

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 October 26, 2022, the Township issued a Request for Competitive Contracting Proposals for Third Party Billing for Ambulance Services Provided by the West Orange Fire Department (the “RFP”); and

WHEREAS, on November 17, 2022, the Township received one (1) proposal in response to the RFP from:

1. Coronis Health (“Coronis”)

50 Route 9, North
Building B
Morganville, NJ 07751

and

WHEREAS, Coronis was the lone respondent to the RFP and was also the incumbent vendor for the proposed Contract, the Township’s Qualified Purchasing Agent reviewed and evaluated the proposal in lieu of the formation of an evaluation committee; and

WHEREAS, the Qualified Purchasing Agent 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 Coronis; and

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

WHEREAS, Coronis 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 Coronis 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
11%	\$1,000,001 up to \$1,500,000
12%	\$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 Coronis, 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

Susan McCartney
Council President

Adopted: December 6, 2022