

ADDENDUM NUMBER 1

**DATED: NOVEMBER 1, 2018
TO SPECIFICATIONS FOR
REQUEST FOR PROPOSAL #31045
FOR
HELICOPTER AIR AMBULANCE SERVICES
DATED: OCTOBER 9, 2018**

The above entitled specifications are hereby modified as follows and except as set forth herein otherwise remain unchanged and in full force and effect.

RETURN DATE EXTENSION:

The enveloped sealed RFP response return date is hereby extended to **Tuesday, November 27, 2018 at 3:00 pm, CDT**. Responses received after this time/date will not be accepted.

CRITERIA CHANGE:

LIMITING CRITERIA – 3. Vendor shall have a minimum of 10 years’ experience as a FAR Part 135 commercial rotorcraft operator.) is hereby **removed** as a limiting criteria.

The following criteria is hereby **added**: DESIRABLE CRITERIA – 8. Describe FAR Part 135 commercial rotorcraft operator experience.

SUPPLIER QUESTIONS AND ANSWERS:

1. Provide monthly patient transport, requests and cancellation reasons (if applicable) by base for 2015-2018.

RESPONSE:

YEAR	BASE	REQUESTS	COMPLETED MISSIONS
2015	MO SFL 1	704	387
	MO SFL 2	662	382
	MO SFL 3	711	409
	PROGRAM	2077	1178
2016	MO SFL 1	792	467
	MO SFL 2	723	443
	MO SFL 3	575	345
	PROGRAM	2090	1255
2017	MO SFL 1	714	349
	MO SFL 2	539	256
	MO SFL 3	575	294
	PROGRAM	1828	899
2018(JAN-SEPT)	MO SFL 1	426	161
	MO SFL 2	329	110
	MO SFL 3	484	203
	PROGRAM	1239	474

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2. Provide compensation structure / salary ladders, bonus, benefits and any other compensation plans for flight nurses, flight paramedics and communications specialists.
Provide any forthcoming changes.

RESPONSE: See table below

POSITION	FT POSITION TOTAL	SALARY RANGE/ COMPENSATION TO PROGRAM	FRINGE RATE: (FULL TIME HOSPITAL FEDERAL)	ANNUAL MERIT INCREASE
Coordinator, Flight Service (Chief Flight Nurse)	1	\$57,595-89,461	FY19: 35.05% FY20: 36.10% FY21: 37.18% FY22: 38.30%	2% ON TRACK 4% ROLE MODEL
Business Development Manager	1	\$57,595-89,461	FY19: 35.05% FY20: 36.10% FY21: 37.18% FY22: 38.30%	2% ON TRACK 4% ROLE MODEL
HEMS Educator (50% Funded by Program)	1	\$38,667-58,136	FY19: 35.05% FY20: 36.10% FY21: 37.18% FY22: 38.30%	2% ON TRACK 4% ROLE MODEL
Medical Base Supervisors	3	\$52,860-86,803	FY19: 35.05% FY20: 36.10% FY21: 37.18% FY22: 38.30%	2% ON TRACK 4% ROLE MODEL
Flight RN	15	\$47,382-\$78,957	FY19: 35.05% FY20: 36.10% FY21: 37.18% FY22: 38.30%	2% ON TRACK 4% ROLE MODEL
Flight Paramedic	15	\$33,675-50,586	FY19: 35.05% FY20: 36.10% FY21: 37.18% FY22: 38.30%	2% ON TRACK 4% ROLE MODEL
Medical Director	1	\$40,000	NA	NA

3. Discuss current unionization of the workforce (contract rights / limitations)

RESPONSE: We do not currently have any union positions within the positions provided by MU Health Care to the Program.

4. Provide total number of positions in each category described above.

RESPONSE: See table above

5. Provide the total compensation (salary, bonus, benefits, etc.) of the medical directors, marketing and business development, other general and administrative positions related to flight program.

RESPONSE: See table above

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6. Provide any/all FMV facilities costs for any hospital owned/leased facilities that would house flight related teams and/or equipment
RESPONSE: Current contractor is responsible for the facilities that house the crews/equipment at each base.
7. Provide payer mix for 2017, based on air transports
RESPONSE: Current contractor provides billing service for the program. A request for this information has been submitted. That information will be provided as another addendum once available.
8. Provide average loaded patient miles by base
RESPONSE: The program does not currently track loaded miles.
9. Provide rural / urban split by base
RESPONSE: Staff for Life 1: Base is located on the helipad of the Tertiary Care Center in a small urban city. Staff for Life 2: Base is located on the helipad of smaller facility in a largely rural and recreational location. Staff for Life 3: Base is located in a rural area of west central Missouri.

BASE	MO SFL 1		MO SFL 2		MO SFL 3	
	TTM ENDED 7/31/2017	TTM ENDED 7/31/2018	TTM ENDED 7/31/2017	TTM ENDED 7/31/2018	TTM ENDED 7/31/2018	TTM ENDED 7/31/2018
Scene Requests	281	252	259	275	237	240
Interfacility Requests	340	347	341	332	202	193

10. Can you help please clarify the termination rights? There are several different provisions noted in the RFP (See General Terms and Conditions Section A.9 and B.7 and Detailed Specifications and Special Conditions Section VIII.b).
RESPONSE: The Detailed Specifications and Special Conditions Section VIII take precedence in regards to termination rights.
11. In the section for safety, performance and maintenance requirement for patient care devices (page 10 of the General Terms and Conditions), does this pertain to the equipment in the patient compartment area of the aircraft?
RESPONSE: Yes, unless specifically addressed during the contract negotiation phase prior to contract execution.
12. Does the University of Missouri want a standard partner contract with our response back to the RFP (Detailed Specifications and Special Conditions Section X.I.d)?
RESPONSE: Including your standard partner contract with the RFP response is acceptable. The RFP itself will take precedence in the order of instruments in the final contract. The RFP document would overrule the standard partner contract related to any conflict of terms.

