



## **Request for City Council Committee Action from the Convention Center**

**Date: February 12, 2013**

**To: Honorable Betsy Hodges, Chair Ways & Means Committee**

**Subject: Contract approval, Emergency Medical Services for the Convention Center**

**Recommendation: That the proper City officials be authorized to negotiate and execute a contract with LifeTech Services, LLC to provide Emergency Medical Services to Convention Center events and guests over a 2-year initial period and three (3) 1 year renewal periods with annual expenditure of \$40,000 for a five (5) year total of \$200,000.**

### **Department Information**

Prepared by: Marcus Travis, Manager of Guest & Security Services, Convention Center

Approved by: Jeff Johnson, Executive Director, Convention Center

Approved by Paul Aasen, City Coordinator

Presenters in Committee: Chris Larson

### **Reviews**

- Permanent Review Committee (PRC): Approved – [12/13/2012](#)

### **Financial Impact**

- Action does not require additional appropriation. Expenditures for emergency medical services are included in the Convention Center's existing annual budget.

### **Community Impact**

- City Goals supported – Supports Jobs and Economic Vitality. LifeTech Services, LLC currently has a staff of 73 full and part time employees. LifeTech Services, LLC plans to hire additional part time personnel to meet our annual EMS coverage needs.

## **Background/Supporting Information**

**The Convention Center provides emergency medical services to events and guests through a 5-year contract with a 2-year term and three (3) 1 year renewals. The RFP was approved by the PRC Committee December 13, 2012. We received two proposals. Presentations were given to a selection committee by LifeTech Services, LLC and SAVE A LIFE mn.com firms. The Staff Selection Committee evaluated the proposals based on these criteria: firm experience, financial stability and capacity, workforce size and staff qualifications, and cost & rate structure for services.**

**The Staff Committee selected LifeTech Services, LLC firm as the most qualified and providing the best value to the City of Minneapolis. LifeTech Services, LLC highlighted and demonstrated "value added" benefits like their patient care, customer service focus, and proven experience providing EMS services for public shows, meetings and conventions.**