

County of Santa Clara  
Office of the County Executive



88290

**DATE:** September 26, 2017

**TO:** Board of Supervisors

**FROM:** Miguel Marquez, Chief Operating Officer

**SUBJECT:** Monthly Report of Upcoming Requests for Proposals (RFPs)

**RECOMMENDED ACTION**

Receive report relating to anticipated Requests for Proposals.

**FISCAL IMPLICATIONS**

There are no fiscal implications resulting from the issuance of Requests for Proposals (RFPs). Fiscal impacts will be identified when resulting contracts are approved.

**REASONS FOR RECOMMENDATION**

This report is a consolidated report of RFPs anticipated to be released on or after September 26, 2017. This report is a comprehensive list for all County departments, and contains information relating to 25 RFPs, with anticipated release dates spanning from September 2017 through March 2018.

The purpose of this legislative file and the attached Master Acquisition List (MAL) is to inform the Board of Supervisors of anticipated upcoming RFPs to be released by departments. The report is intended to provide summarized data, but not the actual RFPs, as departments often update and refine RFP language up to the point of issuance. The RFPs may be in various stages of drafting.

If a Supervisor is interested in reviewing a specific RFP from the list prior to the RFP being released, the Supervisor should contact the MAL Coordinator in the County Executive's Office to coordinate receiving an off-agenda report from the issuing department before the RFP is released.

The Anticipated Solicitation Issue Date is an estimate and is subject to change. If the date changes, or if the item is cancelled, it will be noted on the next report.

The following is a summary of the items that appear on this report:

- Upcoming Requests:
  - New – Total of 20 items including #707-#726.

- Previously Reported – Total of 2 items including #697 and #698 that were previously reported to the Board.
- Revised Date of Issuance – There were 3 items with a revised issuance date that were previously reported to the Board including #598, #630, and #693.
- Cancelled – There were no items previously reported to the Board that were cancelled.

### **Report Description**

A database has been created to generate this report, which also contains information about acquisitions which do not result in an RFP. The items are numbered sequentially in the database, and because not all items from the database are on each report, the item numbers for this report do not start at #1, and there will be missing numbers. Individual items may be present on multiple monthly reports with the same item number. Items will be present on multiple monthly reports when the department enters information into the database more than a month prior to RFP issuance, or if the department delays the issuance of the RFP.

The following fields are present on the report:

<b>Field</b>	<b>Description</b>
Item Number	This is a unique number assigned to the acquisition. If the item is reported multiple times, the item number will remain with the acquisition.
Anticipated Solicitation Issue Date	This is the date the department plans to issue the RFP. If this date is extended to the next reporting period, the item will be reported again with the new anticipated date.
Department Number and Name	The department taking the lead in issuing the RFP.
Title	The title of the acquisition.
New or Existing	This field identifies if this acquisition is for a new or existing good or service.
Single or Multiple Contract Award	This field identifies the plan to execute a single contract with a single vendor, or multiple contracts with multiple vendors.
Funding Type	This field identifies whether the funding is from the General Fund, a Grant Fund, or other Non-General fund.
Synopsis	A description of the acquisition.

### **CHILD IMPACT**

The recommended action will have no/neutral impact on children and youth.

### **SENIOR IMPACT**

The recommended action will have no/neutral impact on seniors.

### **SUSTAINABILITY IMPLICATIONS**

The recommended action will have no/neutral sustainability implications.

### **BACKGROUND**

Board of Supervisors Policy Manual Chapter 5, Policies on Soliciting and Contracting, section 5.6.5.1(A)(2) requires the Administration to issue a report to the Board about the RFPs that departments plan to issue. Section 5.6.5.1(A)(2) formalizes a practice that many, but not all, departments had been following informally.

### **CONSEQUENCES OF NEGATIVE ACTION**

RFP issuance and resulting contract execution will be delayed, possibly affecting the ability to provide services.

### **ATTACHMENTS:**

- Revised Date - 9.26.17 Final (PDF)
- Upcoming RFPs - 9.26.17 Final(PDF)



# Monthly Report of Upcoming Requests for Proposal (RFPs)

ID: 725

Initial Anticipated Solicitation Issue Date: 10/2017

Requesting Agency: 0921 - Health & Hospital Systems

Title: Advanced Life Support First Response and Paramedic and Emergency Ambulance Serv

New/Existing Goods/Services: New Contract for Existing or Additional Goods or Services

Single or Multiple Award: Single Award

Fund Type: Enterprise Fund

Acquisition Synopsis: The County of Santa Clara is requesting proposals to provide exclusive advanced li support (ALS) first response and emergency ambulance services for the County Exclusive Operating Area (EOA). The County's EOA excludes the City of Palo Alto an the associated "Stanford Lands" parcels.

