

FORSYTH COUNTY
BOARD OF COMMISSIONERS

**BRIEFING
DRAFT**

MEETING DATE: December 6, 2018

AGENDA ITEM NUMBER: 7

SUBJECT: RESOLUTION AUTHORIZING EXECUTION OF AN AGREEMENT BETWEEN FORSYTH COUNTY AND PROVIDENCE TRANSPORTATION INC., FOR NON-EMERGENCY MEDICAL TRANSPORTATION (NEMT) SERVICES (FORSYTH COUNTY DEPARTMENT OF SOCIAL SERVICES)

COUNTY MANAGER'S RECOMMENDATION OR COMMENTS:

SUMMARY OF INFORMATION:

Contract Amount: \$0 (Paid by North Carolina Department of Health and Human Services)

This contract provides for non-emergency medical transportation to an estimated 150 eligible individuals averaging 9,200 one-way trips. This contract has the potential of an estimated \$248,000 in provider services for the remaining seven months of the fiscal year (December 2018 – June 2019). This provider will share the trip requests for in-county trips with the other vendors. On rare occasions, provider will assist with out of county trips.

Cape Fear Regional Transport, Inc., which was one of three vendors awarded NEMT service contracts as the result of the 2014 RFP and adopted by the Forsyth County Board of Commissioners on June 23, 2014, cancelled their contract effective October 6, 2018. This has created the need to add an additional transportation vendor for the remainder of the 2018-2019 fiscal year. Bids were requested and Forsyth County Department of Social Services received four competitive bids. Based on rates (consistent whether ambulatory or wheel chair), trip capacity, and professional references, Forsyth County Department of Social Services has chosen Providence Transportation Inc., to provide NEMT services for our customers.

FCDSS staff determines transportation eligibility and verifies the trip billing. Approved trips are uploaded into NCTRACKS by the Medicaid Transportation Coordinator and paid directly by the North Carolina Department of Health and Human Services. The Counties are required to maintain the contracts and ensure contract compliance but are no longer required to make payment to the transportation vendors.

CONTRACT PERIOD: December 1, 2018 – June 30, 2019

ATTACHMENTS: YES NO

SIGNATURE: _____ **DATE:** _____
COUNTY MANAGER

**RESOLUTION AUTHORIZING EXECUTION OF AN AGREEMENT BETWEEN
FORSYTH COUNTY AND PROVIDENCE TRANSPORTATION INC., FOR NON-
EMERGENCY MEDICAL TRANSPORTATION (NEMT) SERVICES
(FORSYTH COUNTY DEPARTMENT OF SOCIAL SERVICES)**

NOW, THEREFORE, BE IT RESOLVED by the Forsyth County Board of Commissioners that the Chairman or County Manager and Clerk to the Board are hereby authorized to execute, on behalf of Forsyth County and its Department of Social Services, the attached agreement between Forsyth County and Providence Transportation Inc., for the provision of Non-Emergency Medical Transportation (NEMT) services to Medicaid-eligible recipients at the rate of \$27.00 per one-way transportation trip provided during the period December 1, 2018 through June 30, 2019, subject to a pre-audit certificate thereon by the County Chief Financial Officer, where applicable, and approval as to form and legality by the County Attorney. The original contract is incorporated herein by reference (Contract Control #2019-0286-00).

BE IT FURTHER RESOLVED that the County Manager is hereby authorized to execute, on behalf of Forsyth County, subsequent contracts or contract amendments for these services with this Provider within budgeted appropriations in the current fiscal year, subject to a pre-audit certificate thereon by the County Chief Financial Officer, where applicable, and approval as to form and legality by the County Attorney.

Adopted this the 6th day of December 2018.

