



**City of Des Plaines**  
**Fire Department**  
 405 South River Road  
 Des Plaines, IL 60016  
 Tel: 847-391-5333  
 Fax: 847-391-5649

**MEMORANDUM**

Date: November 29, 2012  
 To: Michael Bartholomew, City Manager  
 From: Alan Wax, Fire Chief *AW*  
 Re: Ambulance Billing Services

**Issue:** The City of Des Plaines' (the City) current contract for ambulance billing and collection services with Medical Reimbursement Services, Inc., expires on December 31, 2012.

**Analysis:** For the past 17 years, the City has utilized the services of Medical Reimbursement Services, Inc., to bill and collect ambulance transport fees. In the last contract, the City paid 6.00% of collections for this service. This fee rate was based upon resident and non-resident billing. Residents of the City started being billed four (4) years ago. Between January 1, 2009 and December 31, 2011, there has been an average of \$1,234,822 in collections per year.

The Des Plaines Fire Department (DPFD) sent out a Request for Proposals (RFP) for ambulance billing and collection services to ten (10) vendors, four (4) local vendors and six (6) out-of-state vendors. By the extended deadline of November 7, 2012, the City received eight (8) proposals. Table I shows the proposals received:

**Table I**  
**Vendor Proposal Comparison**

Vendor	Location	Years of Experience	Propsed Fee
Ambulance Medical Billing (317) 946-9739	100 Fulton Ct. Paducah, KY	50	5.95%
Andres Medical Billing, Ltd. (847) 577-8811	3343 N. Ridge Ave. Arlington Heights, IL	17	5.00%
Fidelis EMS Billing, L.L.C. (800) 355-1753	9 W. Washington St., Ste. #405 Chicago, IL	16	4.75%
Intermedix (614) 987-2000	1105 Schrock Rd., Ste. #610 Columbus, OH	35	4.75% or 5.75% <sup>1</sup>
LifeQuest Services (888) 777-4911	N2930 State Rd 22 Wautoma, WI	20	4.90%
MED300, Inc. (937) 291-2882	3131 Newmark Dr., Ste. #100 Miamisburg, OH	17	5.75%
Medical Reimbursement Services, Inc. (773) 233-1170	P.O. Box 438495 Chicago, IL	21	4.50%
Paramedic Billing Services (630) 530-2988	395 W. Lake St. Eimhurst, IL	22	5.00%

**NOTE:**

<sup>1</sup> = 5.75% charged for all collections if levels exceed \$1.4 million

A review committee that consisted of Finance Director Dorothy Wisniewski, Division Chief Pete Dyer, Administrative Analyst Pedro Pelaez, and me reviewed all the proposals received. The committee evaluated the vendors for their ability to provide financial reports, security measures to protect clients' information, years in business, references, etc. There were four (4) major areas that were analyzed in-depth when comparing the eight (8) proposals: the vendors' 1) anticipated net collections to the City, 2) Illinois client base (reflecting familiarization with Illinois requirements and nuances), 3) access to an electronic report-producing system, and 4) collection fee percentage. Currently, Medical Reimbursement Services, Inc.'s collection fee is 6.00%, while their 2011 collection rate was 54.15% of the \$2,366,403 gross billing, or just over \$1.2 million in total collections (\$310.41 in revenue to the City per transport for all transport types).

The review committee assigned a score of between zero (0) and five (5) to each of the above four (4) stated major areas for each of the eight (8) vendors. These four (4) reviewed areas were then weighted as follows: a) net collections – 60%, b) Illinois client history – 15%, c) access to electronic report producing system – 15%, and d) collection fee percentage – 10%. Table II shows the scores assigned to each category by vendors.

**Table II  
Vendor Weighted Scoring**

Vendor	Weighted Criteria Analyzed								Total Score
	Net Collections <sup>1</sup> (60%)		Illinois Client Familiarization <sup>2</sup> (15%)		Electronic Reporting Access <sup>3</sup> (15%)		Collection Fee <sup>4</sup> (10%)		
	Score	Weighted Score	Score	Weighted Score	Score	Weighted Score	Score	Weighted Score	
Ambulance Medical Billing	3	1.80	0	0.00	5	0.75	5	0.50	3.05
Andres Medical Billing, Ltd.	5	3.00	5	0.75	5	0.75	3	0.30	4.80
Fidelis EMS Billing, L.L.C.	2	1.20	0	0.00	5	0.75	4	0.40	2.35
Intermedix	3	1.80	2	0.30	5	0.75	4	0.40	3.25
LifeQuest Services	3	1.80	0	0.00	5	0.75	4	0.40	2.95
MED300, Inc.	1	0.60	1	0.15	5	0.75	2	0.20	1.70
Medical Reimbursements Services, Inc.	3	1.80	5	0.75	3	0.45	4	0.40	3.40
Paramedic Billing Services	2	1.20	5	0.75	5	0.75	3	0.30	3.00

