

**ITEMS REQUIRING BOCC APPROVAL
(2 Items)**

**1. 2017 AMBULANCES -- FLEET MANAGEMENT
FUNDING -- FLEET MANAGEMENT & EMS**
(Request sent to 18 vendors)

RFP #16-0097 S/C Pending

	Qty	Emergency Services Supply	AEV - American Emergency Vehicles & ARV - American Response Vehicles
2017 Ford E450 Super-Duty, RV cutaway chassis 158" wheelbase with an "Ambulance 47A Prep Package"	2	\$185,385.00 ea. \$370,770.00	\$197,905.00 ea. \$395,810.00
Days to Delivery		170 days build time from time of contract until delivery of the vehicles (subject to chassis availability)	120 to 150 days after receipt of confirmed shop order
No Bids		Danko Emergency Equipment Co.	Pinnacle Emergency Vehicles, LLC Rocky Mountain Emergency Vehicles

On the recommendation of Joe Thomas, on behalf of Fleet Management, Linda Kizzire moved to **accept the best proposal from AEV - American Emergency Vehicles & ARV - American Response Vehicles in the amount of \$395,810.00 and establish contract pricing for one (1) year.** Tim Kaufman seconded the motion. The motion passed unanimously.

A review committee comprised of Scott Hadley, Paul Gibson, David Poland and Brandon Ellis - EMS, Mark Kemper - Fleet Management and Joe Thomas - Purchasing evaluated and rated both proposals based on meeting requirements, specifications, references, cost and overall approach. The committee unanimously recommends that AEV - American Emergency Vehicles & ARV - American Response Vehicles provided the best solution. *(To be identified simply as AEV for the remainder of this recommendation).*

Ambulances are made-to-order products with various layouts and requirements. The county requires standardization of ambulances and this is critical in order to facilitate timely response and care of patients. This standardization also provides a safer working environment for responders when working on-scene with patients. The county currently has 26 ambulances in the fleet all built to the same specifications.

AEV provided a thorough proposal which only required a few clarifications. AEV has onsite mechanical and electrical engineers that are employed by them. This gives them the ability to design and construct a safe, customized ambulance built to the customer's specific needs. AEV has a number of quality control procedures in place. This gives them the ability to locate issues within the assembly process that will assist in efficient production, safety and meeting of deadlines.

In 2012, Sedgwick County made the decision to accept the proposal from AEV to produce ambulances for Sedgwick County EMS. In the past 4 years, EMS has received 10 newly constructed ambulances and 16 remounted ambulances from AEV. The county has an excellent working relationship with AEV with both the new and remounted ambulances. New ambulances are received within 120 days and remounted ambulances within 90 days. The quality and workmanship has exceeded expectations and vehicles are received from the factory and placed directly into service without any delays. Both the new and remounted ambulances have been constructed exactly to or have exceeded our specifications. AEV's engineering staff works closely with EMS and Fleet Management to resolve any changes or issues that may arise during construction, all without any significant delays.

BOARD OF BIDS AND CONTRACTS JANUARY 5, 2017

Fleet Management has been trained as an authorized warranty repair center and AEV will extend the full warranty of the box if it is to be remounted by Fleet. AEV has been recognized as a "Carolina Star Worksite" by the N.C. Department of Labor for outstanding total commitment to creating and maintaining a safe and healthy workplace environment.

Emergency Services Supply (Osage Ambulances) listed five (5) exceptions to specifications in their proposal, one of which was a broad exception to the General Body Construction. However, upon closer review, it was discovered that there were actually 33 separate exceptions that were not listed in their proposal. The exceptions that were not listed pertained to the overall construction and safety of the ambulance module that they provide.

The "General Body Exception" listed by Osage Ambulances did not list in detail what these exceptions were. The Division of Purchasing followed up by requesting further clarifications and more details pertaining to these exceptions and Osage Ambulances did not provide these.

The overall design of their module is an Osage standard ambulance. There are no allowances made for any customization of the module as requested.

Fleet Management and EMS will continue to remount ambulance boxes for the foreseeable future. The durability of the box is critical to this process. AEV ambulance boxes have an excellent reputation with other companies that also remount their boxes.

Fleet Management and EMS remounting policy involves purchasing a new ambulance (chassis and box) and driving it for 145,000 miles, which is approximately four (4) years. The ambulance box is then removed from the old chassis and installed on a new chassis. At that time, everything is inspected and several components (lights, A/C, suction, etc.) are replaced. The box is repainted and new decals are applied. The interior receives new flooring/upholstery and laminate is replaced, as needed, along with a thorough cleaning.

