

Basic Life Support EMS Services

A Proposal to the Township of Piscataway

July 8, 2021

HMH JFK Emergency Medical Services

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In accordance with federal law, HMH JFK EMS shall transport patients to such hospital or healthcare facilities as may be requested by or on behalf of the patient. Under conditions where JFK's EMS personnel deem a patient's condition critical, the patient will be transported to the closest appropriate medical facility consistent with the medical protocols of the State of New Jersey and our physician Medical Director.

Experience and Capabilities

HMH JFK EMS provides swift access to appropriate prehospital resources, consistently outstanding clinical care, and most recently, a vital link between the community and the health care facilities that provide services within that community. These are the expectations of today's patients that call 911 during times of need and of the forward-thinking municipalities that focus on making sure those expectations are met whenever such need arises. These ever-important benchmarks of quality are the central focus of HMH JFK EMS. 2020 was a year of unrivaled challenges for Hackensack Meridian Health and for the medical centers that make up its expansive and comprehensive network of care. As members of this progressive landscape, JFK University Medical Center prides itself on our unique and forward-thinking Emergency Medical Service resources. With the integration of the Basic and Advanced Life Support divisions from Union to Ocean counties as a single cohesive department under the existing JFK EMS license, HMH JFK EMS has grown in size, scope, and geography, while remaining focused on the quality and compassion for which our department has always been known. Together, we honor the legacy and traditions our combined EMS units have brought together within our new system of pre-hospital care, and we look forward to creating our new shared culture as we shape the future of EMS in New Jersey.

HMH JFK EMS uses a data-driven, technology-rich approach to providing efficient and effective Emergency Medical Services while keeping the primary focus on outstanding and timely patient-centric care. HMH JFK EMS has been the Basic Life Support (BLS) provider of choice for Edison Township - the 5th largest municipality in New Jersey - since August 1, 2013. Throughout that service period JFK EMS has met the performance metrics of the current contract 89% of the time (above the contracted 85% threshold). In addition, HMH JFK EMS has been the primary BLS provider for the Borough of Metuchen since February 1, 2012 and has met the performance metrics of the current contract 91% of the time.

Most recently, Perth Amboy and Sayreville were added to the BLS response primary, with daytime hours in Perth Amboy being covered since May 23, 2019, and 24/7 coverage beginning on July 1, 2019. Daytime coverage in Sayreville began December 1, 2019, and our initial 6 month term was renewed through 2022 based on the performance we have delivered to date.

With the integration of Alert Ambulance Service into the JFK EMS family on January 1, 2020, additional BLS contracts in Red Bank, Matawan, Aberdeen and Highlands were added, and we continue to refine our response algorithms and improve performance in these municipalities in Monmouth County as well.

HMH JFK EMS was also recently granted the ability to participate in a CMS pilot program known as ET3. The "Emergency Triage, Treat, and Transport" model allows for flexibility in the traditional EMS transportation algorithm, including the ability to transport to destinations other than emergency departments (such as urgent care facilities) and perform Telehealth treatment encounters without the need to subsequently transport the patient when a trip to the hospital is not deemed necessary. HMH JFK EMS is one of only

three entities in New Jersey, and the only EMS provider in Middlesex County, awarded participation in this pilot program, along with HMH Hackensack University Medical Center EMS and University EMS in Newark. As a network, HMH continues to evaluate participation in this pilot program, and JFK EMS hopes to be among the first involved in changing the EMS paradigm of care here in New Jersey.

We take great pride in our track record of EMS innovation and support to the communities in which we live and work, and we are committed to the health and well-being of Piscataway's residents with the same level of passion and commitment. By replicating the successes achieved throughout our expanded geography based on history and experience, we have every confidence that the HMH JFK EMSresponse system can once again exceed the expectations of the township.

Municipal References

The following community leaders from the above municipalities can be contacted as references to the positive working relationships we have fostered and the quality of operational response and clinical care we have provided as contracted EMS service providers:

Maureen P. Ruane
Business Administrator, Twp. of Edison
100 Municipal Boulevard, Edison, NJ 08817
732-248-7298 Phone
mruane@edisonnj.org

David Irizarry
Chief of Police, Metuchen Borough
500 Main Street, Metuchen, NJ 08840
732-632-8500
dirizarry@metuchenpd.org

Dan Frankel
Borough Administrator, Sayreville Borough
167 Main Street, Sayreville, NJ 08872
732-390-7071
dfrankel@sayreville.com

Ed Mullen
Chief of Fire Services, Perth Amboy
365 New Brunswick Ave, Perth Amboy, NJ 08861
732-324-3501
emullen@perthamboynjfd.org

Darren McConnell
Chief of Police and Business Administrator, Red Bank
90 Monmouth Street, Red Bank, NJ 07701
732-530-2710
dmccConnell@redbanknj.org

Payment for Services

Hackensack Meridian Health believes that no uninsured or underinsured patients should ever be forced to think twice about calling 911 for fear that it could place them in financial jeopardy. HMH JFK EMS will provide Basic Life Support services without regard to a person's ability to pay for the services.