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13. Does the University of Missouri plan on billing patients or would you desire your provider to do so for completed missions?

RESPONSE: Contractor likely expected to provide billing services; however, MU Health Care would be open to discuss further during the contract negotiations phase prior to contract execution.

14. In the section under latex content disclosure, what is the expectation in this section? How will this be tracked and communicated to the University of Missouri?

RESPONSE: All equipment for the program is provided by the current contractor. Supplies are provided by the contractor and MU Health Care. Supplies procured for the program through MU Health Care are in turn itemized and billed to the contractor.

15. In the section Compensation Controls and Descriptions it references a spreadsheet. Was this attached to the RFP?

RESPONSE: See attached Information Security Requirements Questionnaire.

16. In the section under the instructions to respondents it states, "All equipment and supplies offered must be new, or current production, and available for marketing by the manufacturer unless the RFP clearly specifies that used, reconditioned, or remanufactured equipment and supplies may be offered." Can you clarify for us what specific equipment and supplies you are considering here?

RESPONSE: Any equipment supplied to the program by the contractor must be a product that is in current manufacture and supported by the manufacturer in regard to repair/replacement under warranty. This would include all patient care equipment such as monitors, ventilators, EPOC devices, portable suction equipment, etc.

17. When do you anticipate the Curators of the University of Missouri will award the contract to the winning respondent?

RESPONSE: The submitted RFP responses will be evaluated and scored following the submission deadline. The evaluation team will be making the decision on the respondent in which to begin negotiations moving towards partnership and contract execution as quickly as possible. Our existing agreement does expire May 31, 2019, so time will be of the essence.

18. Can you describe your expectations for "revenue sharing" as described in page 1 of the Detailed Specifications and Special Conditions?

RESPONSE: The current contractor provides billing service for the program and revenue sharing is part of the current arrangement.

19. Can you provide a detailed list of the medical equipment that the respondent would be required to purchase and provide?

RESPONSE: Current contractor supplies all patient care equipment and supplies to include but not limited to: monitors, ventilators, EPOC device, infusion devices, ultrasound device, etc.

20. Can you provide the payer mix details for the last three (3) years for air ambulance transports performed by The Staff of Life Program?

RESPONSE: Current contractor provides billing service for the program. A request for this information has been submitted. That information will be provided as another addendum once available.

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21. Can you provide the average loaded miles per transport for the last three (3) year period as above?

RESPONSE: The current contractor does the billing and we do not track loaded miles as a Program.

22. Can you provide the average flight hours per month by base/aircraft for the last three (3) year period as above?

RESPONSE: The Program does not currently track flight hours.

23. Can you provide how many transports per month each base transported for the last three (3) year period as above?

RESPONSE:

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	MO SFL 3	711	409
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	PROGRAM	1239	474

24. Can you provide the percentage of patients that are transported to facilities other than MU Health Care and to which cities?

RESPONSE: MU Health Care entities (University Hospital and Women’s and Children’s Hospital) are the majority of transports. At the MO SFL 3 location, the secondary transport destinations are located in Kansas City, Missouri. For the MO SFL 1 and 2 locations, the secondary destination would be primarily St. Louis, MO.

25. Is The Staff of Life Program currently operating IFR? If yes, how many IFR flights are completed monthly and are there existing LPV GPS approaches at any location that the program currently responds to? Which ones?

RESPONSE: MO SFL 1 902 aircraft is IFR capable. Lake Regional Medical Center (MO SFL 2 Base) has an IFR approach. Columbia Regional Airport has an IFR approach, which MO SFL 1 utilizes.

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26. Would the University of Missouri Health Center consider extending the initial term to five (5) years?

RESPONSE: The program would consider a 5-year contract term during the contract negotiations phase prior to contract execution.

27. Would the University of Missouri consider increasing the time from written notice to provide satisfactory arrangements for correction of violations of compliance within the agreement to thirty (30) days and time from written notice to Termination for Cause to ninety (90) days leaving sixty (60) days between failure to correct and termination of the contract?

RESPONSE: The program would consider increasing the corrective action time to 60 days during the contract negotiations phase prior to contract execution.

28. Would the University of Missouri consider increasing the time from written notice to contractor for Termination for Convenience to one hundred twenty (120) days?

RESPONSE: The program would consider increasing the corrective action time to 60 days during the contract negotiations phase prior to contract execution.

29. Can you provide a copy of the University of Missouri Information Security Requirements cited on page 17?

RESPONSE: See attached Information Security Requirements Questionnaire.

30. Will all the questions from every respondent be shared amongst the respondents?

RESPONSE: Yes, all the vendor questions and MUHC responses will be compiled into Amendment 1, which will be sent to all potential respondents and posted to our website where the original RFP was posted.

THE CURATORS OF THE
UNIVERSITY OF MISSOURI

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