

Request for Proposals
Purchase of Emergency Medical Services Related Equipment and Services

Wayne County Commission

Wayne, WV

Through its Agent

HealthNet Aeromedical Services, Inc.

The Wayne County Commission is accepting proposals from original equipment manufacturers or factory authorized resellers/vendors for specific emergency medical services related equipment and providers of emergency medical services related services. Equipment and services provided by successful proposers will be utilized for further development and initial operation of Wayne County Emergency Medical Services (WCEMS). WCEMS is a new program of the Wayne County Commission, wholly managed by HealthNet Aeromedical Services. It is anticipated that WCEMS will launch delivery of service in calendar year 2025.

Proposals will be accepted for all equipment/service in a single bulk purchase, or individual equipment types, or for specific services, in the quantity and methodology further specified below. As such, proposers are afforded broad latitude to offer equipment or services holistically, or within a given area of corporate expertise.

Proposals for equipment must include an extended warranty for all equipment for the longest time period available by the manufacturer and/or authorized reseller/vendor. The length of extended warranty, availability of scheduled, on-site preventative maintenance, on-site warranty repair, and loaner equipment must be thoroughly explained in all proposals.

Proposals for services must include detailed information related to the proposer's experience within the emergency medical services, specifically with development of services necessary for "greenfield" emergency medical services operations, a list of agencies within the region to which the services provider has led the development and delivery of specific emergency medical services related services, a draft contract for the provision of services included within the proposer's area of interest, and examples of service related data that would be provided to HealthNet Aeromedical Services and/or the Wayne County Commission through the provision of the proposer's services.

The deadline for submission of sealed proposals is 12:00 pm on Tuesday, December 10, 2024. Tardy submissions will not be accepted.

Proposals may be hand delivered, delivered by United States Postal Service or delivered by overnight commercial courier. Proposals must be delivered to:

Clinton Burley, President and CEO
HealthNet Aeromedical Services, Inc.
110 Wyoming Street
Charleston, WV 25302

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Envelopes and/or boxes containing proposals must be clearly marked on the exterior with the words “Proposal: Purchase of Emergency Medical Services Related Equipment and Services”

Envelopes and/or boxes containing sealed proposals will be opened on December 10, 2024 at 12:00 pm at the following location:

HealthNet Aeromedical Services, Inc.
110 Wyoming Street
Charleston, WV 25302

While not a requirement, vendors submitting proposals are invited to be present for opening/reading of all proposals.

Vendors submitting proposals will be notified of those chosen to provide equipment, by equipment type and for service type. Such notification will occur no later than January 3, 2025.

The Wayne County Commission retains the right to reject any or all proposals.

Specific emergency medical services equipment and services included in this Request for Proposals include:

Portable Radios

Eight (8) unused Kenwood brand, VP8000 model portable radios. Each radio shall have two batteries, one AC charger and a radio holster. Proposed cost must also include complete initial programming to specifications provided by HealthNet Aeromedical Services, and delivery to HealthNet Aeromedical Services. Programmers must be approved for application of frequency sets utilized within the West Virginia SORN radio system.

Mobile Radios for Fixed Use

Two (2) unused Kenwood brand, NX-5900 model mobile radios with 12-volt power supplies for use as base radios within EMS stations. These shall include all necessary wiring, exterior antennas, speakers, hardware and assorted parts, labor, and travel necessary for on-site installation into two (2) specific locations in Wayne County, WV. (Exact locations TBD.) The proposed cost must also include complete initial programming to specifications provided by HealthNet Aeromedical Services. Programmers must be approved for application of frequency sets utilized within the West Virginia SORN radio system.

Mobile Radios for Vehicle Use

Three (3) unused Kenwood brand, NX-5900 model mobile radios with all speakers, antennas and necessary hardware for vehicle installation. These radios shall be dual control head equipped, with one control head each in the cab and patient compartment of each ambulance. Proposals shall include labor and travel necessary for on-site installation into three (3) Type III ambulances, built on Ford E-350 chassis, and physically located at 110 Wyoming Street in Charleston, WV. The proposed cost must also include complete programming to specifications provided by HealthNet Aeromedical Services. Programmers must be approved for application of frequency sets utilized within the West Virginia SIRM radio system.

Patient Transport Ventilators

Three (3) unused Vyair brand, LTV 1200 model transport ventilators. Each ventilator must be equipped with an AC power adapter, carrying case, all necessary hoses and a Sprintpack battery system. The proposed cost must also include delivery to HealthNet Aeromedical Services.

Patient Intravenous Infusion Pumps

Six (6) unused Sapphire brand, 15031-000-0028 model intravenous transfusion pumps. Proposals must include all batteries, AC adaptor cords and start-up accessories necessary for immediate device use in both the adult and pediatric patient populations. The proposed cost must also include delivery to HealthNet Aeromedical Services.

