



Hallandale Beach
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400 South Federal Hwy
Hallandale Beach, FL 33009

City of Hallandale Beach City Commission Agenda Cover Memo

Meeting Date:	October 5, 2016		Item Type: <small>(Enter X in box)</small>	Resolution <div style="text-align: center;">X</div>	Ordinance	Other	
Fiscal Impact: <small>(Enter X in box)</small>	Yes	No	Ordinance Reading: <small>(Enter X in box)</small>		1st Reading		
	X		Public Hearing: <small>(Enter X in box)</small>		2nd Reading		
Funding Source:	2230-534010		Advertising Requirement: <small>(Enter X in box)</small>		Yes		
					No		
Account Balance:	\$115,000		Quasi Judicial: <small>(Enter X in box)</small>		Yes		
					No		
Project Number :	N/A		RFP/RFQ/Bid Number:		City of Lauderhill Contract 05-0572E ADPI		
Contract/P.O. Required: <small>(Enter X in box)</small>	Yes	No	Strategic Plan Priority Area: <small>(Enter X in box)</small> <div style="display: flex; justify-content: space-between;"> <div>Safety</div> <input type="checkbox"/> </div> <div style="display: flex; justify-content: space-between;"> <div>Quality</div> <input checked="" type="checkbox"/> </div> <div style="display: flex; justify-content: space-between;"> <div>Vibrant Appeal</div> <input type="checkbox"/> </div>				
Sponsor Name:	Daniel A. Rosemond, City Manager		Department: Fire/EMS		Mark Ellis, Interim Fire Chief		

Short Title:

Staff Summary:

Background:

In order to meet the City's strategic priority of quality by being fiscally responsible, the City of Hallandale Beach receives fire rescue ambulance billing and related professional services under a cooperative agreement between the City of Lauderhill and Advanced Data Processing, Inc. (ADPI). The term of the agreement is from April 2013 through April 2016 with two (2) one-year extensions available thereafter. In April 2016, Lauderhill exercised the first available one-year extension to expire in April of 2017.

The City is billed monthly based on ADPI's ability to collect revenue from transports. ADPI continues to bill and collect for accounts that are up to two years old. The City pays ADPI at a rate of 7.5% of net collections. The payment rate is inclusive of collection performance, and electronic patient care reporting (ePCR) computing services. The collection rate of collectibles after Medicare and Medicaid, and resident policy adjustments was 41.9% in FY15 and 42% so far in FY16. The average non-hospital collection rate across the industry before deductions and allowances is 21.8% according to the Association of Credit and Collection Professionals. The City's has been 30.0%.

Why Action is Necessary:

Pursuant to Chapter 23, Section 23-8 Exception to Bid Requirements, (6) Bids and Contracts from Other entities, and Section 23-9 Cooperative Purchasing, the City Manager is authorized to procure all supplies, materials, equipment and services from other governmental units, when the best interests of the City would be served subject to the requirement that any purchase in excess of \$50,000 requires City Commission approval.

City Administration is interested in continuing its business partnership with ADPI for fire rescue billing and is therefore seeking City Commission authorization pursuant to City Code.

Fiscal Impact:

Staff estimates expenditures to ADPI at approximately \$100,000-\$120,000 per year for the foreseeable future. Since this expenditure is a contractual obligation that will recur annually, staff recommends authorizing the City Manager to purchase billing services from ADPI for the agreed percentage of collections amount for the life of the current agreement with funding being appropriated for each fiscal year.

Proposed Action:

Staff recommends the City Commission adopts the attached Resolution authorizing the City Manager to purchase Fire Rescue ambulance billing and related professional services from ADPI.

Attachment(s):

Exhibit 1 – Resolution
Exhibit 2 – ADPI Contract 2010-2016
Exhibit 3 – ADPI Extension