

**2. SUPPORT TO REGION OF OTTAWA CARLETON
AMBULANCE BID PREPARATION TEAM**

COMMITTEE RECOMMENDATION

That Council approve the award of Proposal No. 01299-99037-P01/99 to The ACD Group, LLC, Springfield, Virginia, and IBI Group, Toronto, Ontario, to assist the Ambulance Bid Preparation Team in the preparation, design and development of a Land Ambulance System for a total contract upset limit of \$330,000.00.

DOCUMENTATION

1. Ambulance Bid Steering Committee Chair's report dated 20 Oct 99 is immediately attached.

REGION OF OTTAWA-CARLETON
RÉGION D'OTTAWA-CARLETON

REPORT
RAPPORT

Our File/N/Réf. **50 07-99-0007**
Your File/V/Réf.

DATE 20 October 1999

TO/DEST. Co-ordinator
Corporate Services and Economic Development Committee

FROM/EXP. Ambulance Bid Steering Committee Chair

SUBJECT/OBJET **SUPPORT TO REGION OF OTTAWA-CARLETON**
AMBULANCE BID PREPARATION TEAM

DEPARTMENTAL RECOMMENDATION

That the Corporate Services and Economic Development Committee and Council approve the award of Proposal No. 01299-99037-P01/99 to The ACD Group, LLC, Springfield, Virginia, and IBI Group, Toronto, Ontario, to assist the Ambulance Bid Preparation Team in the preparation, design and development of a Land Ambulance System for a total contract upset limit of \$330,000.00.

BACKGROUND

At its meeting of 14 July 1999, Regional Council decided that in order to ensure the operation of a high quality, reasonably priced, pre-hospital emergency land ambulance health service for the Region, a Request for Proposal (RFP) be initiated. Council had already undertaken an Expression of Interest process and pre-qualified two companies, Rural Metro Ontario and Canadian Medical Response.

In addition, Council directed that a proposal be submitted by Regional staff to ensure that all options are explored for the best possible service delivery. Thus, the Ambulance Bid Steering Committee (ABSC) was assembled to develop the in-house bid. The ABSC has since created the Region's Ambulance Bid Preparation Team (The Team) which is independent of the Region's Land Ambulance Division and the Bid Evaluation Team.

The report approved by Regional Council on 14 July 1999 identified the requirement for professional expertise in the area of high performance land ambulance service to assist in the preparation, completion and submission of the Region's response to the upcoming Health Department's RFP for Land Ambulance Services.

At the time of writing of this report, the question of dispatch has not yet been resolved by the Province. The ABSC is proceeding with its bid preparation strategy as though this issue will be resolved in a fashion consistent with the Land Ambulance Division's requirements.

DISCUSSION

The ABSC's RFP was issued 10 September 1999 by the Supply Management Division and posted on the MERX system. Proposals were received 30 September 1999 from the following eight (8) proponents (listed in alphabetical order) and were rated in accordance with the evaluation criteria (namely understanding of the project, qualifications and experience in projects of a similar scope, approach and methodology, and financial component) contained in the RFP document. The evaluation team consisted of representation from Supply Management, the ABSC, KPMG, and the Ambulance Bid Preparation Team.

<u>Firm</u>	<u>From</u>
The ACD Group, LLC	Springfield, Virginia
Beclin Associates Inc.	St. Catherines, Ontario
Emergency Rescue Response Services Inc.	Ste. Anne, Manitoba
Holdsworth Associates Inc.	East Berlin, Connecticut
IBI Group	Toronto, Ontario
The Polaris Group	Atlanta, Georgia
Pomax Inc.	London, Ontario
PriceWaterhouseCoopers	Ottawa, Ontario

The ABSC recommends acceptance of the ACD proposal for their high performance system design capabilities; and the IBI proposal, for their comprehensive land ambulance knowledge, their knowledge of the Ontario situation, and their ability to apply these elements as evidenced in their recent successful bidding strategies. The contract award recommendations are based on the proposals providing the best overall value to the ABSC in terms of service and cost as determined by the highest scores on the consensus evaluation. The RFP award statement allowed for multiple awards based on unique expertise. The requested contract award of \$317,308 plus an allowance of \$12,692 for GST, brings the aggregate cost to \$330,000.

CONSULTATION

Public consultation was not required for this assignment. However, the Land Ambulance Division has and will continue to involve the public to ensure a successful resolution to this issue.

EXPENDITURE JUSTIFICATION

Council directed that a proposal also be submitted by Regional staff to ensure that all options are explored for the best possible service delivery. Council also identified the requirement for professional expertise in the delivery of high performance land ambulance services to assist with staff's response. A response to the RFP by Regional staff will provide a public sector alternative and will:

1. give Council explicit system design details and full cost information about the Land Ambulance system;
2. serve as a contingency plan should Regional staff not proceed to be the service provider. It is an important step toward protecting public health. This level of system design is essential if the Region of Ottawa-Carleton is to be in a position to have an immediate and completely seamless takeover in case of a loss of service by the private sector provider;
3. serve as the Land Ambulance Authority's main guide in overseeing the day-to-day operation of the private contractor. If the service is provided by one of the two private sector operators, it will be essential for staff to have the expertise and understanding to monitor a private sector provider on a continuous basis, as the Region is accountable for the service which was downloaded from the Province.

FINANCIAL STATEMENT

Approved Budget to Date	400,000
Total Paid and Committed	<u>(70,000)</u>
Balance Available	330,000
THIS REQUEST	<u>(330,000)</u>
Balance Remaining	<u>0</u>

Funds have been provided in the 1999 Capital Budget, Account Number 90-199990 (900485).

*Original signed by
Doug Brousseau*

PSL/RRV/DGT

SUPPLY MANAGEMENT DIVISION

I concur.

*G. Ford on behalf of
the Finance Commissioner*

FINANCE DEPARTMENT COMMENT

Funds are available as indicated.

*Approved by T. Fedec
on behalf of the Finance Commissioner*