Non-Invasive Patient Monitoring/Manual Defibrillator/Automatic Defibrillator Devices

Three (3) unused complete (excepting arterial line monitoring components) patient monitoring/manual/automatic defibrillator devices. Proposals must include all batteries, AC adaptor cords and accessories necessary for device use in both the adult and pediatric patient populations. Proposed cost must include on-site initial training of clinicians in the safe use of the equipment in Charleston, WV. Training dates and times to be determined. The proposed cost must also include delivery to HealthNet Aeromedical Services.

Automatic External Chest Compression Devices

Three (3) unused complete automated external chest compression devices. Proposals must include all batteries, AC adaptor cords and accessories necessary for device use in both the adult and pediatric patient populations. Proposed cost must include on-site initial training of clinicians in the safe use of the equipment in Charleston, WV. Training dates and times to be determined. The proposed cost must also include delivery to HealthNet Aeromedical Services.

Powered Patient Transport Cot/Stretcher

Three (3) unused complete powered patient transport cot/stretchers built to be fully compatible with an ambulance based automated patient loading system. Each cot will be delivered with a spare battery, charging device, and AC power cord. The proposed cost must include on-site initial training of clinicians in the safe use of the equipment in Charleston, WV. Training dates and times to be determined. The proposed cost must also include delivery to HealthNet Aeromedical Services.

Ambulance Based Automated Patient Loading System

Three (3) unused ambulance based automated patient loading systems built to be fully compatible with the powered patient transport cot/stretcher above. Proposals shall include labor and travel necessary for on-site installation into three (3) Type III ambulances, built on Ford E-350 chassis, and physically located at 110 Wyoming Street in Charleston, WV. (Vehicles are factory prepared for device installation.) The proposed cost must also include on-site initial training of clinicians in the safe use of the equipment in Charleston, WV. Training dates and times to be determined. The proposed cost must also include delivery of all components to HealthNet Aeromedical Services.

Powered Stair Chair

Three (3) battery powered automatic stair chair devices. The proposed cost must include on-site initial training of clinicians in the safe use of the equipment in Charleston, WV. Training dates and times to be determined. The proposed cost must also include delivery of all components to HealthNet Aeromedical Services.

Video Laryngoscopy Devices

Three (3) battery powered video laryngoscopy devices with recoding capabilities and all power cords and accessories necessary for immediate use. The devices shall be Verathon brand, GlideScope GO2 models. The proposed cost must also include delivery of all components to HealthNet Aeromedical Services.

Computers, Printers, Satellite Tracking and Related Hardware

One (1) Microsoft brand Surface Laptop 15th gen model, 15inch, 32gb ram, Snapdragon® X Elite (12 core), Eight (8) Microsoft brand, Surface Pro 10th gen Tablet model, 16gb ram, Snapdragon® X Elite (12 core), 5G, Eight (8) UAG brand, Rugged Case for Microsoft Surface Pro 11/10/9 with Kickstand model, Handstrap, Shoulder Strap – reference number 324012114343, Eight (8) - Microsoft brand, Keyboard for Microsoft Surface Pro 10 Tablet – Black -EP2-00395 model, Four (4) Apple iPad 10th Generation, 5G cellular, Four (4) Logitech brand - Rugged Folio Keyboard Folio for Apple iPad -920-009312 model, Six (6) Dell brand 27 Monitor - E2725H model, Six (6) Dell brand, Silent Keyboard and Mouse - KM555 model, Five (5) Microsoft brand, Surface Dock (Pd9-00003), Black model, One (1) Konica Minolta brand, bizhub C3350i model, One (1) HP brand, Color LaserJet Pro MFP 4301fdn model printer, Three

(3) Cradlepoint brand, r1900 model mobile router, Three (3) Panorama brand, LGMQM4B-6-60-24-58 model, 5-meter cables. The proposed cost must also include delivery of all devices and components to HealthNet Aeromedical Services.

Patient Billing/Revenue Cycle Services

Complete patient/insurance carrier billing and revenue cycle services. Services provided will include, but will not be limited to, assistance with completion of appropriate revenue cycle related governmental documents necessary for greenfield EMS service launch, data entry for each patient encounter, tracking of each account throughout the billing/reimbursement cycle, remote access to highly detailed patient account related data, a dedicated leader and support team available to and routinely engaged with HealthNet Aeromedical Services in its capacity as the contracted emergency medical services management agency for the Wayne County Commission, the ability to develop, implement and monitor reimbursement and write-off policies specific to the delivery of emergency medical services provided under the auspices of the Wayne County Commission. Payment for all services provided by the successful proposer must be provided under a model allowing the proposer to receive a contracted, fixed percentage of dollars actually received by the Wayne County Commission for delivery of emergency medical services to patients.

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