



City of McKinney
FIRE DEPARTMENT
HEADQUARTERS

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July 9, 2012

To: Jason Gray
City Manager

From: Danny Kistner
Fire Chief

Cc: Mayor Brian Loughmiller and McKinney City Council

File

RE: Emergency Medical Advisory Services RFQ #12-28RFQ

Mr. Gray,

Staff recommends acceptance of BEST EMS as the preferred provider for Emergency Medical Advisory Services for McKinney Fire and EMS to be effective October 1, 2012.

I released a request for qualifications on May 23, 2012, for Emergency Medical Advisory Services for the McKinney Fire Department and EMS. The term on the current contract for Emergency Medical Advisory Services (Medical Control) expired September 30, 2008, but has been renewed annually up to and including Fiscal Year 2011-12. Current service is provided by Questcare Medical Services, P.A. (now Questcare Partners).

RFQ #12-28RFQ was released as a matter of due diligence and to evaluate market options.

The RFQ was released on May 6, 2012 followed by a mandatory pre-bid conference on May 16, 2012. Proposals were opened May 24 at 1400 hours. Oversight was provided by the City of McKinney Purchasing Department.

Six respondents participated in the process including:

1. University of Texas Southwestern Medical Center
2. Methodist Medical Center
3. Parastar, Inc.
4. Sharon A. Malone, MD, LP
5. Questcare Partners
6. Blue Emergency Services Team EMS (BEST EMS)

An evaluation team of field firefighter/paramedics holding varying ranks and the EMS Chief as facilitator was formed to review all submissions. All personnel were selected from the McKinney Fire Paramedic Advisory Board. I removed myself from the grading process physically and as an evaluator to eliminate any concern of bias. The top two evaluated agencies were invited to give the panel a formal presentation.

BEST EMS positioned first with 4.8667 points out of a possible 5.0 and provided the best presentation. Questcare Partners positioned second with 3.1333 out of a possible 5.0.

Staff recommends acceptance of BEST EMS as the preferred provider for Emergency Medical Advisory Services for McKinney Fire and EMS.

I would like to address concerns that some may have over a change in medical direction. Patient destination is based primarily on patient preference; however, in unstable, unconscious, or obtunded patients, the closest *appropriate* facility is used. Additionally, if there is no patient preference and the patient is in stable condition, the closest available facility is used. This is the patient destination criteria regardless of who provides medical direction.

Both finalists are for profit providers. Texas EM 1 is doing business as BEST for the McKinney Fire Department EMS Medical Advisory contract. Texas EM1 is a for profit entity.

Respectfully submitted for your review,

Danny Kistner
Fire Chief