



Request for City Council Committee Action from the Minneapolis Convention Center

Date September 7, 2010

To Ways & Means/Budget Committee

Subject **Approval to negotiate and enter into contract with selected Emergency Medical Services vendor American Red Cross Twin Cities Area Chapter and provide Emergency Medical Services beginning January 1st, 2011**

Recommendation

Draft and finalize a mutually agreed contract between the City of Minneapolis/Convention Center and American Red Cross Twin Cities Area Chapter. Emergency Medical Services selection committee was comprised of six (6) convention center employees; Director of Facilities Division – Chris Larson, Manager of Guest & Security Services – Marcus Travis, Sr. Supervisors of Guest & Security Services Scott Feldman and Rob Villanueva, Business Management Analyst – Leah Johnson and Guest & Security Intern – Jenny Beckstrom. The committee reviewed three RFP proposals from these listed organizations that provided Emergency Medical Services:

- 1.) Our current EMS vendor: MedEvent, Inc.
- 2.) Northworks LifeTech
- 3.) American Red Cross Twin Cities Area Chapter.

Upon thoroughly reviewing and evaluating each RFP proposal, the selection committee short-listed MedEvent, Inc. and American Red Cross Twin Cities Area Chapter. Both vendors were scheduled for a one (1) hour presentation, and this provided the opportunity for each vendor to clarify and elaborate on their RFP proposal. In addition, it was an opportunity for the selection committee to ask additional and specific questions about the vendor's organization. With the additional information presented and gathered during the one (1) hour presentations, and all the weighted criteria outlined in the RFP; the selection committee in majority ranking selected American Red Cross Twin Cities Area Chapter.

American Red Cross Twin Cities Area Chapter had a number of "Value Added" items that made them the best EMS vendor selection. With their ability to provide training in lifesaving skills like First Aid and CPR/AED (Automated External Defibrillator), and Emergency Medical Assistance were significant points in evaluating their overall service package. In addition they also provide and perform community disaster education workshops and emergency preparedness drills. Establishing this partnership expands our resources for life safety and emergency training, and

further enhances our emergency medical services to convention center visitors, clients and exhibitors. The American Red Cross Twin Cities Area Chapter is comprised of First Responders, EMTs, Paramedics, and Registered Nurses, and the EMS Team utilizes Regions Hospital's EMS Guidelines and works under the medical direction of a Doctor.

Previous Directives

Received approval from the PRC Committee on April 26, 2010 to release the RFP to provide Emergency Medical Services for the Minneapolis Convention Center.

In 2005, the City of Minneapolis/Convention Center and MEDEVENT, Inc. entered into a new contract (**C-22716**) to provide emergency medical services at the Convention Center. The Contract commenced on December 8th, 2005 with a 2-year term through December 31, 2007. Under Time of Performance Section 1. Contract (**C-22716**): granted to the City an option to extend the initial 2-year term for three (3) additional one (1) year periods after the expiration of the initial two (2) year period. Amendments were drafted and each one (1) year extension was granted; bringing the overall term of the contract to five (5) years.

Submitted by: Jeff Johnson, Assistant City Coordinator, Minneapolis Convention Center.

Approved by: Steven Bosacker, City Coordinator

Permanent Review Committee (PRC) Approval N/A Date

Policy Review Group (PRG) Approval ___ Date of Approval ___ Not Applicable X

Note: The Policy Review Group is a committee co-chaired by the City Clerk and the City Coordinator that must review all requests related to establishing or changing enterprise policies.

Presenters in Committee: Marcus Travis, Guest & Security Services Manager, Minneapolis Convention Center.

Financial Impact (Check those that apply)

- No financial impact (if checked, go directly to Background/Supporting Information).
- Action requires an appropriation increase to the ___ Capital Budget or ___ Operating Budget.
- Action provides increased revenue for appropriation increase.
- Action requires use of contingency or reserves.
- Business Plan: ___ Action is within the plan. ___ Action requires a change to plan.
- Other financial impact (Explain):
- Request provided to department's finance contact when provided to the Committee Coordinator.

Community Impact (use any categories that apply)

Neighborhood Notification

City Goals

Comprehensive Plan

Zoning Code

Other