**NOTES:**

<sup>1</sup> = Scoring: a) 5 = \$15 million or greater, b) 4 = \$13 million or greater, c) 3 = \$11 million or greater, d) 2 = \$900,000 or greater, e) 1 = \$700,000 or greater, f) 0 = \$500,000 or greater

<sup>2</sup> = Scoring: a) 5 = 5 out of 5 references IL based, b) 4 = 4 out of 5 references IL based, c) 3 = 3 out of 5 references IL based, d) 2 = 2 out of 5 references IL based, e) 1 = 1 out of 5 references IL based, f) 0 = 0 out of 5 references IL based

<sup>3</sup> = Scoring: a) 5 = access to electronic report producing program, b) 3 = provide reports on demand c) 0 = no reports provided

<sup>4</sup> = Scoring: a) 5 = 4.00% or less, b) 4 = 4.50% or less, c) 3 = 5.00% or less, d) 2 = 5.50% or less, e) 1 = 6.00% or less, f) 0 = 6.50% or less

After comparing all the proposals, the committee selected Andres Medical Billing, Ltd (Andres) as the most qualified provider based on the above weighted scoring system and its ability to meet the requirements of the RFP, charging a very competitive collection fee rate of 5.00%, and providing the best administrative services.

**Recommendation:** In the best interest of the City, Staff recommends that the City Council approve the resolution accepting the proposal for ambulance billing and collection services from Andres Medical Billing, Ltd., 3343 N. Ridge Ave., Arlington Heights, IL, 60004, and entering the contract with Andres for services from January 1, 2013 through December 31, 2015 for a fee of 5.00% of collections.

We request this item be placed on the consent agenda for approval at the December 17, 2012 City Council Meeting.

Attachments: Resolution  
Exhibit A - Contract

**CITY OF DES PLAINES  
PROFESSIONAL SERVICES AGREEMENT**

This **PROFESSIONAL SERVICES AGREEMENT** ("**Agreement**") is dated as of the \_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_, and is by and between the **CITY OF DES PLAINES**, an Illinois home rule municipal corporation ("**City**"), and the Consultant identified in Section 1.A of this Agreement.

**IN CONSIDERATION OF** the recitals and the mutual covenants and agreements set forth in this Agreement, and pursuant to the City's statutory and home rule powers, the parties agree as follows:

**SECTION 1.       CONSULTANT.**

**A. Engagement of Consultant.** The City desires to engage the Consultant identified below to perform and to provide all necessary professional consulting services to perform the work in connection with the project identified below:

**Consultant Name ("**Consultant**"):**       Andres Medical Billing, Ltd.  
**Address:**                                       3343 North Ridge Avenue  
   Arlington Heights, IL 60004  
**Telephone No.:**                               (800) 244-2345  
**Project Name/Description:**               Medical Billing Services

**B. Project Description.** The Consultant shall provide billing and collection services for the City of Des Plaines Fire Department, as more fully described in the proposal attached to this Agreement as **Exhibit A ("**Proposal**")**.

**C. Representations of Consultant.** The Consultant represents that it is financially solvent, has the necessary financial resources, and is sufficiently experienced and competent to perform and complete the consulting services that are set forth in the Proposal ("**Services**") in a manner consistent with the standards of professional practice by recognized consulting firms providing services of a similar nature.

**SECTION 2.       SCOPE OF SERVICES.**

**A. Retention of the Consultant.** The City retains the Consultant to perform, and the Consultant agrees to perform, the Services.

**B. Services.** The Consultant shall provide the Services described in the Proposal pursuant to the terms and conditions of this Agreement. Where the Proposal gives the City discretion to choose the method, system, or timing of delivering, performing or facilitating any aspect of the Services, including, without limitation, data

sharing, billing cycles, payment collection and remittance, and Consultant reporting, the City's discretion shall be exclusive and absolute; provided, however, that the City shall consult with the Consultant before exercising its sole and absolute discretion.

