

Blount County EMS Bid Proposal

American Medical Emergency Dispatch LLC (AMED)

Submitted to: Blount County Emergency Communication District (Blount 9-1-1)

Proposed Contract Start Date: January 1, 2026

Submission Format: 3 printed copies + 9 PDFs on flash drive

Bidder Information

Legal Name: American Medical Emergency Dispatch LLC

Address: 3113 E Meighan Blvd, Gadsden, AL 35903

Primary Contact: Jamie Grant, Owner – jgrant@amed911.com

Secondary Contact: Jamie Lett, CFO – jlett@amed911.com

FEIN: 93-3130363

Corporate Status: Service-Disabled Veteran-Owned Small Business (SDVOSB)

Executive Summary

AMED proposes to provide exclusive emergency and non-emergency ambulance services for Blount County in full compliance with the October 2025 Invitation to Bid. Our base offering (Option 1) is three (3) Advanced Life Support (ALS) ambulances dedicated to 911 response on a 24/72 schedule, each staffed by a Paramedic and an EMT/AEMT. Option 2 adds a dedicated non-emergency hospital transport/discharge ambulance stationed at UAB Blount to clear beds faster and prevent impact to 911 readiness. Blount 9-1-1 will dispatch all emergency calls at no cost to AMED. This proposal is cost-recovery focused: the County's subsidy is limited to the difference between actual collections and fully burdened operating costs for the agreed coverage level(s).

Proposal Options (Two Options Allowed by RFP)

Option 1: Provide three (4) dedicated ALS ambulances operating 24/72 shifts, each staffed with one Paramedic and one EMT/AEMT.

Option 2: Provide the same three (4) ALS ambulances as in Option 1, PLUS one (1) dedicated non-emergency hospital transport/discharge ambulance stationed at UAB Blount Hospital, supported by a \$150,000 annual subsidy for guaranteed availability without burdening 911 resources.

Staffing & Operations Plan

- Shift model: 24/72 for all ALS units (consistent staffing, rest, retention).
- Crew per ALS unit. 2 licensed employees

- Total field FTEs: 18 across three ALS units; supervisors provide coverage and surge.
- Training: Initial orientation, annual competencies, targeted QA/QI refreshers (TCC, Stroke, Cardiac Arrest).
- Uniforms/Badges: Company-issued ID with license level visible.
- Office & Supplies: AMED will maintain a Blount County office for records/supplies.

Response Time & Deployment Plan

AMED will meet the Tiered Response Model and response-time expectations:

- Tier 1 (life-threatening): Prioritize ACLS ambulance; 20-minute response at $\geq 80\%$ fractile averaged over 30-day periods.
- Tier 2 (non-critical/transport): Prioritize AEMT/BLS units; bedside within 45 minutes if resources allow.
- Deployment: AVL-directed closest-unit response; supervisor surge plan; recall protocol for system overload or MCIs.
- Zero-status mitigation: escalate mutual aid per RFP, short-haul to closest appropriate facility if county enters zero-status.

Dispatch & Technology Integration

Blount County 9-1-1 retains full responsibility for emergency call-taking. Blount calls AMED to dispatch service. AMED selects Dispatch Option A. There are no dispatch or CAD costs to AMED. AMED will:

- Equip units with radios compatible with Blount 9-1-1 Fire/EMS channel and provide AVL/Mobile Data.
- Ensure all calls are entered into CAD and notify Blount 9-1-1 on any direct non-911 requests.
- Coordinate unit numbers and statuses in real time with Blount 9-1-1.

Hospital & Non Emergent Operations (Option 2)

- Dedicated hospital discharge/transport unit positioned at UAB Blount.
- Does not interfere with 911 ALS coverage; protects emergency readiness.
- Recognizes that only ~50% of discharge patients are billable; County subsidy guarantees availability.
- AMED continues billing where appropriate; County financial exposure limited to the fixed \$150,000 subsidy.

Proposal Coverage Options

Option 1	
Unit Deployment	■ Four (4) Trucks (ALS) - 24 hours/day, 7 days/week
Staffing Model	■ Total FTEs: 25 ○ Paramedics: 3 ○ Advanced EMTs: 6 ○ Basic EMTs: 12 ○ Paramedic Supervisors: 3 ○ Supervisor: 1
Monthly Subsidy = \$0.00 Cost Per Blount County Resident = \$0	

Option 2	
Unit Deployment	■ Four (4) Trucks (ALS) - 24 hours/day, 7 days/week ■ One (1) Truck (BLS) - 8 hours/day, 7 days/week
Staffing Model	■ Total FTEs: 27 ○ Paramedics: 3 ○ Advanced EMTs: 6 ○ Basic EMTs: 14 ○ Paramedic Supervisors: 3 ○ Supervisor: 1
Monthly Subsidy = \$14,971 Cost Per Blount County Resident = \$0.23/Month	

Option 3	
Unit Deployment	■ Four (4) Trucks (ALS) - 24 hours/day, 7 days/week ■ One (1) Truck (BLS) - 12 hours/day, 7 days/week
Staffing Model	■ Total FTEs: 29 ○ Paramedics: 3 ○ Advanced EMTs: 6 ○ Basic EMTs: 16 ○ Paramedic Supervisors: 3 ○ Supervisor: 1
Monthly Subsidy = \$30,068 Cost Per Blount County Resident = \$0.46/Month	

unacceptable. We propose opening a dialogue to find balance between economic stewardship and the unmatched quality patient care the citizens of Blount County have come to expect. Lifeguard looks forward to continuing our partnership with Blount County through objective discourse to best serve the people who trust us in their most vulnerable moments.

