

DEPARTMENT OF PURCHASING AND CONTRACTING  
EVALUATION SUMMARY

Criteria					
Proposers	Technical Approach	Project Management	Personnel	Organizational Qualifications	DeKalb First Ordinance Participation
American Medical	<ul style="list-style-type: none"><li>o The Proposer is able to provide level of detail due to their year of experience serving the county.</li><li>o Procedures well described to show their understanding of the importance of a sound technical approach.</li><li>o Innovations: Nurse Navigator Program Earn While You Learn Program Quick Response Vehicles Alternate Transport Resources Whole Blood Program – Scheduled for September 1st, 2025 Clinical Scorecards Enhancements</li></ul>	<ul style="list-style-type: none"><li>o The proposer has an established management team and is willing to adapt to any requires modifying the structure.</li><li>o Organizational components of the project are well explained while anticipating the use of subcontractors</li><li>o Provided number of personnel and inventory of equipment and supplies</li><li>o Proposer focuses on reduction of unnecessary unit hours and gained efficiencies which is necessary to maintain a healthy system.</li></ul>	<ul style="list-style-type: none"><li>o They will soon build their own ambulances to control delivery and quality.</li><li>o Clearly articulates staffing numbers as well as equipment they will utilize.</li><li>o Experienced personnel</li><li>o Proposer can immediately comply with the 600 unit hour threshold. Would be able to immediately comply with 650 unit hour threshold with use of their supplemental partner (MAAS</li></ul>	<ul style="list-style-type: none"><li>o The Proposer provided pertinent information about the organization and its structure</li><li>o Commitment to the community via partnerships with mental health groups, Frontline, and others is positive</li><li>o Qualifications provided and good examples regarding their experience with other agencies and Dekalb</li><li>o GMR delivers compassionate, quality medical care, primarily in the areas of emergency and patient relocation services in all 50 United States and around the world. Regional air assets available</li></ul>	LSBE Points: <ul style="list-style-type: none"><li>o Total LSBE Points: 10</li></ul>
AmeriPro EMS	<ul style="list-style-type: none"><li>o The Proposer used the Department operational assessment to craft their strategies for improvement.</li><li>o Scalable deployment models aligned with DeKalb EMS demand profile.</li><li>o Detail schedule and responsibilities provided .</li><li>o Telehealth Escalation Promises 75% of participating individuals avoiding unnecessary ER visits.</li></ul>	<ul style="list-style-type: none"><li>o The proposer had a detailed proposal for each unit hour breakpoint with minimum and maximum units.</li><li>o Clear organizational structure with focus on leadership and accountability</li><li>o Provided requested information</li><li>o Contractor’s unit deployment projections don’t provide for staggered scheduling and may produce too many night deployed units and not enough day deployed units for peak demand.</li></ul>	<ul style="list-style-type: none"><li>o The Proposer provided the required information.</li><li>o Clear organizational structur 9min response time with 3788 transports in 2024-2025 April comparison for Upson County (example) Work with Gwinnett,</li><li>o 227 employees Model 2 660 TUH 243 employees Model 3 708 TUH 259 employees Model 4 756 TUH 275 employees Unsure if the 227 is enough to support 612 TUH if we factor in relief factor.</li></ul>	<ul style="list-style-type: none"><li>o The Proposer's community involvement was limited as it relates to citizen education to reduce call volume.</li><li>o This shows his unique understanding of the system and ability to model their service to the county well. no issues noted.</li><li>o Provided qualifications and experience, secondary provider</li><li>o Their largest primary provider experience is in the non-911, IFT field. This does not demonstrate an ability to operate as a primary 911 provider for an equivalent system as DeKalb’s.</li></ul>	LSBE Points: Total LSBE Points: 5

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Falck Mobile Health Corp.	<ul style="list-style-type: none"><li>o The proposer has a detailed transition plan that take into account onboarding staff from current provider.</li><li>o Falck seeks to establish high-quality, highly reliable, and highly sustainable EMS system</li><li>o Good detail schedule</li><li>o Falck is among the largest international ambulance service providers and one of the largest ambulance service companies in the United States.</li></ul>	<ul style="list-style-type: none"><li>o Proposer has a plan for staffing and unit deployment.</li><li>o Clear articulation of type of ambulance to be utilized to include a diagram of the layout and specs of the vehicle itself</li><li>o Good description of equipment and fleet</li><li>o Using lessons learned in other markets, cites Aurora Colorado, Alameda California, San Diego California where they deployed full 911 emergency ambulance systems</li></ul>	<ul style="list-style-type: none"><li>o The proposer has a plan to staff up to support the system and has an overhead team ready to assist with onboarding</li><li>o Clearly depicts the team.</li><li>o Experienced personnel</li><li>o Very clear project team listed.</li><li>o High turnover rates.</li></ul>	<ul style="list-style-type: none"><li>o The proposer lists several innovative ideas to promote educating the public to include wrapping ambulances to create moving billboards.</li><li>o They appear to have the requisite experience needed to qualify and have over 100 years of experience to back their claims.</li><li>o Provided qualifications and experience, appears to be well qualified serving large markets</li><li>o The organization has introduced innovative programs such as the Aurora Mobile Response Team, which addresses non-medical emergency calls</li></ul>	<p>Good Faith Efforts:</p> <ul style="list-style-type: none"><li>o Total LSBE Points: 2</li></ul>
Priority OnDemand	<ul style="list-style-type: none"><li>o The proposal had a well-structured layout that met all of the requirements.</li><li>o Responsibilities have been outlined with transition plan detailed (phase based within 9 weeks.</li><li>o The project schedule did not have an estimated timeline just a list of tasks.</li><li>o Proposer does have a contingency plan in place in case incumbent provider exits abruptly, which is appreciated</li></ul>	<ul style="list-style-type: none"><li>o The plan showed only one nurse in the 911 center for their nurse navigation system</li><li>o they listed an embroidery company, and stated they are looking to engage local vendors</li><li>o On demand visit ODV pathways</li><li>o. Support triaging low acuity calls and coordinate appropriate alternative care options. **This is interesting, but 1 full-time nurse in the 911 center can be very limited in what they can do with the volume of calls.</li></ul>	<ul style="list-style-type: none"><li>o The proposer appears to have met all requirements for personnel, including 24 support</li><li>o Company seeks to partner with DeKalb First Source Jobs Program to recruit and build the local EMS pipeline</li><li>o Two emergency contacts</li><li>o Across all Central EMS operations, the overall attrition rate for 2023 and 2024 averaged approximately 38 percent, reflecting all types of separation.</li></ul>	<ul style="list-style-type: none"><li>o The proposer appeared to provide all the requested information.</li><li>o Requisite experience is adequate, but not impressive Has not serviced similar size Provides some training to the public</li><li>o Provided qualifications and experience for small markets</li><li>o Does not have a 911 operation comparable to DeKalb County's size or scope</li></ul>	<p>Good Faith Efforts</p> <ul style="list-style-type: none"><li>o Total LSBE Points: 2</li></ul>