



Effective Local Competitive Processes

The threat of being replaced is one of the most powerful performance incentives, yet, competitive processes are not without risk for communities. When competitive processes are implemented via requests for proposals, EMS administrators must assure the following:

1. Sound system design and an effective competitive process attain best value and quality for patients and the community.
2. Request for proposals are objective, transparent, efficiently managed, pro-competitive and without conflicts of interest.
3. Periodic benchmarking is employed to determine opportunities for system improvements and optimal bid intervals.
4. All eligible providers are granted fair opportunity to compete.
5. Concerns of incumbent providers and workforce are addressed.
6. Level playing field guarantees “apples-to-apples” comparisons.
7. Integrity of financial analysis is achieved by employing sound accounting practices and utilizing full cost accounting.
8. System design is forward-looking and integrates national health care reforms.
9. Local rate regulation insures adequate funding of the cost of readiness for the system and provider.
10. Proposal evaluation panels comprise diverse representation without conflicts.
11. Mechanisms are incorporated to prevent cavalier proposals.