



BOARD OF COUNTY COMMISSIONERS
NASSAU COUNTY FIRE RESCUE
Brady Rigdon, Fire Chief
Billy G. Roland, Assistant Fire Chief
96160 Nassau Place, Yulee, Florida 32097
(904) 530-6600 or (855) 305-3905
Fax (904) 321-5748



March 6, 2019

RECEIVED MAR - 8 2019

EMSTARS Program Office
Health Information and Policy Analysis Section
Bureau of Emergency Medical Oversight
4052 Bald Cypress Way, Bin A-22
Tallahassee, FL 32399-1722

To the Grants Review Committee:

Please accept our EMS Subgrant Application for cost reimbursement in support of improving, updating, and bringing into state compliance the Nassau County Fire Rescue ePCR reporting system. Nassau County Fire Rescue is using a mid-2000's software system that does not currently meet the state's requirement for EMSTARS v3.4 reporting. NCFR wants to be a contributing member to the EMSTARS program. Nassau County is facing unprecedented growth that is placing a large amount of stress on the local budget. We (NCFR) are asking the committee to please look favorably on our application and grant our request for approval. Our goal is to be upgraded to EMSTARS v3.4 by October 1, 2019 if we are approved for cost reimbursement funding. Our choice of Image Trend software will enable NCFR to send reliable data to EMSTARS automatically. An important strategic priority area of the EMS State Plan 2016-2021 is "Goal 2.0 - Using health information technology to improve the efficiency, effectiveness and quality of patient care coordination and health care outcomes." Image Trend will specifically help us meet "Strategy 2.1 A- increase the number of emergency runs submitted to EMSTARS by 10% from 75% to 85% by June 2019" and "2.1 B- Increase the number of automated data linkages between EMSTARS and other relevant databases from 1 to 4 by December 2019." NCFR will also be able to meet and or exceed other goals within the EMS State Plan if we are able to implement Image Trend software throughout our system. In discussions with Image Trend's support staff it is not unreasonable to expect NCFR to be up and running by our target date or sooner. NCFR staff stand ready to assist the committee as needed in evaluating our application.

Sincerely,

A handwritten signature in black ink, appearing to read "Greg Roland".

Greg Roland
Assistant Fire Chief

**EMS AGENCY SUBGRANT APPLICATION****FLORIDA DEPARTMENT OF HEALTH**
Health Information and Policy Analysis Section

Complete all items unless instructed differently within the application

ID. Code (The State Bureau of EMS will assign the ID Code – (leave this blank) _____)	
1. Organization Name: Nassau County BOCC	
2. Grant Signer: (The applicant signatory who has authority to sign contracts, grants, and other legal documents. This individual must also sign this application)	
Name: Michael S. Mullin	
Position Title: County Manager	
Address: 96135 Nassau Place, Suite 2	
City: Yulee	County: Nassau
State: Florida	Zip Code: 32097
Telephone: (904) 530-6100	Fax Number: (904) 321-2658
E-Mail Address: mmullin@nassaucountyfl.com	
3. Contact Person: (The individual with direct knowledge of the project on a day-to-day basis and responsibility for the implementation of the grant activities. This person may sign project reports and may request project changes. The signer and the contact person may be the same.)	
Name: Greg Roland	
Position Title: Assistant Fire Chief	
Address: 96160 Nassau Place	
City: Yulee	County: Nassau
State: Florida	Zip Code: 32097
Telephone: (904) 530-6600 ext. 3	Fax Number: (904) 321-5748
E-Mail Address: groland@nassaucountyfl.com	

4. Legal Status of Applicant Organization (Check only one response):

- (1) ☐ Private Not for Profit [Attach documentation-501 (3) ©]
(2) ☐ Private for Profit
(3) ☐ City/Municipality/Town/Village
(4) ☒ County
(5) ☐ State
(6) ☐ Other (specify): _____

5. (1) Federal Tax ID Number (Nine Digit Number). VF 59-1863042 / Seq Code: 053

(2) SAM.Gov DUNS Number (Nine Digit Number): 829978514

6. EMS License Number: _____ Type: ☐Transport ☐Non-transport ☒Both

7. Number of permitted vehicles by type: 0 BLS; 12 ALS Transport; 8 ALS non-transport.

8. Type of Service (check one): ☐ Rescue; ☐ Fire; ☐ Third Service (County or City Government, nonfire);
☐ Air ambulance; ☐ Fixed wing; ☐ Rotowing; ☐ Both; ☒ Other (specify) Fire & Rescue.

