Recent Competitive Bids

- Sonoma County
- Santa Barbara County
- Contra Costa County
- Alameda County
- San Diego
PP-GEMT

- Non-payers
- Adjustment of statewide rate
- CPI
- Participation timelines
Alliance Model

- What is it really?
- What was the initial objective?
- Why does it work?
- How GEMT plays into it
Alliance Model – what has changed

- Subcontractors’ cost (2016)
  - Healthcare inflation increased 28.7%
  - Average contract rate increased 125%
  - 2016 bids ALS = $135/hr.
  - 2016 bids BLS = $115/hr.
Public vs. Private

- Private rates ($30 - $45) FE
- Public rates ($60 - $74) FE
- Ambulances, monitors, gurneys (same for both)
- Private rates at $306/hr.
- Public rates at $235/hr.
What is the future?

- Private pricing themselves out of the market
- Public needs to reconsider the alliance model
- No Alliance without integration
- No integration = no economy of scale
QUESTIONS?

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