

11/14/2019

MARKET SURVEY

1

RFP Number: 19-500511

Agent: Cathryn Horner

Project Name: Emergency Ambulance Service Provider for DeKalb County, Georgia

Prepared By: Randy Webb

Company	Contact #	Contact Person	Did they show interest? Yes/No	Non-Response Justification
Falck USA, Inc	714-483-1372	Naoko Miyamoto	Yes	<p>Part of the non-response was due to time constraints. The non-response was also due to a lack of information on the current system. There were requirements that the vendor would have struggled to meet. For instance, there was a requirement for a list of employees that would work the eventual ambulance system within 10 business days of award of the contract.</p> <p>This organization would have been an upstart in the region, and it would have had to look for an opportunity to absorb the incumbent service provider in order to handle the project.</p> <p>Note: Falck USA is the parent company of Care Ambulance.</p>
Priority Ambulance	865-207-0121	Glenn Leland	Yes	<p>A “No Bid” Letter was provided.</p> <p>“Our analysis of the RFP ultimately revealed aspects that were incompatible with our ability to develop and maintain a sustainable EMS system.”</p>
CBI Industries, Inc.	404-315-8899	Sherlyn Parker	Yes	<p>This is an LSBE that is interested in subcontractor opportunities.</p>

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2

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Results Summary	
	Three responses to this RFP were received by the deadline, but one was deemed non-responsive. One “No Bid” was received. Many service providers could not handle a project of this magnitude, nor did many possess the wherewithal to meet the response requirements in full.