

PROPOSAL BY



**TO PROVIDE
AMBULANCE SERVICES**

To

THE CITY OF COHOES, NEW YORK

MARCH 2ND, 2023

**PROPOSAL FOR PROVIDING AMBULANCE SERVICES TO
THE CITY OF COHOES, NEW YORK**

The prospective provider is Parkland Ambulance Service, Inc., d/b/a Mohawk Ambulance Service, Capital District Ambulance Service, and Doctors Ambulance Service (hereinafter referred to as “Mohawk” or “Mohawk Ambulance”), which maintains permanent places of business at: 290-292 Quail Street, Albany, New York 12208; 570 Central Avenue, Albany, New York 12206; 793 State Street, Schenectady, New York 12307; 176 Freeman’s Bridge Road, Glenville, New York 12302; 161 McChesney Avenue, Troy, New York 12180; and 357 Kings Road, Schenectady, New York 12304.

Mohawk Ambulance is pleased to respond to the City of Cohoes’ request for proposals for the provision of one (1) dedicated Advanced Life Support (“ALS”) ambulance and one (1) backfilled ALS or Basic Life Support (“BLS”) ambulance.

ABOUT MOHAWK AMBULANCE

Parkland Ambulance Service, Inc. d/b/a Mohawk Ambulance Service began operations in 1978 and has continued the same since. Mohawk is proud to be a union shop and a progressive emergency medical services agency dedicated to clinical excellence. Mohawk has responded to over 1.2 million emergency and non-emergency service requests throughout the Capital Region since 2002, including approximately 500,000 responses originating from local municipal emergency requests. For over thirty-five (35) years Mohawk has provided ambulance transportation services to the Cities of Albany and Schenectady. Since 2017, Mohawk has responded to 99.97% of all service requests from the City of Albany.

Mohawk maintains a growing fleet of forty-one (41) New York State Department of Health certified ambulances, five (5) New York State Department of Health certified emergency response SUVs, and three (3) New York State Department of Transportation wheelchair/stretchers vans. All of Mohawk’s vehicles are stationed and staffed out of our stations throughout the Capital Region. All of Mohawk’s basic life support ambulances are equipped with all the NYS and regionally approved “advanced modalities”; including but not limited to automated external defibrillators (AEDs), continuous positive airway pressure (CPAP) machines, Albuterol, aspirin, epinephrine, Narcan, and glucometers. Mohawk maintains full sets of Paramedic level advanced life support equipment, readily capable of rapidly converting any of its BLS ambulances or emergency response vehicles to provide ALS level of service. All of Mohawk’s EMS equipment and vehicles undergo vigorous quality checks and our vehicle’s undergo preventative maintenance every three-thousand-miles to always ensure their best possible operating condition.

Mohawk’s operations run 24 hours a day, 7 days a week, 365 days a year. Mohawk operates a state-of-the-art dispatch/communications center and many of our dispatch staff have been certified to the national standard in emergency medical dispatch by the National Academy of Emergency Medical Dispatch of the United States of America.

Mohawk maintains a state-of-the-art education center, located in Albany County, led by a dedicated team of paramedics, certified instructor coordinators, certified laboratory instructors, and

a registered nurse— who not only train our internal staff but are committed to training the local healthcare and EMS providers of tomorrow. In 2022 alone, Mohawk’s education center graduated over 140 EMT-B students, who achieved an approximate 88% passage rate on the NYS EMT-B written exam. Nearly all of our 2022 EMT graduates are currently working for Mohawk. Over thirty (35) students are currently in our ongoing EMTs classes, and over 100 prospective students are on a wait list. Mohawk intends hold up to twelve EMT classes in 2023, with class sizes ranging from fifteen to forty students.

Mohawk Project Managers & Points of Contact

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SECTION I: PROJECT INTRODUCTION

No bidder response is indicated for this section.

SECTION II: PROJECT BACKGROUND

No bidder response is indicated for this section.

SECTION III: TERM AND PRICE

Mohawk agrees to the contract terms of one (1) year commencing April 15th, 2023, with two (2), one (1) year renewals at the option of the municipality. Mohawk proposes to provide its services described herein for a fixed monthly cost of \$137,526.39, payable at the end of every month. In addition to the monthly subsidy paid by the City, Mohawk will bill patients and/or third-party payors, when legally permissible, and Mohawk will retain revenue collected.

SECTION IV: CERTIFICATE OF AUTHORITY

Mohawk Ambulance possesses a certificate authority to provide ambulance service throughout the County of Albany, which includes the City of Cohoes. If chosen as the successful contractor, Mohawk will provide a copy of such certificate to the City.

SECTION V: SCOPE OF SERVICES

Mohawk Ambulance will provide one (1) dedicated ALS ambulance, and one (1) backfilled ALS or BLS ambulance when the dedicated ambulance is engaged in an EMS call, on a seven (7) days per week, twenty-four (24) hours per day basis. When both units are in use consistent with the terms of this RFP, Mohawk will make every commercially reasonable effort to provide additional back up services to the City on an as-available, non-subsidized, fee-for service basis to patients and third parties.