**C. Data Exchange.** Without limiting the City's discretion set forth in Section 2.B of this Agreement, the City and the Consultant hereby acknowledge and agree that the City currently uses ImageTrend software ("**ImageTrend**") to store and access data relating to the City's provision of emergency medical services and ambulance services ("**Data**"), but the City may, at its sole and absolute discretion, choose to use another type of software to store and access Data ("**Software**"). The Consultant agrees that it shall access any Data it needs to perform the Services through ImageTrend and, if the City elects to use different Software, shall work with the City to access any Data it needs to Perform the Services through the Software chosen by the City.

**D. Commencement; Term.** The Consultant shall commence the Services immediately upon receipt of written notice from the City that this Agreement has been fully executed by the Parties ("**Commencement Date**"). The Consultant shall diligently and continuously prosecute the Services for a term of three years ("**Term**").

**E. Renewal.** The City may renew this Agreement for a renewal term of one year ("**Renewal Term**") by providing written notice to the Consultant not less than 60 days before expiration of the Term or any Renewal Term.

**F. Reporting.** The Consultant shall regularly report to the City Manager, or his designee, regarding the progress of the Services during the term of this Agreement.

### **SECTION 3. COMPENSATION AND METHOD OF PAYMENT.**

**A. Compensation for Services.** The total amount that the City shall pay for the Services pursuant to this Agreement shall not exceed the fixed percentage of five percent of the total amount collected by the Consultant in the course of performing the Services, as set forth in the Proposal ("**Compensation**"). No claim for additional compensation shall be valid unless made in accordance with Sections 3.D or 3.E of this Agreement.

**B. Invoices and Payment.** The Consultant shall submit invoices in an approved format to the City for the Services performed during the preceding month. The amount billed in each invoice for the Services shall be based solely upon the fixed percentage set forth in Section 3.A of this Agreement and in the Proposal. The City shall pay to the Consultant the amount billed within 60 days after receiving such an invoice.

**C. Records.** The Consultant shall maintain records showing actual time devoted and costs incurred, and shall permit the City to inspect and audit all data and records of the Consultant for work done pursuant to this Agreement. The records shall be made available to the City at reasonable times during the term of this Agreement, and for one year after the termination of this Agreement.

**D. Claim In Addition To Agreement Amount.**

1. The Consultant shall provide written notice to the City of any claim for additional compensation as a result of action taken by the City, within 15 days after the occurrence of such action.

2. The Consultant acknowledges and agrees that: (a) the provision of written notice pursuant to Section 3.D.1 of this Agreement shall not be deemed or interpreted as entitling the Consultant to any additional compensation; and (b) any changes in the Compensation shall be valid only upon written amendment of this Agreement pursuant to Section 8.A of this Agreement.

3. Regardless of the decision of the City relative to a claim submitted by the Consultant, the Consultant shall proceed with all of the work required to complete the Services under this Agreement, as determined by the City, without interruption.

**E. Additional Services.** The Consultant acknowledges and agrees that the City shall not be liable for any costs incurred by the Consultant in connection with any services provided by the Consultant that are outside the scope of this Agreement ("***Additional Services***"), regardless of whether such Additional Services are requested or directed by the City, except upon the prior written consent of the City.

**F. Taxes, Benefits, and Royalties.** Each payment by the City to the Consultant includes all applicable federal, state, and City taxes of every kind and nature applicable to the Services, as well as all taxes, contributions, and premiums for unemployment insurance, old age or retirement benefits, pensions, annuities, or similar benefits, and all costs, royalties, and fees arising from the use on, or the incorporation into, the Services, of patented or copyrighted equipment, materials, supplies, tools, appliances, devices, processes, or inventions. All claims or rights to claim additional compensation by reason of the payment of any such tax, contribution, premium, cost, royalty, or fee are hereby waived and released by the Consultant.

**SECTION 4. PERSONNEL; SUBCONTRACTORS.**

**A. Key Project Personnel.** The Key Project Personnel identified in the Proposal shall be primarily responsible for carrying out the Services on behalf of the Consultant. The Key Project Personnel shall not be changed without the City's prior written approval.

**B. Availability of Personnel.** The Consultant shall provide all personnel necessary to complete the Services including, without limitation, any Key Project Personnel identified in this Agreement. The Consultant shall notify the City as soon as practicable prior to terminating the employment of, reassigning, or receiving notice of the resignation of, any Key Project Personnel. The Consultant shall have no claim for damages and shall not bill the City for additional time and materials charges as the result of any portion of the Services which must be duplicated or redone due to such termination, reassignment, or resignation.