HMH JFK EMS applauds Piscataway Township for including a subscription fee meant to lessen the financial burden that residents, employees and visitors are faced with after a medical or traumatic emergency. We further acknowledge that this structure can only be successful with the partnership of a reliable provider capable of meeting township volume needs. For such a fee to be compliant with regulatory agencies such as the Center for Medicare & Medicaid Services, the fee JFK EMS proposes to Piscataway must closely resemble what we would expect to collect from patients themselves. Creating that approximation requires the provider first have a solid understanding of the area's payor mix.

HMH JFK EMS has significant experience providing emergency medical services to the Township of Piscataway. Our Advanced Life Support primary coverage area includes the sections of town that are north of Highway 287 and east of Possumtown Road. In addition, JFK EMS frequently provides mutual aid Basic Life Support throughout all of Piscataway when the township's current provider is unable to respond. Thus far in 2020, JFK EMS Advanced and Basic Life Support units responded to Piscataway and transported patients to the hospital over 500 times. This depth of experience serves as the foundation to develop the proposed subscription fee.

JFK EMS anticipates the Piscataway payor mix to be detailed as follows:

Payor	%
Medicare	42%
Commercial Insurance	26%
Compassionate Care	23%
Medicaid	9%

Considering the RFP documents and the Township's responses to questions in Addendum #1, JFK EMS anticipates the total volume per year to be approximately 1,250 transports, with 1.5% growth in volume each year. Since the contract will not start until September 5, 2021, and ends on September 6, 2026, both the first and final year's volume are prorated based on the number of calendar days for each of those periods.

JFK EMS anticipates the following patient transport volume each year:

Payor	2021*	2022	2023	2024	2025	2026*
Medicare	168	533	541	549	557	386
Commercial Insurance	104	330	335	340	345	239
Compassionate Care	92	292	296	301	305	211
Medicaid	36	114	116	118	119	83
Total Anticipated Annual Volume	400	1,269	1,288	1,308	1,326	919

* Partial Year

HMH JFK EMS also assessed typical out-of-pocket expenses related to copayments and deductibles for various insurance carriers. Medicare utilizes a fee schedule to reimburse for the cost of transporting a patient at the Emergency Basic Life Support level. Conversely, commercial insurance carrier's copays and deductibles have significant variability between different companies. JFK EMS evaluated the five most common commercial insurance carriers as it relates to recent patient transports and developed an average out-of-pocket expense. Please note that patients who are covered by Medicaid or qualify for JFK University Medical Center's Compassionate Care program do not pay out-of-pocket fees.

HMH JFK EMS estimates the following out-of-pocket fees for each insurance category:

Payor	Out-of-Pocket Fee
Medicare	\$203
Commercial Insurance	\$274
Compassionate Care	\$0
Medicaid	\$0

Finally, JFK EMS multiplied the total volume by payor categories times the expected out of pocket expense for each to develop a total **estimated** annual cost for the proposed subscription plan:

Payor	2021*	2022	2023	2024	2025	2026*
Medicare	\$34,104	\$108,199	\$109,823	\$111,447	\$113,071	\$78,358
Commercial Insurance	\$28,496	\$90,420	\$91,790	\$93,160	\$94,530	\$65,486
Compassionate Care	\$0	\$0	\$0	\$0	\$0	\$0
Medicaid	\$0	\$0	\$0	\$0	\$0	\$0
Total Annual Estimated Subscription Fee	\$62,600	\$198,619	\$201,613	\$204,607	\$207,601	\$143,844

*Partial Year

In order for a subscription plan such as this to remain compliant with federal and state law, the amount of the Subscription Fee must align with the actual amounts that JFK EMS would receive from each payor for copayments or deductibles.. In accordance with the request for proposal document, JFK EMS will evaluate the subscription fee on a quarterly basis. Should the fee be in excess of the amount that should have been collected, JFK EMS will reimburse the Township the difference. Similarly, should the fee fall short of the expected amount, JFK EMS will invoice the Township for the difference.

Performance Standards

HMH JFK EMS proposes to arrive on scene to ninety percent (90%) or greater of all assigned responses in ten (10) minutes or less (with exceptions for circumstances which are either not known, or not under the control of the organization which would cause a reasonable person to expect a delay under the circumstances, including, but not limited to severe weather conditions, construction, road closure, police or fire activity, or other unforeseen circumstances). JFK EMS proposes to document any such delay and provide the same to the Township within the previously-referenced reports. JFK EMS shall verify by written report that all treatment provided complies with appropriate regulations.