

Introduced by: City Manager Debra M. Irvin

AN ORDINANCE OF THE CITY OF BERKELEY, MISSOURI, AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH EMS MANAGEMENT & CONSULTANTS, INC.

NOW, THEREFORE, BE IT ORDAINED BY THE CITY COUNCIL OF THE CITY OF BERKELEY, MISSOURI, AS FOLLOWS:

Section 1. The Berkeley City Council hereby authorize the City Manager to enter into and execute an agreement with EMS Management & Consultants, Inc. for ambulance billing services.

EMS-MC will purchase the Software vendor for the full annual cost of the Software in the amount of \$8,745. This amount includes a one-time charge of \$1,785 for EHR Set-up and Online Training which EMS/MC will charge Berkeley this one-time fee. In turn EMS/MC will invoice \$618.28 on a monthly basis.

Services: On a monthly basis; \$24.65 per trip. Price adjustments for such services shall be allowed at the completion of each contract year. Price adjustments shall not exceed the change in the average of the Consumer Price Index for all Urban Consumers, Not Seasonally Adjusted, Area: U.S. city average, Item: All item, Base Period: 1982-84=100 over the twelve months prior. At the conclusion of the initial one-year term (January 31, 2022), EMS/MC will review the overall collection performance and consider changing the method of compensation from a dollar per trip to a percentage of net collections and amend this Agreement accordingly.

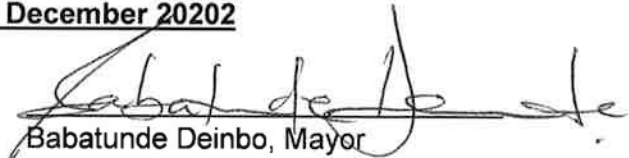
Section 2. The agreement will be incorporated and made a part of this ordinance, as if fully set out herein.

Section 3. This Ordinance shall be in full force and effect from and after its passage.

1st Reading this 07th day of December 2020


2nd Reading this 15th day of December 2020

3rd Reading, PASSED and APPROVED, this 15th day of December 2020


Babatunde Deinbo, Mayor

ATTEST:


Deanna L. Jones, City Clerk


Approved as To Form:
Donnell Smith, City Attorney

Final Roll Call:

Councilwoman Mitchell	Aye <input checked="" type="checkbox"/>	Nay <input type="checkbox"/>	Absent <input type="checkbox"/>	Abstain <input type="checkbox"/>
Councilwoman Williams	Aye <input type="checkbox"/>	Nay <input type="checkbox"/>	Absent <input checked="" type="checkbox"/>	Abstain <input type="checkbox"/>
Councilwoman Hoskins	Aye <input checked="" type="checkbox"/>	Nay <input type="checkbox"/>	Absent <input type="checkbox"/>	Abstain <input type="checkbox"/>
Councilwoman Anthony	Aye <input checked="" type="checkbox"/>	Nay <input type="checkbox"/>	Absent <input type="checkbox"/>	Abstain <input type="checkbox"/>
Councilman Hindeleh	Aye <input checked="" type="checkbox"/>	Nay <input type="checkbox"/>	Absent <input type="checkbox"/>	Abstain <input type="checkbox"/>
Councilwoman-at-Large Greene	Aye <input checked="" type="checkbox"/>	Nay <input type="checkbox"/>	Absent <input type="checkbox"/>	Abstain <input type="checkbox"/>
Mayor Deinbo	Aye <input checked="" type="checkbox"/>	Nay <input type="checkbox"/>	Absent <input type="checkbox"/>	Abstain <input type="checkbox"/>

MEMORANDUM



TO: Honorable Mayor Babatunde Dienbo &
Honorable City Council Members

THRU: Debra Irvin, City Manager

FROM: Chief James Linhardt, Berkeley Fire Department

DATE: December 2, 2020

SUBJECT: Contract with EMS billing company along with software

Recommendation: The Fire Department would like to enter a 1-year contract with EMS-MC to provide all billing services for Ambulance service along with the EMS software (ESO) needed for patient care reporting.

Background: The City of Berkeley Fire Department will begin providing Ambulance transport services sometime in early 2021. With this addition we will be needing a billing agency along with updated software. After reviewing and researching several avenues of billing along with software it was determined that EMS-MC along with ESO software was the best fit for our needs. ESO is a company whose software is provided by one source. The contract will be with EMS-MC is the billing agency that is partnered with ESO. They will pay for the software upfront and bill us a monthly fee (\$618) for the software and bill us a direct cost of \$24.65 per call on every transport for the billing service. This will closely mirror our neighboring departments/ districts that have had successful ambulance transporting for years.

Supporting Documents:

Statements from Fire Captains on recommendation.

Potential Objection: None foreseen

Staff Reference: If you have any questions please feel free to contact me at (314) 400.3600 or email Linhardt@ci.berkeley.mo.us
Or contact Captain Scott Lembke, Captain Michael Hurtado at 314 400-3698 email Lembke@ci.berkeley.mo.us, Hurtado@ci.berkeley.mo.us

BERKELEY FIRE DEPARTMENT

Memo

To: Fire Chief James Linhardt

From: Captain Scott Lembke

Date: 2th day of December, 2020

Re: EMS-MC Billing Services & ESO EMS Software

After extensive research and investigating multiple EMS billing companies and testing several EMS software programs, it has been decided that the best and most cost-effective for the Berkeley FD, is to go with EMS-MC Billing Company and ESO Software.

- **EMS-MC is a platinum partner with ESO which gives our FD a discount. The other billing will work with ESO software but has no discount for the software.**
- **EMS-MC will pay for the up-front cost of the ESO software.**
- **The other 2 billing companies looked at wouldn't either pay for the software or the price would be higher due to them not being a platinum partner with ESO.**
- **Our new medical direction has a direct link to ESO's software, making it easier for them to QI our EMS reports and for EMS-MC to get the necessary info for billing.**
- **The Berkeley FD is currently using the Firehouse software which was bought by ESO.**
- **The future transition from Firehouse to ESO will be smoother, using their product, not moving from Firehouse to a totally separate company for EMS software.**
- **The other software programs were more expensive and the set up cost would be more than going with ESO.**

I am recommending the Berkeley Fire Department goes with EMS-MC Billing Services and ESO EMS Software.

Respectfully Submitted,



Captain Scott Lembke

Berkeley Fire Department - Medical Officer