



**AP TRITON**  
VISION • INNOVATION • SOLUTIONS

## **2023 Fire Chiefs Leadership Seminar**

### **Statewide EMS Updates and PP-GEMT**

### **Scott Clough, Principal**

# 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



**AP TRITON**  
VISION • INNOVATION • SOLUTIONS

# QUESTIONS?



Scott Clough



833.251.5824



[SClough@APTriton.com](mailto:SClough@APTriton.com)



[www.APTriton.com](http://www.APTriton.com)