

HABERSHAM COUNTY BOARD OF COMMISSIONERS

EXECUTIVE SUMMARY

SUBJECT: EMS Transport Billing

DATE: April 4, 2024

RECOMMENDATION

POLICY DISCUSSION

BUDGET INFORMATION:

STATUS REPORT

ANNUAL- 6.3% Of Net Collections

OTHER

CAPITAL-

COMMISSION ACTION REQUESTED ON: April 15, 2024

PURPOSE:

Recommend contracting with Emergency Billing, LLC for Habersham County EMS Transport billing.

BACKGROUND / HISTORY: Habersham County sought Request for Proposals for EMS Transport Billing following the transition of the EMS Department from the Hospital to Habersham County on March 13, 2024. Seven RFPs were submitted. Habersham County staff is recommending utilizing Emergency Billing, LLC for EMS Transport billing.

When comparing Emergency Billing, LLC with other bidders, Habersham County staff felt Emergency Billing, LLC was the right fit for our current needs and organizational structure. While Emergency Billing did not have the lowest percentage of net collections fee, it should be noted that a lower fee does not necessarily equal a lower cost to Habersham County when considering it is a percentage of revenue collected. If Emergency Billing, LLC collects more revenue than an equivalent company with a lower rate, Habersham County would still receive the same amount of revenue in net collections.

Additionally, the Emergency Services feels the proximity of Emergency Billing, LLC's headquarters located in Maysville, Georgia will provide Habersham County with an advantage should we need immediate attention from the vendor. Emergency Billing has been contracting with Habersham County Emergency Service since April 2018 when Ambulance Services were taken over by Habersham County Board of Commissioners. They are familiar with all our Habersham County Emergency Services processes and our patient accounts. For this reason, staff recommends continuing it's partnership with Emergency Billing, LLC.

FACTS AND ISSUES:

- a. Habersham County sought Request for Proposals for EMS Transport Billing following the transition of the EMS Department from the Hospital to Habersham County on March 13, 2024. Seven RFPs were submitted.
 - b. The initial term of a contract awarded shall be for one (1) year starting on April 15, 2024 with the ability to renew for two (2) additional one-year periods.
 - c. While Emergency Billing did not have the lowest percentage of net collections fee, it should be noted that a lower fee does not necessarily equal a lower cost to Habersham
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County when considering it is a percentage of revenue collected.

- d. Emergency Billing has been contracting with Habersham County Emergency Service since April 2018 when Ambulance Services were taken over by Habersham County Board of Commissioners. They are familiar with all our Habersham County Emergency Services processes and our patent accounts.
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OPTIONS:

- 1) Approve contracting with Emergency Billing, LLC for Habersham County EMS Transport Billing.
 - 2) Deny Approve contracting with Emergency Billing, LLC for Habersham County EMS Transport Billing.
 - 3) Commission defined alternative.
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RECOMMENDED SAMPLE MOTION: Move to approve contracting with Emergency Billing, LLC for Habersham County EMS Transport Billing.

DEPARTMENT:

Prepared by:

Director _____

**ADMINISTRATIVE
COMMENTS:** _____

_____ **DATE:** _____

County Manager



Office of Commissioners
Finance Department

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March 6, 2024
2:00 PM EST

EMS Transport Billing

BIDDER	BASE BID AMOUNT
Emergency Billing	6.30%
Coronis Health	4%
EMS Management and Consultants	3.95%
Quick Med Claims	3.9%
Golden Hour	5.75%
Trinity EMS Consulting Services	9.5%
Collection Billing	4.59%