

COST

SFEMS PRICING

Option 1: SFEMS offers Blount County a rate of \$116,000.00 a month.

We request an additional dialogue for additional services that may be rendered. There will be a 3% subsidy increase in the second year of the contract, and each year thereafter

Option 2: SFEMS offers Blount County a rate of \$145,000.00 a month) We request an additional dialogue for 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.

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:

- 5 24/7 ALS Paramedic Units fully staffed
- 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.

9. FINANCIAL PROPOSAL

Cost, Revenue, and Charge Review

Cost Proposal

Shoals Ambulance recognizes that EMS systems have both operational and financial impacts on the communities we serve. In this proposal, we have presented Blount County with a comprehensive and customized deployment plan designed to enhance the availability of ACLS Paramedic coverage, align with tiered response models, increase operational efficiency, and improve patient outcomes. Our plan also includes direct oversight of field teams by an ACLS Paramedic Supervisor to ensure the highest standards of care are consistently maintained.

The two following cost proposal options have been carefully developed to balance both operational effectiveness and financial responsibility.

Option 1
• Four (4) ACLS Paramedic Ambulances • One (1) ALS EMT-A IFT Ambulance • One (1) ACLS Paramedic Supervisor QRV • All ambulances are 24-hour units • \$1,500,000 per year subsidy paid by Blount County
Option 2
• Four (4) ACLS Paramedic Ambulances • One (1) ALS EMT-A IFT Ambulance • One (1) ACLS Paramedic Supervisor QRV • All ambulances are 24-hour units • \$1,250,000 per year subsidy paid by Blount County • \$250,000 per year subsidy paid by UAB St. Vincent's Blount

Accepted Insurance

Shoals Ambulance is currently in-network with BCBS. Upon contract award, we will pursue in-network contracts with all payers common to Blount County.

Private Pay

Shoals Ambulance's billing office will serve as the first point of contact for all uninsured patient accounts. We will initiate standard billing procedures and undertake diligent collection efforts in accordance with industry best practices. This includes patient outreach and payment plan options when applicable.

In cases where the patient is uninsured, Shoals Ambulance's billing team will follow our parent company, Priority OnDemand's financial assistance policy as follows:

Subsidy Amount

Regional Paramedical Services proposes that we will staff the county and the units based on the county's needs. To meet the response time standards and with our proposed changes, RPS requests a subsidy payment of \$125,000 monthly. This will total \$1.5 million after 12 months. As Profit and Losses are determined, RPS will be open for negotiations. A complete billing cycle is no less than 6 months, after this time, collection for tickets will be averaged and discussions can begin. This is based on the Response times we think we can offer and a tiered response system.

This does not included any dedicated units for the hospital. This is however taking into consideration the call volume from the hospital. Should the hospital contract out it's calls, that would negatively impact our operations and would cause an increase in the proposed subsidy. Should the hospital contract with us, it could potentially lower the subsidy amount but that could only be determined likely after the first year. It would not result in a large decrease as the hospital transports are only a small part of the entire call volume.

Based on our research we find call volume to be between 16-18 transports a day. The numbers provided in the RFP show 21. We are willing to renegotiate after a year of financials can be reviewed. We will be willing to share P/L statements.

LIFEGUARD: THE FINANCIALLY RESPONSIBLE CHOICE

Alongside Blount 9-1-1's partnership with Lifeguard, the company offers a cost-effective solution through its cost-plus model, allowing the county transparent control over service levels and deployment. Continuing with Lifeguard ensures financial stability and uninterrupted EMS delivery, leveraging their experience for ongoing reliability. Switching providers would require rebuilding operational systems, potentially affecting residents who depend on these services.

System Delivery Models

Compliant Bid

Subsidy: \$998,250/ year

Vehicles: 4 Ambulances
1 Supervisor car

Contracted
dispatching



Current Model

Subsidy: \$1,408,594/ year

Vehicles: 4.5 Ambulances
1 Supervisor car

Ground only –
Compliant bid with
contracted
dispatching.⁽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.

Zero Subsidy Model

Subsidy: \$0/ year

Vehicles: 3 24/7 Paramedic Ambulances

