

RESOLUTION

WHEREAS, the Township of West Orange (the "Township") is authorized to provide ambulance services for the residents of the Township and others within its boundaries under the general police powers granted pursuant to N.J.S.A. 40:48-2; and

WHEREAS, the Township utilizes the West Orange Fire Department to provide these ambulance services; and

WHEREAS, provision of the foregoing services entails substantial annual cost, the cost of which can be offset by charging medical insurance companies a user fee for ambulance transport services; and

WHEREAS, the Township requires a company to administer billing services for these ambulance services through the offsets to medical insurance companies; and

WHEREAS, N.J.S.A. 40A:11-4.1(n) of the Local Public Contracts Law authorizes contracting units to utilize competitive contracting for the procurement of emergency medical billing services; and

WHEREAS, on April 9, 2013, the Township Council adopted Resolution #74-13 authorizing the use of competitive contracting pursuant to N.J.S.A. 40A:11-4.3 for the procurement of a contract for emergency transport third party billing services; and

WHEREAS, on April 25, 2017, the Township Council adopted Resolution #100-17 authorizing the rejection of the proposals and the re-advertisement of the Township Request for Proposal to correct a procedural error related to the review and scoring of the proposals received in response to the Township's initial Request for Proposal; and

WHEREAS, the Township re-advertised a Request for Proposal for a Contract for Third Party Billing for Ambulance Services Provided by the West Orange Fire Department on April 27, 2017; and

WHEREAS, on May 16, 2017, the Township received two (2) proposals following its re-advertisement of the RFP from:

1. DM Medical Billings (“DM”)
88 S. Lakeview Drive
Gibbsboro, NJ 08026
2. Revenue Guard (“Revenue”)
50 Route 9, North
Morganville, NJ 07751

and

WHEREAS, an evaluation committee (the “Evaluation Committee”) was formed to evaluate and score the proposals; and

WHEREAS, the Evaluation Committee drafted a report (the “Evaluation Report”) recommending the award of the Contract for Third Party Billing for Ambulance Services Provided by the West Orange Fire Department to Revenue; and

WHEREAS, Evaluation Report recommends the award of a three (3) year contract with a two-year renewal option; and

WHEREAS, Revenue agreed to the terms of the Contract for Third Party Billing for Ambulance Services Provided by the West Orange Fire Department, a copy is annexed hereto as Exhibit “A” (the “Agreement”); and

WHEREAS, consistent with its proposal Revenue has agreed to a revenue percentage under the terms of the Agreement, specifically:

Percentage	Range of Collections by Vendor
8%	\$ 0 up to \$750,000
10%	\$750,001 up to \$1,000,000
10%	\$1,000,001 up to \$1,500,000
11%	\$1,500,001 and above.

NOW, BE IT HEREBY RESOLVED BY THE TOWNSHIP COUNCIL OF THE TOWNSHIP OF WEST ORANGE, that the Township shall and hereby does award the Contract for Third Party Billing for Ambulance Services Provided by the West Orange Fire Department to Revenue, to be executed in the form annexed hereto as Exhibit “A;” and be it further

RESOLVED, that the Mayor be and is hereby authorized to execute Agreement, and the Municipal Clerk shall be and is hereby authorized to attest to the Mayor's signature; and be it further

RESOLVED, that this award shall be published and available in the Clerk's Office for reasonable inspection in accordance with applicable law.

Karen J. Carnevale, R.M.C., Municipal Clerk

Joe Krakoviak, Council President

Adopted: June 13, 2017

4831-8235-8601, v. 1