Attachment: Upcoming RFPs - 9.26.17 Final (88290 : Monthly Report of Upcoming Requests for Proposals (RFPs))

She's  
talking  
about  
the  
ems.  
supv  
cortese:  
please  
proceed  
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Okay, this, uh, notice is our standard notice of what rf's are can upcoming one of them is about our ems ambulance contract services and where we're at. Let me just start with, um, um, overall priority we have felt from the staff perspective and hope we have agree from the board from certain past meetings. I think the board is in agree that we would like to - - we would like to target a year earlier than absolutely necessary a transition to either a new provider or new contract. So the actual end of the current extension is July 1, 2019, um, for a number of reasons we think that we should try to get a new contract in place well before that. So we have been working on a draft rfp which should be finalized today. The next process is the draft rfp has to be approved by the state. They will get a copy of that draft rfp by the end of the week. We're having a little bit of a hard time predicting exactly when they'll be done approving it or making recommendations for change. But we're very hopeful that we will be able to release the final rfp, put it on the street November 15. The state could take longer and change things. Hopefully they will move faster if they, um, do move faster, get it back to us sooner, as soon as they approve it we'll put it on the street. But we've talked with them, um, and they will not allow us to put it on the street until after they've approved it. We thought we were going to be able to do that simultaneously, but that didn't work out. If we do end up putting on the street in November we'll ask for all the bids to be done and back to us by January 29 in between there there's time for written questions and verbal questions. And a conference in order to clarify all of the details of the rfp for bidders. Once the, um, proposals are back to us at the end of January again these are estimates of time, we expect that notice of intent to award will be, um, will be given in May around the 11th u probe of the new contract June 2018 and then we think it will probably take us three months to transition to a new provider if we have a new provider. If we have the same provider obviously it's probably a little shorter so therefore we expect implementation of the new contract in September of in September of 2018. I should also make clear a few things that have been asked by the board in the past. Number one, we have simplified this rfp considerably compared to our last rfp which was very directive. This rfp is asking for new innovation, new ideas, new approaches. It specifically does allow and permit the idea of governmental bids or public private partnership bids so basically it will allow for private companies to make a bid by themselves in conjunction with governmental entities or other providers or governmental entities to make their own bid. Obviously we compare all of them based on the, um, same evaluation criteria when we make a recommendation to the board about the final approval, um, and we're, uh, we're um, also just so the board and the public knows we're, um, also making allowances for the fact that - - for the fact that palo alto is not within our exclusive operating area so it's not included in our rfp, never has been never will be unless state law ever changes and sunny veil is our only city which does not have paramedic first responders because boss the way they have their public safety

department organized. They have firefighters or individuals who are cross-trained as firefighters and police first response has to be provide bide the ambulance companies. With that I guess i'll leave it open to questions. We're trying not to get too much into the details. I will also mention that last time around we built in a blackout period to the process which was intended to try to avoid lobbying but that didn't work out too well so there will not be a blackout period this process.

12:15 PM

Thank you very much. that was really helpful. Supv chavez: I just have one follow up question is do we have enough - - first of all, I want to reinforce how supportive I am in terms of the county having maximum flexibility in terms of choosing enough respondents to allow you to choose the most appropriate partner or partners. So I want to just reemphasize I think that's very important. Um, does the way the rfp, is the way it's structured, would it allow the county to be a or any body of the county to be a part of a public private partnership and specifically as an example i'm not suggesting this as a way it would happen but could, for example, county fire, um, be a coapplicant with a private sector partner or could they just be a public sector applicant?

12:16 PM

Um, well, let me comment a little bit about your first part of comments. We have built into the rfp as maximum flexibility in the county not own in the selection of the provider but in the options of the selection for modifications of the contract. Probably that will be restricted a little bit. But we recognize that the market is changing dramatically, ambulance companies are losing money significantly and we want to make sure that, um, if we need to change something we have the flexibility to do that. For your second question we would - - there's nothing in the rfp that specifically prohibits what you're talking about. There is currently some challenge going on in - - where they did indeed have their fire department, uh, become a joint bidder with amr, and there's an assertion at the state level that that is self-dealing. We have to wait and see how that plays out. Um,. The answer to your question is if we did that or if there was that kind of bid, um, and that looked like a successful bid we would have to clear that with legal probably with the attorney general also, but that's a legal question and i'm not a lawyer. Supv chavez: you are a lawyer, but not the county council.

12:18 PM

I would just add there is a pending attorney general opinion on that exact issue and there have been a number of concerns raised by the state agency regarding conflict of interest issues around that so it would have to be navigated carefully. Supv chavez: the only request I would make is if as appropriate we could be informed as to the outcome of that and then second again, I want to go back to maximum flexibility if county executive prior to bringing something to the board sees an opportunity, again, I would just want however this is designed to better understand what kind of process we would need to go through with prior to the board taking action. So even if that's off-agenda to just give, like, if this happens this was the process that we would under go to determine whether or not we could go down path a or path b. Just so we understand in advance.