



AGENDA ITEM REPORT

DATE: March 3, 2020
DEPARTMENT: Public Safety
REQUESTER: Benjamin Abes
TITLE: Approve Piggyback for EMS Patient Care Software from ESO Solutions, Inc.

I. MOTION REQUESTED

A. Approve Piggyback No. PB200100ANB to utilize pricing under the Marion County EMS Patient Care Software RFP with ESO Solutions, Inc., for the purchase of EMS patient care software through the contract expiration date of September 17, 2023, and any renewals or extensions approved by Marion County, in an amount not to exceed \$150,000.00 annually.

B. Authorize the Chair to execute the contract documents on behalf of the Board of County Commissioners.

II. ITEM SUMMARY

Approves the use of the Marion County EMS Patient Care Software RFP to provide EMS patient care reporting software from ESO Solutions, Inc., expiring September 17, 2023, and any renewals or extensions approved by Marion County. Expenditures during Fiscal Year 2019 were \$96,219.39. The first-year expenditure is \$133,085.00, with a two percent escalation in future years. Expenditures will not exceed \$150,000.00 annually during the term.

ESO Solutions software is used by 17 of the fire agencies in Lee County, including the two fire districts that provide ambulance transportation. This transition to ESO will allow for the transmission of information from non-transport provider to EMS, and eventually to the receiving hospital. Lee Health has also funded implementation of the ESO Health Data Exchange with their electronic health record, which will allow EMS' records to be matched and imported into the hospital record at the time of the patient encounter to provide for a greater continuum of care. An analysis of recent contracts with this vendor across Florida demonstrated a consistent pricing structure from contract to contract, although the County was able to negotiate additional services as the same price point under this agreement.

III. BACKGROUND AND IMPLICATIONS OF ACTION

A) Board Action and Other History

Marion County solicited a Request For Proposal No. RFP 18P-140 that went through the competitive procurement process and negotiations for EMS Patient Software. This RFP included language allowing cooperative purchasing, or a piggyback, by other entities.

Lee County EMS has used electronic patient care reporting (ePCR) for nearly 20 years, and the last 14 years with the same vendor. In discussions with the existing vendor, the software has not been able to keep up with the reporting, data analysis, and interoperability necessary and there are no plans to improve the system to meet the department's needs.

Seventeen of the local fire agencies, including Lehigh Acres and Fort Myers Beach, use ESO Solutions products. A team of employees evaluated this option to allow for standardization, interoperability, and the additional analytics and features needed for daily operations. The solution provided by ESO was found to meet the needs of the organization.

Simultaneously, Lee Health worked with Public Safety to explore the ability to match and implement bi-directional data exchange between EMS and hospital records. Lee Health selected the ESO Health Data Exchange solution last year and will be implementing the product starting this summer. This will allow the patient data collected by EMS to appear in the hospital's electronic health record, and for EMS records to receive patient demographics and outcomes in real-time from the hospital. EMS has begun discussions with other health care partners about similar data exchange integrations as well.

The cost of this transition was budgeted in the FY19/20 budget. The price increase between the current and proposed vendor is due to an outdated pricing structure with the previous vendor.

B) Policy Issues

C) BoCC Goals

D) Analysis

Escalations in future fiscal years are fixed under the agreement to 2 percent each year of the term. This is reduced from 3 percent with the current vendor.

An evaluation of other contracts between public safety agencies and ESO demonstrated a consistent pricing structure. However, through the negotiation process Public Safety was able to acquire additional services under the agreement at the same price point. The contract with ESO Solutions, Inc. includes a damages cap that has been reviewed and approved by staff and County Administration.

E) Options

IV. FINANCIAL INFORMATION

A)	Current year dollar amount of item:	\$133,085.00
B)	Is this item approved in the current budget?	Yes
C)	Is this a revenue or expense item?	Expense
D)	Is this Discretionary or Mandatory?	Mandatory Required by F.S. 401.30
E)	Will this item impact future budgets? If yes, please include reasons in III(D) above.	Yes
F)	Fund: General Fund Program: Public Safety Project: EMS ePCR System Account Strings: KF5260100100.503460.733	
G)	Fund Type?	General Fund
H)	Comments:	

V. RECOMMENDATION

Approve

VI. TIMING/IMPLEMENTATION

VII. FOLLOW UP

ATTACHMENTS:

Description	Upload Date	Type
ESO Solutions Agreement	2/20/2020	Agreement
Signing authority	2/20/2020	Backup Material

REVIEWERS:

Department	Reviewer	Action	Date
Public Safety	Turner, Nicole	Rejected	2/19/2020 - 9:40 AM
Public Safety	Abes, Benajamin	Approved	2/20/2020 - 9:27 AM
Public Safety	Turner, Nicole	Approved	2/24/2020 - 7:41 AM
Public Safety	Abes, Benajamin	Approved	2/24/2020 - 4:04 PM
Budget Services	Henkel, Anne	Approved	2/24/2020 - 4:36 PM
Budget Services	Winton, Peter	Approved	2/24/2020 - 4:50 PM
County Attorney	Swindle, Amanda	Approved	2/25/2020 - 8:28 AM
County Manager	Brady, Christine	Approved	2/25/2020 - 3:41 PM