**C. Approval and Use of Subcontractors.** The Consultant shall perform the Services with its own personnel and under the management, supervision, and control of its own organization unless otherwise approved in advance by the City in writing. All subcontractors and subcontracts used by the Consultant shall be acceptable to, and approved in advance by, the City. The City's approval of any subcontractor or subcontract shall not relieve the Consultant of full responsibility and liability for the provision, performance, and completion of the Services as required by this Agreement. All Services performed under any subcontract shall be subject to all of the provisions of this Agreement in the same manner as if performed by employees of the Consultant. For purposes of this Agreement, the term "Consultant" shall be deemed also to refer to all subcontractors of the Consultant, and every subcontract shall include a provision binding the subcontractor to all provisions of this Agreement.

**D. Removal of Personnel and Subcontractors.** If any personnel or subcontractor fails to perform the Services in a manner satisfactory to the City and consistent with commonly accepted professional practices, the Consultant shall immediately upon notice from the City remove and replace such personnel or subcontractor. The Consultant shall have no claim for damages or for compensation in excess of the amount contained in this Agreement as a result of any such removal or replacement.

## **SECTION 5. CONFIDENTIAL INFORMATION.**

**A. Confidential Information.** The term "***Confidential Information***" shall mean information in the possession or under the control of the City relating to the technical, business, or corporate affairs of the City; City property; user information, including, without limitation, any information pertaining to usage of the City's computer system, including and without limitation, any information obtained from server logs or other records of electronic or machine readable form; and the existence of, and terms and conditions of, this Agreement. City Confidential Information shall not include information that can be demonstrated: (1) to have been rightfully in the possession of the Consultant from a source other than the City prior to the time of disclosure of such information to the Consultant pursuant to this Agreement ("***Time of Disclosure***"); (2) to have been in the public domain prior to the Time of Disclosure; (3) to have become part of the public domain after the Time of Disclosure by a publication or by any other means except an unauthorized act or omission or breach of this Agreement on the part of the Consultant or the City; or (4) to have been supplied to the Consultant after the Time of Disclosure without restriction by a third party who is under no obligation to the City to maintain such information in confidence.

**B. No Disclosure of Confidential Information by the Consultant.** The Consultant acknowledges that it shall, in performing the Services for the City under this Agreement, have access, or be directly or indirectly exposed, to Confidential Information. The Consultant shall hold confidential all Confidential Information and shall not disclose or use such Confidential Information without the express prior written consent of the City. The Consultant shall use reasonable measures at least as strict as those the Consultant uses to protect its own confidential information. Such measures

shall include, without limitation, requiring employees and subcontractors of the Consultant to execute a non-disclosure agreement before obtaining access to Confidential Information.

**SECTION 6. STANDARD OF SERVICES AND INDEMNIFICATION.**

**A. Representation and Certification of Services.** The Consultant represents and certifies that the Services shall be performed in accordance with the standards of professional practice, care, and diligence practiced by recognized consulting firms in performing services of a similar nature in existence during the Term. The representations and certifications expressed shall be in addition to any other representations and certifications expressed in this Agreement, or expressed or implied by law, which are hereby reserved unto the City.

**B. Indemnification.** The Consultant shall, and does hereby agree to, indemnify, save harmless, and defend the City against all damages, liability, claims, losses, and expenses (including attorneys' fees) that may arise, or be alleged to have arisen, out of or in connection with the Consultant's performance of, or failure to perform, the Services or any part thereof, or any failure to meet the representations and certifications set forth in Section 6.A of this Agreement.

**C. Insurance.** The Consultant shall provide, at its sole cost and expense, liability insurance in the aggregate amount of \$1,000,000, which insurance shall include, without limitation, protection for all activities associated with the Services. The insurance shall be for a minimum of \$1,000,000 per occurrence for bodily injury and \$1,000,000 per occurrence for property damage. The Consultant shall cause the City to be named as an additional insured on the insurance policy described in this Section 6.C. Not later than 10 days after the Commencement Date, the Consultant shall provide the City with either: (a) a copy of the entire insurance policy; or (b) a Certificate of Insurance along with a letter from the broker issuing the insurance policy to the effect that the Certificate accurately reflects the contents of the insurance policy. The insurance coverages and limits set forth in this Section 6.C shall be deemed to be minimum coverages and limits, and shall not be construed in any way as a limitation on the Consultant's duty to carry adequate insurance or on the Consultant's liability for losses or damages under this Agreement.