October 3, 2018

Medicaid Transportation Vendor Proposal

Business Office:

Cape Fear's cancellation of their transportation contract with FCDSS as of October 6, 2018 has created the need to add a new transportation provider for the remainder of the 2018/2019 fiscal year. Using the list of providers that participated in the RFP in 2014 plus additional providers that have expressed interest in transporting FCDSS customers the contracts manager contacted 10 providers to verify interest, whether or not they were already an NEMT provider in NCTracks, or even if they were still in business. From the 10 contacted companies 4 quotes were received in office. After reviewing the 4 quotes we would like to identify 2 companies that we think would be very good choices. Both companies are presently contracted with Davidson County DSS to transport eligible Medicaid customers. The 2 companies are **Carolina Custom Transportation, LLC** and **Providence Transportation, Inc.**

- Both providers are set up in NCTracks and can meet FCDSS insurance requirements.
- Both companies are current/active with NC Secretary of State.
- Both companies are staffed and equipped to provide 60 round trips per day.
- Rates for transportation within Forsyth County are comparable. Carolina Custom has a split rate for ambulatory and non ambulatory - Providence has one rate for both.
- Both providers have provided references.

The intention of FCDSS is to schedule only Forsyth County trips with the new provider. If any trips are required outside of the county, it will be in an emergency situation only.

A quote from Triad Safe Choice Mobility offered attractive rates however there are issues with the full legal business name in regards to NC Secretary of State, IRS, and NCTracks. Issues concerning a company's legal business name can cause extended time needed to legally contract with the county. Requests for fleet information were not provided.

A quote from Driven by Design Consulting and Transportation had rates that were not at all comparable to the other bids. The rates were much higher and they were unable to provide round trip capacity needed by FCDSS.

Attached is a spreadsheet that compares the 4 quotes received by FCDSS. If you have any questions please do not hesitate to contact Cindy Fuhrken at 703-3421.

NEMT TRIP QUOTES

9/26/2018

	PROVIDENCE TRANSPORTATION, INC	TRIAD SAFE CHOICE MOBILITY, LLC	DRIVEN BY DESIGN CONSULTING & TRANSPORTATION, LLC	CAROLINA CUSTOM TRANSPORTATION, LLC
CONTACT	DAVID STEVENS	THEO KIRKLAND	KEVIN SMITH	MISTY BERRIER
E-MAIL	Providencetransportation@gmail.com	triadsafechoice@gmail.com	kevin@drivenbydesignconsulting.com	cctransportation@earthlink.net
TRIP QUOTES (ONE WAY/RT)				
FORSYTH - FORSYTH	27.00/54.00	25.00/50.00	35.00/70.00	25.00/50.00 Amb 30.00/60.00 WC
FORSYTH - GREENSBORO	45.00/90.00	32.50/65.00	45.00/90.00	35.00/70.00
FORSYTH - HIGH POINT	32.00/64.00	28.00/56.00	45.00/90.00	35.00/70.00
FORSYTH - LEXINGTON	35.00/70.00	32.50/65.00	45.00/90.00	35.00/70.00
FORSYTH - ADVANCE	30.00/60.00	27.00/54.00	30.00/60.00	25.00/50.00 Amb 30.00/60.00 WC
FORSYTH - KING	30.00/60.00	29.50/59.00	25.00/50.00	35.00/70.00
NCTRACKS APPROVED	YES	YES	YES	YES
INSURANCE REQUIREMENTS	YES	YES	YES	YES
DAILY TRIP CAPACITY (RT)	60	35-40	8+ (Dep on distance)	60
DUNN & BRADSTREET #	~ YES	YES	YES	YES
SECRETARY OF STATE	YES, CURRENT ACTIVE	?	YES, CURRENT ACTIVE	YES, CURRENT ACTIVE
REFERENCES	YES	YES	YES	YES
		3 different legal business names (IRS, NC SOS, NCTracks)	Rates not comparable. Cannot meet trip capacity needed	

ADDITIONAL CONTACTS	
H&W ENTERPRISES	NOT IN NCTRACKS, WILL BID SPRING 2019
THOMPSON TRANS. SVCS	NOT IN NCTRACKS, WILL BID SPRING 2019
SAFE RIDE WHEELCHAIR TRANS	NOT IN NCTRACKS, WILL BID SPRING 2019
UNLIMITED SUCCESS, INC	NO RESPONSE
TRIAD MEDICAL TRANSPORT	# DISCONNECTED
K&R CONSULTING	NO LONGER IN BUSINESS