



NEW HAMPSHIRE HEALTH PLAN

RFP Dated June 21, 2024

**A New Hampshire Ground Ambulance Cost Study
and The Development of an Illustrative, Cost-Based
Reimbursement Rate Schedule for Ground Ambulance Services**

ANSWERS TO POTENTIAL BIDDERS' QUESTIONS

Updated July 8, 2024

Question 1: To what extent do you possess GADCS data to provide to vendors?

Answer: The NHID/NHHP is not currently in receipt of any cost report data from GADCS. We have reached out to CMS and are seeking a meeting to discuss getting direct access to their cost report data received from New Hampshire ground ambulance providers at the request of those data submitters. In the alternative, it is the presumption of NHID/NHHP that ambulance providers that have submitted to GADCS—or are in the process of submission—will maintain the submission file or will have access to the submission file and that the successful bidder will be able to request this file from target entities.

Question 2: What share of entities in NH have completed the CMS version of this data collection tool?

Answer: CMS/GADCS has posted on their website the list of ground ambulance providers in each state that have been selected to complete the cost reporting template. According to this list, 131 New Hampshire ground ambulance providers have been selected. According to a 2018 report by the National Highway Traffic Safety Administration, the New Hampshire EMS system contains over 300 licensed EMS agencies. The following table of New Hampshire providers selected to submit data was gleaned from the CMS/GADCS list:

<i>Sampled National Provider Identifier (NPI)</i>	<i>NPPEs Organization Name</i>	<i>NPPEs Practice Address State</i>	<i>NPPEs Mailing Address State</i>
1023092053	MARY HITCHCOCK MEMORIAL HOSPITAL	NH	MA

1093110421	LAKES REGION EMS, LLC	NH	NH
1124016514	CANAAN FIRST AID AND SAFETY TEAM INC	NH	CT
1134269426	TOWN OF HENNIKER	NH	NH
1164562518	TOWN OF BOW	NH	NH
1164692406	TOWN OF HOOKSETT	NH	MA
1225008972	TOWN OF FRANCONIA	NH	MA
1225077142	RJ DILUZIO AMBULANCE SERVICE LLC	NH	MA
1255314753	TOWN OF LONDONDERRY	NH	MA
1275524159	TOWN OF GILFORD	NH	NH
1275630477	LRGHEALTHCARE	NH	NH
1285603118	TOWN OF EXETER ACCOUNTING OFFICE	NH	NH
1326370966	TOWN OF NEW BOSTON	NH	NH
1346242450	TOWN OF ANTRIM	NH	MA
1376630582	TOWN OF CHICHESTER	NH	NH
1497071294	TOWN OF CHESTER	NH	MA
1497852487	TOWN OF HANOVER	NH	MA
1518170513	WASHINGTON RESCUE SQUAD	NH	NH
1518945740	TOWN OF RYE	NH	MA
1548506843	TOWN OF PEMBROKE	NH	MA
1578687984	TOWN OF CHARLESTOWN	NH	NH
1629184528	NOTTINGHAM FIRE-RESCUE	NH	NH
1689658411	TOWN OF NEW HAMPTON	NH	NH
1700877271	TOWN OF HEBRON	NH	MA
1720157225	TOWN OF GORHAM	NH	NH
1750372611	TOWN OF FARMINGTON	NH	MA
1770604159	RAYMOND AMBULANCE INC.	NH	NH
1790745008	TOWN OF WHITEFIELD	NH	NH
1831263417	CONWAY VILLAGE FIRE DISTRICT	NH	MA
1871872101	TOWN OF MARLOW	NH	MA

1952383499	TOWN OF HOLLIS	NH	MA
1952386823	TOWN OF NEWMARKET	NH	MA
1023149499	BEST CARE AMBULANCE SERVICES, INC.	NH	NH
1033246624	TOWN OF LANCASTER	NH	NH
1073504817	TOWN OF HAMPTON	NH	MA
1114374238	TOWN OF TUFTONBORO	NH	NH
1144204520	TOWN OF MERRIMACK	NH	MA
1184841751	MILAN AND DUMMER AMBULANCE SERVICE	NH	NH
1235685173	TOWN OF SALISBURY	NH	NH
1275688459	TOWN OF SOUTH HAMPTON	NH	MA
1316455033	TOWN OF TAMWORTH	NH	NH
1326129966	PENACOOK CIVIL DEFENSE RESCUE SQUAD	NH	NH
1346321502	TOWN OF MILTON	NH	MA
1356368112	TOWN OF NEWINGTON NH	NH	MA
1376516815	TOWN OF STRATHAM NH	NH	MA
1376616466	TOWN OF NORTHWOOD	NH	MA
1467576876	ERROL RESCUE SQUAD	NH	NH
1487636221	TOWN OF HUDSON	NH	MA
1497746028	TOWN OF HAMPTON FALLS	NH	MA
1538126560	WOODSVILLE FIRE DISTRICT	NH	NH
1558354670	TOWN OF BEDFORD	NH	MA
1568439800	TOWN OF WATERVILLE VALLEY	NH	MA
1588653380	CITY OF DOVER	NH	NH
1598756330	TOWN OF GREENLAND, NH	NH	MA
1609852433	TOWN OF NORTH HAMPTON	NH	MA
1649723958	TOWN OF TROY	NH	CT
1689657520	TOWN OF KINGSTON	NH	MA
1689676561	TOWN OF ALTON	NH	MA
1699785287	TOWN OF DUNBARTON	NH	NH

