

 <p style="text-align: center;">Council Communication Office of the City Manager</p>	Date: June 26, 2017
	Agenda Item No. 52 Roll Call No. <u>17-1107</u> Communication No. <u>17-493</u> Submitted by: Bob Fagen, Finance Director

AGENDA HEADING:

Approving Digitech Computer, Inc. as the Emergency Medical Ambulance Billing and Collection Services provider.

SYNOPSIS:

This action is to approve Digitech Computer Inc, (Mark Schiowitz, President and CEO, 480 Bedford Road, Building 600, 2nd Floor, Chappaqua, New York 10514), as the City’s Ambulance Billing and Collection Services provider. Costs related to emergency medical responses are billed to patients and insurance companies in an attempt to recoup as large a portion of service costs as possible. City staff is recommending securing the services of Digitech, a highly qualified, experienced provider. This is consistent with GuideDSM Goal 1: Financially Sound City.

FISCAL IMPACT:

Amount: \$4.2 million annually in ambulance billing, with billing services fees of approximately \$205,000.

Funding Source: General Fund, FD105000, page, 106, Operating Budget

ADDITIONAL INFORMATION:

- Five (5) proposals were submitted for this Request for Proposal (RFP) for service in April 2017. The consensus of the selection committee was that Digitech would provide the best value and service to the City of Des Moines. Digitech proposed a slightly higher price for its services, but also projected a higher average collection per transport that more than offset the higher price for its services.
- Recommended Contractor Background Information:
 - Over 30 years of experience in EMS billing and collection services
 - Serves communities in 19 states
 - Contracts with communities ranging from 160 to 150,000 transports per year (Des Moines has 13,300 per year)
 - Currently collecting nearly one billion dollars in claims
 - The appeal process was followed and the results were no change in decision

PREVIOUS COUNCIL ACTION(S):

Date: September 26, 2016

Roll Call Number: [16-1621](#)

Action: [Consent](#) to assignment and approval extension to contract with Advanced Data Processing, Inc., a subsidiary of Intermedix Corporation for emergency medical ambulance billing and collection services. ([Council Communication No. 16-537](#)) Moved by Gray to adopt. Motion Carried 6-1.
Absent: Hensley.

BOARD/COMMISSION ACTION(S): NONE

ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE

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