



To: Finance and Administration Committee

From: Timothy Sexton, Director of Finance

Date: February 7, 2024

Subject: **Ambulance Billing Services Agreement with EMS Management & Consultants, Inc (EMS|MC)**

The Village uses a third-party billing service to bill and collect fees generated by the transport of individuals to the hospital by Fire Department emergency personnel. The Village has used Andres Medical Billing, Inc. since January 1, 2015. Andres is familiar with our organization and its policies, works with many other agencies within our hospital system, and has a physical office located in Arlington Heights. Staff from both the Fire and Finance Departments have an excellent working relationship with Andres representatives.

Andres Medical Billing was recently acquired by EMS Management & Consultants, Inc. (EMS|MC). On February 1, 2024, the Village's account with Andres was transferred to EMS Management & Consultants, Inc. (EMS|MC). Though the corporate headquarters of EMS|MC is located out of state, the Village of Lombard will continue to work with local staff with whom we have had a positive relationship since the inception of our ambulance billing agreement.

As our current contract extension with Andres expired on December 31st, staff met with the local representative regarding the transition and negotiated a lower rate of 3.15% compared to our current fee of 3.5%. This is one of the lowest known rates among surrounding communities and significantly below the industry standard of 5%. The Village was provided with an agreement that has been reviewed by the Finance Department. All finalized terms and conditions are acceptable and will provide for "business as usual" for all parties.

Staff is seeking a recommendation from the F&A Committee to the Village Board to enter into an agreement with EMS Management & Consultants, Inc. for ambulance billing services. The proposed agreement is valid from March 1, 2024, through February 28, 2025. The initial term of the agreement is for one (1) year at 3.15% percent of net collections with the option to renew on the same terms and conditions, for successive one (1) year terms.