1700103355	TOWN OF KENSINGTON	NH	MA
1720282627	WALPOLE FIRE DISTRICT	NH	NH
1740298660	CITY OF CONCORD	NH	NH
1770581597	GOLDEN CROSS AMBULANCE INC	NH	NH
1790775187	JAFFREY-RINDGE MEMORIAL AMBULANCE INC	NH	NH
1801077326	CAMPTON-THORNTON FIRE DEPARTMENT	NH	MA
1811971641	TOWN OF NEW DURHAM	NH	MA
1871566810	TILTON - NORTHFIELD FIRE DISTRICT	NH	MA
1922065952	TOWN OF WINDHAM	NH	MA
1053671644	TOWN OF ENFIELD	NH	VT
1073517934	TOWN OF DERRY	NH	NH
1144213224	TOWN OF BELMONT	NH	NH
1144294430	TOWN OF WAKEFIELD	NH	MA
1174516587	TOWN OF BRENTWOOD	NH	MA
1215599550	TOWN OF LITTLETON	NH	NH
1255472171	TOWN OF EAST KINGSTON	NH	MA
1316931033	STEWART'S AMBULANCE SERVICE, LLC	NH	NH
1326128166	TOWN OF HILLSBOROUGH	NH	NH
1417158155	TOWN OF ALSTEAD	NH	NH
1437142544	TOWN OF BARRINGTON	NH	MA
1437251683	TOWN OF EPSOM NEW HAMPSHIRE	NH	NH
1457339152	CITY OF PORTSMOUTH NEW HAMPSHIRE	NH	MA
1457476509	TOWN OF MILFORD	NH	NH
1538150248	TOWN OF GILMANTON	NH	NH
1568452878	TOWN OF EPPING NEW HAMPSHIRE	NH	MA
1639372303	BARTLETT-JACKSON AMBULANCE	NH	NH
1639610611	THE NEW LONDON HOSPITAL ASSOCIATION, INC.	NH	NH
1649444845	45TH PARALLEL EMERGENCY MEDICAL SERVICES	NH	NH
1669459780	TOWN OF PETERBOROUGH	NH	NH

1689215030	FMH HEALTH SERVICES, LLC	NH	NH
1689641268	TOWN OF WEARE SELECTMEN	NH	NH
1700879137	TOWN OF BRIDGEWATER	NH	MA
1710455852	TOWN OF CAMPTON	NH	NH
1720089832	TOWN OF AMHERST	NH	MA
1841357241	TOWN OF SEABROOK	NH	MA
1861475949	CITY OF KEENE	NH	MA
1881919157	TOWN OF LISBON	NH	NH
1912909342	TOWN OF BARNSTEAD	NH	MA
1942767017	TOWN OF CANAAN	NH	NH
1962490334	TOWN OF WINCHESTER	NH	CT
1003858408	FRISBIE MEMORIAL HOSPITAL	NH	NH
1063662658	TOWN OF GRAFTON	NH	CT
1083692776	TOWN OF PLYMOUTH	NH	NH
1124128079	TOWN OF HOPKINTON	NH	NH
1154396406	TOWN OF CARROLL	NH	KY
1154397610	WARREN WENTWORTH AMBULANCE SERVICE	NH	MA
1174500284	TOWN OF PELHAM	NH	MA
1174681712	CITY OF LEBANON	NH	MA
1205821204	TOWN OF BRISTOL	NH	MA
1215930680	TOWN OF NEWPORT	NH	NH
1225029267	LINWOOD MEDICAL CENTER	NH	NH
1275861643	TOWN OF WILTON	NH	NH
1376835280	NEW ENGLAND DRAGWAY INC	NH	MA
1386108710	GREAT BROOK EMERGENCY MEDICAL SERVICES LLC	NH	NH
1417448218	CITY OF LACONIA	NH	NH
1497746366	CITY OF FRANKLIN	NH	NH
1548333529	TOWN OF MIDDLETON NH	NH	MA
1558350363	MCGREGOR MEMORIAL AMBULANCE INC	NH	NH