**D. No Personal Liability.** No elected or appointed official or employee of the City shall be personally liable, in law or in contract, to the Consultant as the result of the execution of this Agreement.

**SECTION 7. CONSULTANT AGREEMENT GENERAL PROVISIONS.**

**A. Relationship of the Parties.** The Consultant shall act as an independent contractor in providing and performing the Services. Nothing in, nor done pursuant to, this Agreement shall be construed: (1) to create the relationship of principal and agent, employer and employee, partners, or joint venturers between the City and Consultant;

or (2) to create any relationship between the City and any subcontractor of the Consultant.

**B. Conflict of Interest.** The Consultant represents and certifies that, to the best of its knowledge: (1) no elected or appointed City official, employee or agent has a personal financial interest in the business of the Consultant or in this Agreement, or has personally received payment or other consideration for this Agreement; (2) as of the date of this Agreement, neither Consultant nor any person employed or associated with Consultant has any interest that would conflict in any manner or degree with the performance of the obligations under this Agreement; and (3) neither Consultant nor any person employed by or associated with Consultant shall at any time during the term of this Agreement obtain or acquire any interest that would conflict in any manner or degree with the performance of the obligations under this Agreement.

**C. No Collusion.** The Consultant represents and certifies that the Consultant is not barred from contracting with a unit of state or local government as a result of: (1) a delinquency in the payment of any tax administered by the Illinois Department of Revenue, unless the Consultant is contesting, in accordance with the procedures established by the appropriate revenue act, its liability for the tax or the amount of the tax, as set forth in Section 11-42.1-1 *et seq.* of the Illinois Municipal Code, 65 ILCS 5/11-42.1-1 *et seq.*; or (2) a violation of either Section 33E-3 or Section 33E-4 of Article 33E of the Criminal Code of 1961, 720 ILCS 5/33E-1 *et seq.* The Consultant represents that the only persons, firms, or corporations interested in this Agreement as principals are those disclosed to the City prior to the execution of this Agreement, and that this Agreement is made without collusion with any other person, firm, or corporation. If at any time it shall be found that the Consultant has, in procuring this Agreement, colluded with any other person, firm, or corporation, then the Consultant shall be liable to the City for all loss or damage that the City may suffer, and this Agreement shall, at the City's option, be null and void.

**D. Termination.** Notwithstanding any other provision hereof, the City may terminate this Agreement at any time upon 15 days written notice to the Consultant. In the event that this Agreement is so terminated, the Consultant shall be paid for Services actually performed and reimbursable expenses actually incurred, if any, prior to termination, not exceeding the value of the Services completed, which shall be determined on the basis of the rates set forth in the Proposal.

**E. Compliance With Laws and Grants.**

1. **Compliance with Laws.** The Consultant shall give all notices, pay all fees, and take all other action that may be necessary to ensure that the Services are provided, performed, and completed in accordance with all required governmental permits, licenses, or other approvals and authorizations that may be required in connection with providing, performing, and completing the Services, and with all applicable statutes, ordinances, rules, and regulations, including, without limitation: the Health Insurance Portability and Accountability Act of 1996; any applicable prevailing wage laws; the Fair Labor Standards Act; any statutes regarding qualification to do

business; any statutes requiring preference to laborers of specified classes; any statutes prohibiting discrimination because of, or requiring affirmative action based on, race, creed, color, national origin, age, sex, or other prohibited classification, including, without limitation, the Americans with Disabilities Act of 1990, 42 U.S.C. §§ 12101 *et seq.*, and the Illinois Human Rights Act, 775 ILCS 5/1-101 *et seq.* The Consultant shall also comply with all conditions of any federal, state, or local grant received by the City or the Consultant with respect to this Agreement or the Services. Further, the Consultant shall have a written sexual harassment policy in compliance with Section 2-105 of the Illinois Human Rights Act.

2. Liability for Noncompliance. The Consultant shall be solely liable for any fines or civil penalties that are imposed by any governmental or quasi-governmental agency or body that may arise, or be alleged to have arisen, out of or in connection with the Consultant's, or any of its subcontractors, performance of, or failure to perform, the Services or any part thereof.

3. Required Provisions. Every provision of law required by law to be inserted into this Agreement shall be deemed to be inserted herein.

