

RESOLUTION NO. _____

A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, ACCEPTING THE RECOMMENDATION OF THE CITY MANAGER, TO AUTHORIZE NEGOTIATIONS RELATING TO REQUEST FOR PROPOSALS NO. 2023-015-ND, FOR EMERGENCY MEDICAL TRANSPORT BILLING AND COLLECTION SERVICES; AUTHORIZING THE ADMINISTRATION TO ENTER INTO NEGOTIATIONS WITH DIGITECH EMS BILLING LLC, AS THE TOP-RANKED PROPOSER; FURTHER, IF THE ADMINISTRATION IS NOT SUCCESSFUL IN NEGOTIATING AN AGREEMENT WITH DIGITECH EMS BILLING LLC, AUTHORIZING THE ADMINISTRATION TO ENTER INTO NEGOTIATIONS WITH EMS MANAGEMENT AND CONSULTANTS, INC., AS THE SECOND-RANKED PROPOSER; FURTHER, IF THE ADMINISTRATION IS NOT SUCCESSFUL IN NEGOTIATING AN AGREEMENT WITH EMS MANAGEMENT AND CONSULTANTS, INC., AUTHORIZING THE ADMINISTRATION TO ENTER INTO NEGOTIATIONS WITH CHANGE HEALTHCARE TECHNOLOGY ENABLED SERVICES, LLC, AS THE THIRD-RANKED PROPOSER; AND FURTHER AUTHORIZING THE CITY MANAGER AND CITY CLERK TO EXECUTE AN AGREEMENT UPON CONCLUSION OF SUCCESSFUL NEGOTIATIONS.

WHEREAS, on February 9, 2022, the Mayor and City Commission authorized the issuance of Request for Proposals (RFP) 2022-019-ND for Emergency Medical Transport Billing and Collection Services; and

WHEREAS, RFP 2022-019-ND was released on February 11, 2022; and

WHEREAS, on April 13, 2022, the City received a sole responsive proposal from Digitech EMS Billing LLC; and

WHEREAS, on August 3, 2022, because the RFP's specifications inadvertently contained requirements that severely limited competition, the City Manager, pursuant to Section 2-367(b)(1) of the Miami Beach City Code, approved the rejection of the sole responsive, responsible bidder and authorized the issuance of a new solicitation once the specifications and requirements had been revised; and

WHEREAS, on April 25, 2023, the RFP 2023-015-ND for Emergency Medical Transport Billing and Collection Services (the "RFP") was issued; and

WHEREAS, a voluntary pre-proposal meeting was held on May 10, 2023; and

WHEREAS, on June 9, 2023, the City received four (4) proposals from Air Methods Corporation d/b/a Cypheron Healthcare Solutions, Change Healthcare Technology Enabled Services, LLC, Digitech EMS Billing LLC, and EMS Management and Consultants, Inc.; and

WHEREAS, on June 8, 2023, the City Manager, via Letter to Commission No. 260-2023, appointed an Evaluation Committee consisting of the following individuals: Joseph Florio, Firefighter I, Fire Department; Jorge Linares, Fire Division Chief, Fire Department; Femi Ogunmola, Financial Analyst III, Finance Department; and Victor White, Division Chief, Fire Department; and

WHEREAS, the Evaluation Committee convened on June 26, 2023, to review and score the proposals; and

WHEREAS, the Evaluation Committee received an overview of the project, information relative to the City's Cone of Silence Ordinance and the Government Sunshine Law, general information on the scope of services, and a copy of each proposal; and

WHEREAS, the Evaluation Committee was instructed to score and rank each proposal pursuant to the evaluation criteria established in the RFP; and

WHEREAS, the Evaluation Committee process resulted in the ranking of proposers as follows: Digitech EMS Billing LLC, as the top-ranked proposer; EMS Management and Consultants, Inc., as the second-ranked proposer; Change Healthcare Technology Enabled Services, LLC, as the third-ranked proposer; and Air Methods Corporation d/b/a Cypheron Healthcare Solutions, as the fourth-ranked proposer; and;

WHEREAS, after reviewing all of the submissions and the Evaluation Committee's rankings and analysis, the City Manager concurs with the Evaluation Committee and recommends that the Mayor and City Commission authorize the Administration to enter into negotiations with Digitech EMS Billing LLC, as the top-ranked proposer; further, if the Administration is not successful in negotiating an agreement with Digitech EMS Billing LLC, authorize the Administration to enter into negotiations with EMS Management and Consultants, Inc., as the second-ranked proposer; further if the Administration is not successful in negotiating an agreement with EMS Management and Consultants, Inc., authorize the Administration to enter into negotiations with Change Healthcare Technology Enabled Services, LLC, as the third-ranked proposer; and further authorize the City Manager and City Clerk to execute an agreement upon conclusion of successful negotiations by the Administration.

NOW, THEREFORE, BE IT DULY RESOLVED BY THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, that the Mayor and City Commission hereby accept the recommendation of the City Manager, pursuant to Request for Proposals (RFP) No. 2023-015-ND for Emergency Medical Transport Billing and Collection Services; authorize the Administration to enter into negotiations with Digitech EMS Billing LLC, as the top-ranked proposer; further, if the Administration is not successful in negotiating an agreement with Digitech EMS Billing LLC, authorize the Administration to enter into negotiations with EMS Management and Consultants, Inc., as the second-ranked proposer; further if the Administration is not successful in negotiating an agreement with EMS Management and Consultants, Inc., authorize the Administration to enter into negotiations with Change Healthcare Technology Enabled Services, LLC, as the third-ranked proposer; and further authorize the City Manager and City Clerk to execute an agreement upon conclusion of successful negotiations by the Administration.

PASSED AND ADOPTED this _____ day of _____ 2023.

Dan Gelber, Mayor

ATTEST:

Rafael E. Granado, City Clerk

**APPROVED AS TO
FORM & LANGUAGE
& FOR EXECUTION**

City Attorney *DA* 8-30-23
Date