If the City is interested in having the dedicated ALS ambulance co-branded with the City and Mohawk's logos, Mohawk will present co-branding options for signage/decals, and upon a mutually agreeable design, will have the dedicated unit co-branded for the duration of the agreement.

Initially, the dedicated unit provided by Mohawk will be no less than three (3) years old, and will be either a type I, II, or III ambulance, at Mohawk's discretion. All of Mohawk's EMS equipment and vehicles undergo vigorous quality checks and our vehicle's undergo preventative maintenance every three-thousand-miles to always ensure their best possible operating condition. Mohawk's ambulances and vehicles meet and will continue to meet all ambulance standards and Department of Transportation and Traffic Safety standards. All Mohawk's ambulances are equipped with mobile device terminals, redundant GPS navigation systems, radios, cellphone devices, WIFI, and other communications equipment.

Mohawk's proposed response times (ninety percent (90%) of the time) are as follows:

First Call

Dispatch To Response: One Minute and Thirty Seconds (1:30)

Response To On Scene: Eight Minutes Fifty-Nine Seconds (8:59)

Second Call (for backfilled unit, when dedicated unit engaged in call)

Dispatch To Response: One Minute and Thirty Seconds (1:30)

Response To On Scene: Twelve Minutes Fifty-Nine Seconds (12:59)

Response times maybe adjusted to weather conditions, natural disasters, downgrade from on scene Fire/Police or EMS personnel, and any circumstances outside the control of the City and Mohawk.

Mohawk shall staff its ambulance in accordance and compliance with Article 30 of the NYS Public Health Law. At minimum, every ALS ambulance will be staffed by at least one (1) paramedic, and every BLS ambulance will be staffed by at least one (1) EMT-basic. All Mohawk providers are NYS certified and online in the REMO region, and Mohawk will provide all training and continuing education to our providers, including such certification and re-certification as may be required by law, subject to the terms and conditions of our collective bargaining agreement.

Mohawk maintains a professional staff of more than three hundred (300) employees, all locally based. Of this staff more than fifty (50) are members of the operations management team, two hundred (200) are certified at the basic EMT level, over forty (40) are certified at the EMT-Paramedic level, one (1) is a registered nurse, and four (4) are certified instructor coordinators. Mohawk's medical director is provided through a contractual agreement with Albany Medical Center. The remainder of Mohawk's staff is comprised of administrative, communications, wheelchair van service, and clerical and other support staff.

Mohawk agrees to all other requirements of this Section.

SECTION VI: HOUSING

If selected, Mohawk will consider the City’s proposal as it relates to housing the dedicated ambulance.

SECTION VII: INSURANCE

If selected, Mohawk agrees to the insurance requirement terms and conditions of this Section. Mohawk would prefer an umbrella policy requirement in the amount of \$5,000,000.00 rather than \$10,000,000.00. This RFP’s umbrella insurance requirement is twice that of significantly larger municipalities. If the City were to reduce the umbrella requirement, Mohawk would be willing to negotiate a price reduction under our cost proposals.

SECTION VIII: CERTIFICATE OF AUTHORITY

This is a duplicate section, see Mohawk’s response to Section IV: Certificate of Authority.

SECTION IX: REFERENCES

Mohawk has responded to over 1.2 million emergency and non-emergency service requests throughout the Capital Region since 2002, including approximately 500,000 responses originating from local municipal emergency requests. Mohawk currently provides EMS ambulance transportation services to the Cities of Albany, Schenectady, and Rensselaer, the Towns of Glenville, Niskayuna Fire District Two, Brunswick, Poestenkill and Village of Scotia— along with mutual aid responses throughout the Counties of Albany, Schenectady, Rensselaer, and Saratoga.

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Albany, NY 12207
P: 518-434-5100

Mayor Gary R. McCarthy
105 Jay Street, Room 111
Schenectady, NY 12305
P: 518-382-5000

Supervisor Phillip H.
Herrington
Town of Brunswick
336 Town Office Road
Troy, New York, 12180
P: 518-279-3461

SECTION X: STAND-BY COVERAGE

Mohawk agrees to provide stand-by coverage at City functions upon request, utilizing the dedicated unit.

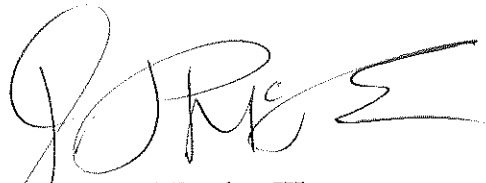
SECTION XI: OPTIONS

Mohawk agrees to respond to mutual aid requests from Albany County E-911 under the Albany County Mutual Aid Agreement with the dedicated and backfilled unit (when the dedicated is otherwise engaged in a call). In the event the dedicated unit is engaged on a call, and there is a mutual aid request consistent with this section, Mohawk will utilize the backfilled unit to initiate a mutual aid response.

SECTION XII: ACCEPTANCE OF PROPOSALS

No bidder response required under this Section.

Thank you for your consideration of Mohawk's proposal. We look forward to the potential opportunity to partner with the City and provide reliable EMS service to the residents of the City of Cohoes.

A handwritten signature in black ink, appearing to read 'J. McPartlon III', with a long horizontal flourish extending to the right.

James P. McPartlon III
President & CEO
Mohawk Ambulance Service