

PROPOSER'S REQUESTED EXCEPTIONS/CHANGES*

XXXXXX has identified the following potential exceptions and requests for changes in relation to RFP# MVEMS-2018-12. These have been formulated after receipt of answers to proposers' written questions. We look forward to discussing with MVEMSA and the County the exact process for exceptions and change requests in relation to proposal submission.

1) Rural Area Compliance

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In the written questions period, XXXXXX stated its concern about rural area compliance requirements in the RFP. The County's reply to our question suggested that the issue could be addressed in negotiations, but without knowing what accommodation might be allowed in negotiations by either the County or the State, we are reluctant to agree to the current requirement without adding numerous unit hours to our proposal.

We therefore intend to bid with an exception for the requirement as written. Alternative language will be provided that ensures our intention to provide response time equity and not abandon rural areas, and we are willing to meet with stakeholders to discuss response times and solicit input for potential remedies. Specific suggested language change is to separately measure and report suburban and rural compliance but roll the two zones together for penalties and breach measurement.

2) CPI Increases

PAGE 41 – SECTION 6.11 H

XXXXXX stated its concern about the use of straight CPI increases – which are cut by 80% or more – because of local collection rate dynamics where we collect less than 20% of a billed charge. No company that has a high labor component can keep pace with annual cash increases of less than 1%, when labor, real market costs, and payments mandated in the RFP will increase at a rate equal to or greater than CPI. In a contract that could last more than five years, this degradation creates and allows financial instability.

In lieu of proposing artificially higher rates at the start of the contract to make up for future losses, XXXXXX requests MVEMSA amends section 6.11 H to require annual increases tied to a multiple of CPI (for example 2.0 x CPI) or by correcting CPI to that year's collection rates.

*Language that would identify the specific potential bidder has been removed.