



City of Salinas Emergency Medical Services Transport Project 2017-2020

- Why provide EMS Transport?
- Benefits of EMS Transport by the City?
- ACA Changes and EMS Transport?
- Dangers in not providing EMS Transport?
- EMS System Changes and RFP Response

Political Decision



Why Provide EMS Transport?

EMS Act has not kept up with modern deliveries:
Reimbursement, ACA, large private systems

Government more efficient, concerned with quality of care and response times: 4 minutes without oxygen= Sudden Death

GEMT provides higher reimbursement for Public vs. Pvt. IGT to follow.

Ready infrastructure, vehicles, personnel, equipment and training. Already providing the service by state law, referendums and Council actions.

If no profit to provide the service- then who steps in?



Benefits of EMS Transport by the City

Higher levels of reimbursement:

Average AMR Bill in Monterey County: \$3,139.00

Average fire based transport (CA): \$1,750.00

GEMT: Provides 50% more revenue to public transport providers: AMR- \$130.00, SFD- \$940.00

Estimated 34% of residents have Medi-Cal insurance

Control over response times/service/care

Federal Funding largest part of Healthcare Expenditures



ACA Changes and EMS Transport

Future Models: Treat and release, alternative destinations,
Priority Dispatch of resources

Private based systems failing: Tulare County, Contra Costa

Largest 200 Cities in America: 97% fire based transport

EMS also involves rescue, auto extrication, disaster response

Surge Protection



Dangers in not providing EMS Transport

EOA RFP's once every 11 years

Recoup of EMS Costs that currently are not reimbursed

Local control over service delivery

Save patients \$\$- put back into the system

Salinas Financial Sustainability Plan



EMS System Changes and RFP Response

County process begins March 1. Award in early 2019 (11 year contract).

2 models: Salinas alone/ Monterey County- 201's.

Options:

- Not bid; continue with poor service and no additional revenue for critical public safety services
- SFD Provide all transport services countywide
- Sub-contract transport services to a Private Provider (Contra Costa "Alliance" Model)
- Form an LLC/Partnership with a Private Provider (San Diego Model)
- Form a JPA with neighboring agencies and provide transport services

Approval to Proceed is needed Now



Recommendations

1. Provide Approval to begin the EMS Transport Program, hire Staff, initiate Feasibility Analysis Study
2. Work with Monterey County through the entire RFP Process
3. Develop best Option to Bid: Final Approval by Council to Bid. Bid the RFP.
4. Win award-provide cost effective, high level of care service to our communities



Questions??

Thank you for letting us provide the
best EMS in Monterey County since
1874

ALS Provider since 1988