

1. How will the Saline County EMS Board handle sensitive information, particularly as it pertains to financial strength? Should sensitive information be disclosed?

The Saline County EMS Board certainly wants to strike the right balance between receiving as much information that can enable them to make the best possible decision, while not placing a respondent in a difficult position of potentially disclosing trade secrets or other information that otherwise could put them in a competitive disadvantage. It should be noted that there is an exemption under the Freedom of Information Act, Ark. Code Ann. § 25-19-105(b)(9)(A), for "files that if disclosed would give advantage to competitors or bidders."

Accordingly, the Board's expectation would be to comply with the FOIA, while honoring any exemptions under the FOIA, including the competitive disadvantage exemption under the FOIA. Therefore, if there is information contained in your response that you believe would be exempt under the FOIA, we would want you to note that in your response.

Additionally, if there is information that you believe cannot be disclosed for other purposes, note that in your response for the Board and provide an explanation. Another option could be to redact anything that could not be disclosed, and provide an explanation for the redaction. The goal is to honor the spirit of RFP, which is to obtain as much relevant information as possible to make an informed decision, while not placing a respondent in a tenuous position regarding disclosure of information that they may not be able to disclose.

2. Do you have an estimated call volume for the County?

	2017	2018	2019	2020
Emergent	9,281	11,198	11,388	11,339
Nonemergent	1,996	2,130	2,275	2,427

3. What role will Saline Memorial’s ambulances play in the EMS system once an agreement is reached with the new sole ambulance service provider? Will they continue to take interfacility transports out of the hospital to other hospitals?

As stated in the RFP, the contract between the future EMS provider and the Saline County EMS Board will be an exclusive contract for **emergency** medical services. Non-emergency transports **are not** covered in this RFP, including any potential contract, and will have to be determined on an individual basis between the parties involved. Regarding transfers that are routed through Saline Emergency Communications (SEC or the dispatch center), the dispatch center would provide information on dispatching EMS units for Non-Emergency transfers. However, the Saline County EMS Board would not be involved in specific negotiations between the EMS provider and a potential customer.

4. Will there need to be and Rescue and/or Recovery services provided by the EMS provider?

The Saline County EMS Board does not anticipate the EMS provider providing rescue or recovery services. The Saline County EMS Board does not fully understand what is meant by "recovery" services, but the Saline County EMS Board is open to hearing more about what that might entail.

5. Will the County provide any lodging for crews and ambulances?

The Saline County EMS Board does not currently intend to provide lodging for crews and ambulances, and the development of operating areas should be a key

consideration when responding to the RFP. However, this could be negotiable depending upon the proposal provided by the Respondent.

6. What are the estimated costs associated with paying the current dispatch center to continue dispatching for the next service?

The costs associated with operating the dispatch center have varied from \$95,000 to \$134,000 annually. That amount is negotiable as part of future contract discussions