(Notes)

Emergency Services Supply (Osage Ambulances) did not meet the following specifications:

- 1. Module Extrusion Corner Posts (3.10.6.D)** - Corner extrusions are hollow and do not have the center web designed for extra strength to module body.
- 2. Continuous Side Impact Beam (3.10.6.F)** - No mention of the additional side impact beams being added to the construction of the module.
- 3. Continues Drip Rail (3.10.6.E)** - The drip rail adds structural integrity to the roof rail extrusions, does not meet this specification.
- 4. 5052-H32 Aluminum Module Surface Skin (3.10.6.E)** - Proposed a thicker aluminum skin but is less corrosive resistant, a more brittle aluminum alloy and has a strength range yield of 22,000 psi. The 5052-H32 requested has a tensile strength of 33,000 psi.
- 5. Exterior Storage Compartments (3.11.2.I through 3.11.2.P)** - All exterior storage compartments in the county's EMS specifications are designed to accommodate specific pieces of durable medical equipment. Of the seven (7) exterior compartments specified, five (5) do not meet the minimum requirements as stated. Without these minimum compartment dimensions, much of our medical equipment cannot be stored or used on the ambulance.
- 6. Interior Stowage Accommodations (3.11.1.A through 3.11.1.K)** - All interior storage compartments in the county's EMS specifications are designed to accommodate specific pieces of durable medical equipment or medical supplies. Of the nine (9) interior compartments specified, five (5) do not meet the minimum requirements as stated. Without these minimum compartment dimensions, much of our medical equipment cannot be stored or used on the ambulance.
- 7. Engineering Capabilities (3.1.1.E)** - Utilizes Environmental Testing Laboratory in Dallas, TX (560 miles away) and does not have onsite mechanical and electrical engineers. Not having this capability limits the manufacturer from having the ability to alter sizes or dimensions of interior/exterior compartments or make changes in the electrical system or create detailed CAD drawings along with electrical schematics onsite.
- 8. Exhaust Ventilation System (3.13.4.1)** - Although they meet KKK-A-1822-F guidelines, it does not meet our minimal requirement for moving 240 cubic feet of air per minute (CFM). Proposed mounting a 138 CFM exhaust fan.
- 9. Heating and Air Conditioning Criteria (3.13.2 & 3.13.2)** - BTU rating for both units is 32,000 instead of 35,000 and puts out 630 cubic feet of air per minute (CFM) instead of 690 as specified. Also climate control is controlled independently from the V-Mux multiplexing system and not integrated as specified.
- 10. KKK-A-1822F Patient Compartment Seating (3.11.4)** states that all seats in the patient compartment shall conform to all applicable FMVSS requirements and SAE-J3026 - The current seat or lap belts specified for Osage Ambulances does not restrain a seated patient enough to pass the SAE-J3026 Head Injury Criterion (HIC36) specifications.
- 11. Warranty (6.2)** - The county requires lifetime electrical warranty. Osage Ambulances offers an electrical warranty for six (6) years or 72,000 miles.

BOARD OF BIDS AND CONTRACTS JANUARY 5, 2017

Questions and Answers

Linda Kizzire - On the first page it states AEV has done remounting but on the second page it states that we are doing it ourselves. I'm confused as to how that process works.

Scott Hadley, EMS Director - We did at one time. The Fleet department did remount the ambulances when our old vendor MedTech was in existence; we did remount them initially on our own. It was decided then due to the cost and overtime and the resources that we had were not adequate to continue that process. So we solicited, went out to bid, and had AEV provide remounts. We kept that clause in there if we ever decided to remount them on our own again.

Linda Kizzire - I noticed on days to delivery the Emergency Services Supply it states 170 days subject to chassis availability and the other didn't say anything about chassis availability, so do they have those in stock?

Scott Hadley - They do. You purchase them in bulk. They have them in stock and so when an order is placed it is available for us to remount. Our experience with AEV is that they truly deliver that new one in 120 days which in this process is very important to us. I know it is not stated in the recommendation but I think it is germane to the conversation as to why we selected AEV, because of the quick turnaround. We suspended that right now. We're adding additional crews and an ambulance this year and so we're pulling spare units out to put crews in so they can go run calls until we can get these ambulances in place, so the quicker turnaround allows us to get the ambulances and begin the remount process.

Linda Kizzire - Even though an ambulance is stationed at one particular EMS post, why is it important to have everything standardized?

Scott Hadley - It is important to have items located in the same place. If you have multiple agencies responding or you have to switch a vehicle for another due to a mechanical problem, it ensures that the necessary equipment is in the same place and you don't have to search and wonder 'What compartment is this in?'

Tim Kaufman - Given all the exceptions in the Osage bid is it fair to characterize it as not responsive to the RFP?

Joe Thomas - Since this was a proposal and not a bid we are looking for a solution which may vary from vendor to vendor.