**F. Default.** If it should appear at any time that the Consultant has failed or refused to prosecute, or has delayed in the prosecution of, the Services with diligence at a rate that assures completion of the Services in full compliance with the requirements of this Agreement, or has otherwise failed, refused, or delayed to perform or satisfy the Services or any other requirement of this Agreement ("**Event of Default**"), and fails to cure any such Event of Default within ten business days after the Consultant's receipt of written notice of such Event of Default from the City, then the City shall have the right, without prejudice to any other remedies provided by law or equity, to pursue any one or more of the following remedies:

1. Cure by Consultant. The City may require the Consultant, within a reasonable time, to complete or correct all or any part of the Services that are the subject of the Event of Default; and to take any or all other action necessary to bring the Consultant and the Services into compliance with this Agreement.

2. Termination of Agreement by City. The City may terminate this Agreement without liability for further payment of amounts due or to become due under this Agreement after the effective date of termination.

3. Withholding of Payment by City. The City may withhold from any payment, whether or not previously approved, or may recover from the Consultant, any and all costs, including attorneys' fees and administrative expenses, incurred by the City as the result of any Event of Default by the Consultant or as a result of actions taken by the City in response to any Event of Default by the Consultant.

**G. No Additional Obligation.** The Parties acknowledge and agree that the City is under no obligation under this Agreement or otherwise to negotiate or enter into any

other or additional contracts or agreements with the Consultant or with any vendor solicited or recommended by the Consultant.

**H. City Council Authority.** Notwithstanding any provision of this Agreement, any negotiations or agreements with, or representations by the Consultant to, vendors shall be subject to the approval of the City Council. For purposes of this Section 7.H, "vendors" shall mean entities engaged in subcontracts for the provision of additional services directly to the City. The City shall not be liable to any vendor or third party for any agreements made by the Consultant without the knowledge and approval of the City Council.

**I. Mutual Cooperation.** The City agrees to cooperate with the Consultant in the performance of the Services, including meeting with the Consultant and providing the Consultant with such non-confidential information that the City may have that may be relevant and helpful to the Consultant's performance of the Services. The Consultant agrees to cooperate with the City in the performance and completion of the Services and with any other consultants engaged by the City.

**J. News Releases.** The Consultant shall not issue any news releases, advertisements, or other public statements regarding the Services without the prior written consent of the City Manager.

**K. Ownership.** Designs, drawings, plans, specifications, photos, reports, information, observations, calculations, notes, and any other documents, data, or information, in any form, prepared, collected, or received from the City by the Consultant in connection with any or all of the Services to be performed under this Agreement ("**Documents**") shall be and remain the exclusive property of the City. At the City's request, or upon termination of this Agreement, the Consultant shall cause the Documents to be promptly delivered to the City.

**L. GIS Data.** The City has developed digital map information through Geographic Information Systems Technology ("**GIS Data**") concerning the real property located within the City. If requested to do so by the Consultant, the City agrees to supply the Consultant with a digital copy of the GIS Data, subject to the following conditions:

1. **Limited Access to GIS Data.** The GIS Data provided by the City shall be limited to the scope of the Services that the Consultant is to provide for the City;

2. **Purpose of GIS Data.** The Consultant shall limit its use of the GIS Data to its intended purpose of furtherance of the Services; and

3. **Agreement with Respect to GIS Data.** The Consultant does hereby acknowledge and agree that:

a. **Trade Secrets of the City.** The GIS Data constitutes proprietary materials and trade secrets of the City, and shall remain the property of the City;

b. Consent of City Required. The Consultant will not provide or make available the GIS Data in any form to anyone without the prior written consent of the City Manager;

c. Supply to City. At the request of the City, the Consultant shall supply the City with any and all information that may have been developed by the Consultant based on the GIS Data;

d. No Guarantee of Accuracy. The City makes no guarantee as to the accuracy, completeness, or suitability of the GIS Data in regard to the Consultant's intended use thereof; and

e. Discontinuation of Use. At such time as the Services have been completed to the satisfaction of the City, the Consultant shall cease its use of the GIS Data for any purpose whatsoever, and remove the GIS Data from all of the Consultant's databases, files, and records; and, upon request, an authorized representative of the City shall be afforded sufficient access to the Consultant's premises and data processing equipment to verify compliance by the Consultant with this Section 7.L.3.e.

## **SECTION 8. GENERAL PROVISIONS.**

**A. Amendment.** No amendment or modification to this Agreement shall be effective until it is reduced to writing and approved and executed by the City and the Consultant in accordance with all applicable statutory procedures.