1558518969	LIFESTAR EMERGENCY MEDICAL SERVICES LLC	NH	NH
1588655310	TOWN OF GOFFSTOWN	NH	NH
1598871907	TOWN OF LOUDON SELECTMENS OFFICE	NH	NH
1639196652	TOWN OF PITTSFIELD	NH	NH
1649250754	TOWN OF SALEM	NH	MA
1740400027	TOWN OF BETHLEHEM	NH	NH
1750383121	TOWN OF ASHLAND	NH	MA
1770553810	TOWN OF SANBORNTON	NH	NH
1821061102	TOWN OF STRAFFORD	NH	MA
1841351723	TOWN OF NORTHUMBERLAND	NH	MA
1942451109	TOWN OF FITZWILLIAM	NH	CT
1962026757	SWIFT AMBULANCE SERVICE	NH	CT
1972815793	TOWN OF NEWTON	NH	MA
1982674834	SOUHEGAN VALLEY AMBULANCE INC	NH	MA

It is unknown whether the above providers have completed the survey and submitted the requested data.

Question 3: What is the maximum score for the Price Proposal?

Answer: The maximum score for the Price Proposal is 10 points. The points listed in section 6.7 are a typographical error.

Question 4: Section 2.1 Minimum Vendor Qualifications states that “vendor must have capacity to manage large data sets...” what format are the data sets in?

Answer: The GADCS files are .xls files and the data from the all-payer claims database is in .txt format. These files are large and may exceed 20GB of data. The vendor will be able to select the format of any additional data submissions. The vendor will be expected to have a team that includes highly-skilled data users with experience using statistical software programs such as R, Python, SAS, SPSS, or STATA.

Question 5: Stakeholder Advisor Group (SAG)

(a) Does NHHP have specific individuals identified for the SAG?

Answer: No, the vendor will be responsible for identifying and convening the SAG with direct guidance from NHID. The SAG should include a diverse and balanced group of stakeholders including payers, consumer representatives, elected officials, ambulance providers, and hospital representatives. The SAG could include participants from NHID’s Ambulance Summit, but the vendor will be responsible for selecting participants and will need to ensure that the SAG includes a diverse and balanced group of representatives.

(b) What project activities will the SAG be involved in?

Answer: The SAG should be convened and at a minimum consulted in Phase 1 and Phase 3. The purpose of the consultations are to understand various perspectives and New Hampshire specific nuances of ground ambulance billing and delivery services. The vendor may also want SAG input for the proposed data request to ensure the feasibility of collecting such data and to streamline the collection process. The SAG should also be consulted in Phase 3, to provide feedback to the vendor prior to finalizing the report. The vendor may also want to consult with the SAG at other times throughout the project as issues come up or to solicit feedback. However, any additional meetings with the SAG will be within the discretion of the vendor.

(c) Are the stakeholders generally supportive of the project?

Answer: Stakeholder perspectives vary regarding ground ambulance billing. This study was the product of a legislative compromise to address the issue but was not necessarily a compromise of the stakeholders. Please consult the legislative history here: [Current Legislation Search \(state.nh.us\)](https://www.nh.gov/legislation-search) for more information regarding the various perspectives.

Question 6: Does NHID/NHHP have information on the amount of subsidized public funding for ground ambulance services?

Answer: No, the amount of public funding available to municipal ambulance providers is not known and would need to be collected from ambulance providers.

Question 7: Have the ambulance service providers already been notified that they will be required to submit the requested data?

Answer: Ambulance providers may be aware of SB407 but no formal notification has yet been made regarding the upcoming data submission.

Question 8: Are there enforcement mechanisms in place for providers that refuse to submit?

Answer: SB 407 states the following:

The commissioner of the department of safety shall have authority to enforce this reporting requirement upon ground ambulance providers under the general supervision and specific enforcement authority conferred by RSA 153-A and shall work with the commissioner to set a deadline for ground ambulance providers to submit their cost reports that is sufficient to facilitate the completion of the study and report provided for in this section in a timely manner.

Question 9: Are electronic signatures acceptable for submitting the proposal?

Answer: Yes, electronic signatures are acceptable.

Question 10: How much advanced notice could be expected should oral interviews be needed?

Answer: Oral interviews will only be conducted if deemed necessary by NHHP. If such interviews are deemed necessary, NHHP will conduct the interviews on July 26, 2024, between the hours of 8:00am and 12:00pm ET. Notice of the interview will be provided no later than 5:00pm ET on July 25, 2024.