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## COUNTY OF ORANGE HEALTH CARE AGENCY

### HEALTH DISASTER MANAGEMENT EMERGENCY MEDICAL SERVICES

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April 1, 2013

Robert T. Williams, General Manager  
Impulse Ambulance  
12531 Vanowen Street  
North Hollywood, California 91605

SUBJECT: IMPULSE AMBULANCE MARCH 29 LETTER  
SUBJECT: EMS IN ORANGE COUNTY

Greetings Mr. Williams:

I have been asked to reply to your letter of March 29. I appreciate the questions and concerns of Impulse Ambulance Company regarding the Orange County Emergency Medical Services (EMS) System. It is likely that some of the questions you have result from differences between Los Angeles County, where Impulse Ambulance is headquartered, and Orange County.

With respect to the assertion in your letter that the Santa Ana City emergency ambulance 911 response Request for Proposals (RFP) was never properly vetted or announced on the City website, Orange County EMS Agency understands that the RFP was publically announced and considers it to have been conducted in a competitive manner. Whether announced on the City website or not, the RFP was publically available and a member of the Orange County EMS Agency attended the pre-bidder meeting that reviewed the terms of the RFP. At that meeting, more than twenty Orange County and out-of-county ambulance companies were present and well aware of the RFP.

Regarding the Westminster RFP with Shoreline Ambulance, there is no basis known to Orange County EMS which would support the statement that equipment is substandard and employees not properly licensed. Shoreline Ambulance is an Orange County licensed ambulance company that undergoes annual on-site inspections, as does any other locally licensed ambulance company. During those inspections, both the California Highway Patrol and Orange County EMS assure that equipment meets basic standards. Orange County EMS is not aware of unlicensed personnel working for Shoreline Ambulance, but as an oversight agency will conduct a due-diligence review of employees of Shoreline to determine the validity of the Impulse Ambulance accusation.

*SGF*

Lynch Ambulance was recruited to participate in a pilot project to assess the feasibility, safety, and efficacy of an interfacility transport advanced life support (IFT-ALS) program. They were selected because they are one of the two Orange County ambulance providers that have the capability for electronic data submission that is required for oversight and identification of concerns in the conduct of a potential IFT-ALS program. As a matter of fact, participation in the pilot project is open to any eligible public or private ambulance provider.

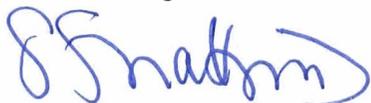
With respect to the Impulse Ambulance concern that there be discussion that involves all parties in a public forum, that is the purpose of the Emergency Medical Care Committee (EMCC). Using the IFT-ALS pilot project as an example, the proposed IFT-ALS policies were twice sent for public comment during the past year and at the June and December, 2012 EMCC meetings, the concept of the pilot project to assess the proposal was presented.

In reply to your question regarding the frequency of RFPs, the last Anaheim City RFP was in 1998 with an extension in 2008, and the last Fullerton City RFP was in 2003. It is expected that future revisions to California State Statute or Regulations will require RFPs be done on a ten year cycle, at which time RFPs of greater than ten years duration will require re-issue.

Orange County currently has a number of state sanctioned emergency ambulance 911 response exclusive operating areas. RFPs for these operating areas are conducted by individual cities or the Orange County Fire Authority. For any of the Orange County emergency ambulance 911 response RFPs to be state sanctioned, they are reviewed by Orange County EMS (with the aid of Orange County Counsel) to ensure they are competitive and if so determined, forwarded to the California EMS Authority for their review. Any out-of-county or foreign-owned ambulance company that is licensed in Orange County as an ambulance provider is eligible to bid on a City or Orange County Fire Authority RFP. There are no contracts between Orange County EMS and ambulance companies.

In closing, representatives of Impulse Ambulance are welcome to attend any of the regularly scheduled EMS related committee or subcommittee meetings of the Orange County EMCC or Orange County EMS to discuss issues or concerns. Most effective would be to place such issues or concerns on the meeting agenda of the appropriate committee or subcommittee.

With best regards,



Samuel J. Stratton, MD, MPH, FACEP  
Medical Director, Orange County Emergency Medical Services

CC: Orange County Board of Supervisors  
Director, Health Care Agency  
Deputy Director HCA Medical Services  
EMCC Committee Chair and Members