**B. Assignment.** This Agreement may not be assigned by the City or by the Consultant without the prior written consent of the other party.

**C. Binding Effect.** The terms of this Agreement shall bind and inure to the benefit of the City, the Consultant, and their agents, successors, and assigns.

**D. Notice.** All notices required or permitted to be given under this Agreement shall be in writing and shall be delivered (1) personally, (2) by a reputable overnight courier, or by (3) by certified mail, return receipt requested, and deposited in the U.S. Mail, postage prepaid. Unless otherwise expressly provided in this Agreement, notices shall be deemed received upon the earlier of: (a) actual receipt; (b) one business day after deposit with an overnight courier, as evidenced by a receipt of deposit; or (c) four business days following deposit in the U.S. mail, as evidenced by a return receipt. By notice complying with the requirements of this Section 8.D, each party shall have the right to change the address or the addressee, or both, for all future notices and communications to the other party, but no notice of a change of addressee or address shall be effective until actually received.

Notices and communications to the City shall be addressed to, and delivered at, the following address:

City of Des Plaines  
1420 Miner Street

Des Plaines, Illinois 60016  
Attention: Chief, Fire Department

With a copy to:

Holland & Knight LLP  
131 S. Dearborn, 30<sup>th</sup> Floor  
Chicago, Illinois 60603  
Attention: Peter M. Friedman

Notices and communications to the Consultant shall be addressed to, and delivered at, the following address:

Andres Medical Billing  
3343 North Ridge Avenue  
Arlington Heights, IL 60004  
Attention: Patrick J. Mannix

With a copy to:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**E. Third Party Beneficiary.** No claim as a third party beneficiary under this Agreement by any person, firm, or corporation shall be made or be valid against the City.

**F. Provisions Severable.** If any term, covenant, condition, or provision of this Agreement is held by a court of competent jurisdiction to be invalid, void, or unenforceable, the remainder of the provisions shall remain in full force and effect and shall in no way be affected, impaired, or invalidated.

**G. Time.** Time is of the essence in the performance of all terms and provisions of this Agreement.

**H. Calendar Days and Time.** Unless otherwise provided in this Agreement, any reference in this Agreement to "day" or "days" shall mean calendar days and not business days. If the date for giving of any notice required to be given, or the performance of any obligation, under this Agreement falls on a Saturday, Sunday, or federal holiday, then the notice or obligation may be given or performed on the next business day after that Saturday, Sunday, or federal holiday.

**I. Governing Laws.** This Agreement shall be governed by, construed and enforced in accordance with the internal laws, but not the conflicts of laws rules, of the State of Illinois.

**J. Authority to Execute.**

1. **The City.** The City hereby warrants and represents to the Consultant that the persons executing this Agreement on its behalf have been properly authorized to do so by its corporate authorities.

2. **The Consultant.** The Consultant hereby warrants and represents to the City that the persons executing this Agreement on its behalf have the full and complete right, power, and authority to enter into this Agreement and to agree to the terms, provisions, and conditions set forth in this Agreement and that all legal actions needed to authorize the execution, delivery, and performance of this Agreement have been taken.

**K. Entire Agreement.** This Agreement constitutes the entire agreement between the parties to this Agreement and supersedes all prior agreements and negotiations between the parties, whether written or oral, relating to the subject matter of this Agreement.

**L. Waiver.** Neither the City nor the Consultant shall be under any obligation to exercise any of the rights granted to them in this Agreement except as it shall determine to be in its best interest from time to time. The failure of the City or the Consultant to exercise at any time any such rights shall not be deemed or construed as a waiver of that right, nor shall the failure void or affect the City's or the Consultant's right to enforce such rights or any other rights.

**M. Consents.** Unless otherwise provided in this Agreement, whenever the consent, permission, authorization, approval, acknowledgement, or similar indication of assent of any party to this Agreement, or of any duly authorized officer, employee, agent, or representative of any party to this Agreement, is required in this Agreement, the consent, permission, authorization, approval, acknowledgement, or similar indication of assent shall be in writing.

**N. Grammatical Usage and Construction.** In construing this Agreement, pronouns include all genders and the plural includes the singular and vice versa.

**O. Interpretation.** This Agreement shall be construed without regard to the identity of the party who drafted the various provisions of this Agreement. Moreover, each and every provision of this Agreement shall be construed as though all parties to this Agreement participated equally in the drafting of this Agreement. As a result of the foregoing, any rule or construction that a document is to be construed against the drafting party shall not be applicable to this Agreement.