Lifeguard accepts the changes in the updated RFP and has included our original bid, which meets the requirements of the initial RFP. Additionally, we have incorporated a zero-subsidy model below for your review.

Respectfully submitted,



JOSHUA SPENCER

Regional Director

joshua.spencer@gmr.net



ZERO SUBSIDY MODEL AS REQUESTED IN UPDATED RFP

While it is Lifeguard's position that three and a half ambulances are not enough to adequately serve the citizens and guests of Blount County, we have included below a zero subsidy model for your review.

Updated System Delivery Model

Zero Subsidy Model

Ambulances: 3.5, 24/7
Operations Manager: One (1)



1) Given Blount County's extensive area—which includes portions of St. Clair County—there are significant challenges in providing adequate coverage. The available data provided to our analytics department also show that response time compliance is doubtful under this deployment model.

COST

Option 1: SFEMS requests a subsidy from Blount County of \$116,000.00 a month. Provide 4 24/7 ALS Trucks. Terms of 1 year, with 90 day out. Allowing time for Blount to determine the EMS model they prefer. We request an additional dialogue for additional services that may be rendered.

Option 2: SFEMS requests a subsidy from Blount County of \$116,000.00 a month. Provide 4/24/7 ALS trucks. Terms two years. We request an additional dialogue additional services that may be rendered. There will be a 3% subsidy increase in the second year of the contract, and each year thereafter. These rates are quoted as a result of having no financial data available at the time of bidding and are negotiable.

Option 3: SFEMS requests a subsidy of \$145,300.00 a month. Term of two years, with 3% increase in year 2.

INCLUDED IN THE PRICE ABOVE IS:

OPTION 1:

- 4-24/7 ALS Paramedic Unit fully staff
- We commit to NEVER leaving less than 1 ALS Paramedic Unit in County.
- Quick access to our fleet of HEMS aircraft in Rainbow City, and Talladega Alabama.
- On-site Training for local First Responders
- Commitment to not leave less than one ALS Paramedic unit in the county at all times.
- SFEMS intends to offer all current employees positions similar to their current positions, provided they meet SFEMS new employee hire policies.
- 24/7 phone access to Medical Director (CV attached)
- Formulated write-off policy for patients in financial hardship
- 8:00-5:00 call center for patients billing
- Work with Blount County 911 to assure clear and concise transfer of all 911 Calls.
- We will provide P25 700/800 MGHZ radio system in each unit, compatible with Blount 911 center
- We agree to a reduction of 1% of the monthly bill if agreed upon metrics are not met.

- Option 2:**
- 4 24/7 ALS Paramedic Units fully staffed and everything in Option 1.
 - We commit to NEVER leaving less than 1 ALS Paramedic unit in the County.
 - Quick access to our fleet of HEMS aircraft in Rainbow City, and Talladega Alabama.

- Option 3:** 5 24/7 ALS Paramedic Units fully staffed. And everything in Option 1. We commit to never leave less than 1 ALS Patramedic Unit in the County.

- On-site Training for local First Responders
- Commitment to not leave less than one ALS Paramedic unit in the county at all times.
- SFEMS intends to offer all current employees positions similar to their current positions, provided they meet SFEMS new employee hire policies.
- 24/7 phone access to Medical Director (CV attached)
- Formulated write-off policy for patients in financial hardship
- 8:00-5:00 call center for patients billing
- Work with Blount County 911 to assure clear and concise transfer of all 911 Calls.
- We will provide P25 700/800 MGHZ radio system in each unit, compatible with Blount 911 center

We agree to a reduction of 1% of the monthly bill if agreed upon metrics are not met

Survival Flight EMS understands and agrees that except option 1 will be for 2 two years and and may be renewed at the sole discretion of the County for up to 2(two) years upon written agreement of both parties. SFEMS agrees that either party may cancel the contract with a 90 day notice.

Emergency Dispatch Services:

Under both proposals we present we respectfully request Option A. for dispatch as outlined in the RFP.

Ambulance Base Locations:

We intend to utilize the current EMS building in Oneonta at 375 Valley Road as the headquarters. We will also work with the current land owners in Cleveland and Warrior to base units there. We will evaluate these location and high volume areas for possible realignment after an appropriate amount of time.