber-secure environment, ensuring the highest customer service to the Yuma Fire Department and all transported patients.

**FISCAL REQUIREMENTS:**

CITY FUNDS:	\$230,000.00	BUDGETED:	\$ 230,000.00
STATE FUNDS:	\$ 0.00	AVAILABLE TO TRANSFER:	\$ 0.00
FEDERAL FUNDS:	\$ 0.00	IN CONTINGENCY:	\$ 0.00
OTHER SOURCES:	\$ 0.00	FUNDING: ACCOUNT/FUND #/CIP	
TOTAL \$ 230,000.00			
001-70-21- YFDAMB.6206			
To total; right click number & choose "Update Field"			

**FISCAL IMPACT STATEMENT:**

Sufficient budget authority is provided in the FY 2024 City Council approved budget to enter into this agreement.

**ADDITIONAL INFORMATION:**

SUPPORTING DOCUMENTS NOT ATTACHED TO THE CITY COUNCIL ACTION FORM THAT ARE ON FILE IN THE OFFICE OF THE CITY CLERK:

None

IF CITY COUNCIL ACTION INCLUDES A CONTRACT, LEASE OR AGREEMENT, WHO WILL BE RESPONSIBLE FOR ROUTING THE DOCUMENT FOR SIGNATURE AFTER CITY COUNCIL APPROVAL?

- Department
- City Clerk's Office
- Document to be recorded
- Document to be codified

Acting City Administrator: Jennifer Reichelt for John D. Simonton	Date: 05/06/2024
Reviewed by City Attorney:	Date:

Richard W. Files

05/06/2024

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