**P. Headings.** The headings, titles, and captions in this Agreement have been inserted only for convenience and in no way define, limit, extend, or describe the scope or intent of this Agreement.

**Q. Exhibits.** Exhibit A attached to this Agreement is, by this reference, incorporated in and made a part of this Agreement. In the event of a conflict between Exhibit A and the text of this Agreement, the text of this Agreement shall control.

**R. Rights Cumulative.** Unless expressly provided to the contrary in this Agreement, each and every one of the rights, remedies, and benefits provided by this Agreement shall be cumulative and shall not be exclusive of any other rights, remedies, and benefits allowed by law.

**S. Counterpart Execution.** This Agreement may be executed in several counterparts, each of which, when executed, shall be deemed to be an original, but all of which together shall constitute one and the same instrument.

**IN WITNESS WHEREOF**, the Parties have executed this Agreement this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_.

ATTEST:

**CITY OF DES PLAINES**

By: \_\_\_\_\_  
City Clerk

By: \_\_\_\_\_  
City Manager

ATTEST:

**CONSULTANT**

By: \_\_\_\_\_

By: \_\_\_\_\_

Title: \_\_\_\_\_

Its: \_\_\_\_\_

**EXHIBIT A**

**PROPOSAL**

**[TO BE PREPARED BY CONSULTANT AND ACCEPTABLE TO CITY]**

**[SHALL INCLUDE SCHEDULE]**

**CITY OF DES PLAINES**

**RESOLUTION R - 148 - 12**

**A RESOLUTION AUTHORIZING THE EXECUTION OF A  
THREE YEAR CONSULTING SERVICES AGREEMENT  
BETWEEN ANDRES MEDICAL BILLING, LTD. AND THE  
CITY OF DES PLAINES FOR AMBULANCE FEE BILLING  
SERVICES.**

**WHEREAS**, Article VII, Section 10 of the 1970 Illinois Constitution authorizes the City of Des Plaines (the City) to contract with individuals, associations and corporations, in any manner not prohibited by law or ordinance; and

**WHEREAS**, DPFDD sent out a Request for Proposals (RFP) to ten (10) medical billing firms for a three (3) year agreement to bill for all ambulance transport fees of the Fire Department and eight (8) responded ; and

**WHEREAS**, the Staff review committee selected Andres Medical Billing, Ltd. (Andres). to bill for all ambulance transport fees of the Fire Department personnel as the most qualified provider based on the review committee's weighted scoring system and Andres' ability to meet the requirements of the RFP, charging a very competitive fee rate of 5.00%, and providing the best administrative services; and

**WHEREAS**, it is in the best interest of the City to Accept Andres' proposal and enter into an Agreement with Andres for the collection of ambulance fee billing services;

**NOW, THEREFORE, BE IT RESOLVED** by the City Council of the City of Des Plaines, Cook County, Illinois, in the exercise of its home rule powers, as follows:

**SECTION 1:** That the recitals set forth herein above are incorporated herein by reference as the factual basis for this transaction.

**SECTION 2:** That in the best interest of the City, the City Council hereby authorizes the City Manager to execute the agreement between Andres Medical Billing, Ltd. and the City of Des Plaines, for the purpose of providing ambulance billing and collection services from January 1, 2013 through December 31, 2015, a copy of which is attached hereto and made part hereof as Exhibit "A."

**SECTION 3:** That the Director of Finance is hereby authorized to issue monthly payments in the amount of five percent (5%) of all revenues collected in the preceding month to Andres Medical Billing, Ltd., 3343 N. Ridge Avenue, Arlington Heights, Illinois 60004.

**SECTION 4:** That this Resolution shall be in full force and effect from and after its passage and approval according to law.

**PASSED** this \_\_\_\_ day of \_\_\_\_\_, 2012.

**APPROVED** this \_\_\_\_ day of \_\_\_\_\_, 2012.

**VOTE:** AYES \_\_\_\_ NAYS \_\_\_\_ ABSENT \_\_\_\_

\_\_\_\_\_  
**MAYOR**

ATTEST:

Approved as to form:

\_\_\_\_\_  
**CITY CLERK**

\_\_\_\_\_  
**Peter M. Friedman, General Counsel**

Legal\Res\2012\Ambulance Billing Resolution Andres Medical Billing