

 <p style="text-align: center;"><b>Council Communication</b> Office of the City Manager</p>	<b>Date:</b>	December 4, 2017
	<b>Agenda Item No.</b>	<b>33</b>
	<b>Roll Call No.</b>	<b><u>17-2076</u></b>
	<b>Communication No.</b>	<b><u>17-813</u></b>
	<b>Submitted by:</b>	<b>John F. TeKippe, Fire Chief</b>

**AGENDA HEADING:**

Approving an exception to the procurement ordinance competitive process requirements for good cause and approving an agreement with Johnston Consulting, LLC for medical director services for Fire Department Emergency Medical Services (EMS).

**SYNOPSIS**

Approving an exception to the procurement ordinance competitive process requirements for good cause and approving an agreement with Johnston Consulting, LLC, Dr. Justin Derflinger, DO, President, 5633 NW 72nd Place, Johnston, Iowa, for medical director services for Fire Department Emergency Medical Services (EMS).

**FISCAL IMPACT:**

Amount: \$30,000

Funding Source: Fire Department Operating Budget FD105000 Emergency Medical Services

**ADDITIONAL INFORMATION:**

- The Des Moines Fire Department provides basic and advanced emergency and non-emergency medical assessment, treatment, transport, and other services, including administration of controlled substances, via personnel who are certified to provide such services only under the direction of an approved emergency medical services medical director (medical director) and through protocols approved by the medical director. The scope of services, protocols, methodologies, and other related matters are governed primarily by the Iowa Department of Public Health Bureau of Emergency and Trauma Services, its administrative rules, as well as the Iowa Board of Pharmacy and its administrative rules.
- The medical director provides services on a contracted basis. Services generally include required service medical direction, development of required emergency medical protocols, signatory for medications and other pharmacological requirements, after-action and quality assurance review, leadership, training, and other services as required. Contractual provisions include fee for medical direction service, insurance provision regarding medical malpractice as well as an allowance for continuing education for the medical director.

- This action requires an exemption to section 2-746(b)(3) of the Procurement Ordinance for good cause shown:
  - 2-746(b) The procurement of goods and/or services for the city or concessions, wherein criteria in addition to cost or revenue to the city and compliance with specifications will be considered in selecting from among competing proposers, and wherein the cost or revenue to the city is estimated to exceed \$25,000 annually, shall be accomplished under the RFP process outlined in this part, with the following exceptions:
    - (3) The procurement of other professional services (e.g. conceptual design services, program consulting services, etc.) where the total anticipated cost of those services will not exceed \$25,000, shall be exempt from the RFP process outlined in this part and shall be administered by the director of the department procuring those services in a manner reasonably calculated to assure the best interests of the public, under the oversight of the procurement division.
- While the cost of medical direction services have increased over time, all previous medical director selection processes (since approximately 1974) have resulted in a fiscal impact of less than \$25,000 annually and those medical directors have come from a pool of 1-3 interested parties. The Fire Chief anticipated the present process would also result in a fiscal impact of less than \$25,000 annually, and thus, utilized the informal interview and proposal process. The informal interview and proposal process, and an increased effort to recruit interested parties, resulted in a larger pool of candidates, a greater level of interest and preparation shown by candidates, and a greater level of vetting by department staff.
- Department staff interviewed and received supporting information from four (4) physicians seeking the position of medical director. The selected physician was both the top rated candidate as well as the physician with the lowest responsible financial proposal.

**PREVIOUS COUNCIL ACTION(S): NONE**

**BOARD/COMMISSION ACTION(S): NONE**

**ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE**

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