

Sierra – Sacramento Valley Emergency Medical Services Agency



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Serving Butte, Colusa, Glenn, Nevada, Placer, Shasta, Siskiyou, Sutter, Tehama, & Yuba Counties

Date: January 22, 2026

To: Placer County EMS System Stakeholders

From: John Poland, Regional Executive Director

Subject: Placer County Ground Ambulance Competitive Procurement Request for Proposal (RFP) Process

During the December 2025 S-SV EMS JPA Board meeting, the board directed S-SV EMS staff to proceed with a competitive procurement RFP process for applicable areas of Placer County currently serviced by AMR. Based on their previous work related to the West Placer County EMS System Assessment project and their extensive experience with these matters, the board also authorized S-SV EMS staff to contract with Healthcare Strategists to assist with this competitive procurement RFP process.

The feedback and information obtained during the recent West Placer County EMS System Assessment project, as well as consultation with Placer County representatives, will be utilized in developing a draft competitive procurement RFP document. The draft RFP document will be subsequently released for EMS system stakeholder review and comment prior to submission to the California EMS Authority for their approval prior to issuance.

The estimated RFP timeline document is attached for your information. Our intent is to have the competitive procurement process completed and the new service implemented to coincide with the November 30, 2027 expiration of the current AMR EOA Agreement. Additional information related to this matter will be provided as necessary.

Please contact me (John.Poland@ssvems.com) with any questions you may have regarding this matter.

The timeline is based on the need for RFP creation, managing the competitive process, and helping with negotiations of the selected bidder.

Western Placer County - RFP Development										Proposed Project Schedule and Timeline															
Task	Key Activities	2026												2027											
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
General Administration																									
	Attend meetings and support Ambulance RFP process as																								
	- Assist and attend specific policy and/or advisory																								
	- Assist and attend EMS Agency and Board of Supervisors meetings, as required.																								
Phase 1 - Develop RFP for Ambulance Services																									
1.1	Preserve a high quality of emergency medical response and transport throughout Western Placer County based on EMS Assessment.																								
1.2	Ensure that the ambulance services meet the needs of the patients at a reasonable and efficient cost.																								
1.3	Ensure that the ambulance services comply with state and local standards for services.																								
1.4	Review and recommend response time standards founded in evidence-based data/methodology for urban/suburban/rural/ wilderness response areas based on all MPDS® Levels (Alpha through Echo).																								
1.5	Provide options to assure operational, clinical, and financial transparency of selected vendor.																								
1.6	Assure that the EMS Agency has regulatory, clinical, financial, and contractual oversight over all components of the EMS system.																								
1.7	Ensure system has made considerations pursuant to AB 389 (2021-2022) and recommendations for contract compliance with all AB 389 factors.																								
1.8	Develop RFP scoring instrument with appropriate weighting methodology based on County priorities.																								
1.9	Optional (adds 60 days)																								
	Release draft RFP for stakeholder comment																								
	Review comments from stakeholders																								
	Incorporate edits that provide value to the RFP process																								
1.10	Assist EMS Agency with submission of RFP to EMS Authority (EMSA) for review and comment																								
1.11	Participate in EMSA meetings as needed to understand comments provided																								
1.12	Edit RFP to meet EMSA requirements																								
1.13	Support resubmission for EMSA approval																								
Phase 2 - Manage Competitive Process for Ambulance Services																									
2.1	Support release of approved RFP																								
2.2	Develop pre-bidders' conference agenda and presentation																								
2.3	Provide evaluator candidates for the county's consideration																								
2.4	Attend and support oral presentation by bidders and complete scoring																								
2.5	Assist with evaluator recommendation letter																								
Phase 3 - Assist Agreement Creation with the Selected Vendor, including Contract Negotiations																									
3.1	Assist with the development of a contract for the awarded proposer based on the RFP requirements and the proposer's proposal.																								
3.2	Meet with EMS Agency and County staff to review and approve the draft agreement.																								
3.3	Participate in contract negotiations with the awarded proposer.																								
3.4	Support and assistance with the preparation to present to the County's Board of Supervisors. Attend the meeting in-person.																								
Service Implementation																									