9. Yearly Call Volume 10,123

10. EMSTARS V3.4 committed target date: 10/01/2019

11. Justification Summary:

Nassau County Fire Rescue (NCFR), Nassau County, Florida currently uses an outdated ePCR and NFIRS reporting system. NCFR is not able to meet the EMSTARS V3.4 and NEMSIS requirement. EMSTARS is a vital part of the EMS programs in the State of Florida. NCFR needs to be compliant to upload system data. Proper and reliable data collection and analysis gives guidance to EMS agencies across the State. NCFR wants to be a contributing member of EMSTARS but to do so NCFR needs to be EMSTARS V3.4 compliant. This EMS Agency SubGrant Application will allow NCFR to procure a system that is EMSTARS compliant this year instead of a future budget cycle. NCFR is requesting that this EMS SubGrant be approved for our purchase of Image Trend software. Image Trend is used by multiple Fire/ EMS agencies throughout the State of Florida. Not only will NCFR be compliant with the purchase of this ePCR solution, NCFR will be able to look at the data, perform data analysis and make clinical decisions in real time based on reliable data that Image Trend will provide. Image Trend is a cloud-based solution that will give NCFR an up-to-date EMSTARS and NEMSIS compliant platform. Any change that EMSTARS requires will be implemented from Image Trend and deployed throughout the cloud thus enabling NCFR to have the most current and up-to-date software. Once Image Trend is fully deployed NCFR will be able to send data automatically to the State with great confidence in data reliability. Image Trend is available through the Federal Government GSA program. The impact on our (NCFR) budget is significant since a software purchase has not been conducted since the mid 2000's. Prices and technology have changed drastically since our current ePCR platform was purchased. Nassau County is a fast-growing county in Northeast Florida. The fast pace of growth puts an extraordinary demand on the Nassau County budget. This cloud-based software will help us better serve our citizens, visitors and be able to contribute to the state EMSTARS program so better practices, patient outcomes, and forecasting future needs for the State of Florida Emergency Medical Systems can be analyzed. Image Trend software start-up cost is \$29,467.30.

12. Work activities and time frames: Indicate the major activities for completing the project (use only the space provided). Be reasonable, most projects cannot be completed in less than six months and if it is a communications project, it will take about a year.

<i>Work Activity</i>	<i>Number of Months After Grant Starts</i>	
	<u>Begin</u>	<u>End</u>
PURCHASE SOFTWARE	0	2
ON-SITE TRAINING	2	3
CAD INTEGRATION	2	3
FULL DEPLOYMENT (Cloud based solution)	3	4
CONTINUED TRAINING	3	4

13. County Governments: If this application is being submitted by a county agency, describe in the space below why this request cannot be paid for out of funds awarded under the state EMS county grant program. Include in the explanation why any unspent county grant funds, which are now in your county accounts, cannot be allocated in whole or part for the costs herein. **Nassau County has no unspent State EMS county grant funds. All State EMS county grant funds have been allocated.**

14. Budget:

Salaries and Benefits: For each position title, provide the amount of salary per hour, FICA per hour, fringe benefits, and the total number of hours.	Costs	Justification: Provide a brief justification why each of the positions and the numbers of hours are necessary for this project.
NONE		
TOTAL:	\$ 0.00	Right click on 0.00 then left click on "Update Field" to calculate Total

Expenses: These are travel costs and the usual, ordinary, and incidental expenditures by an agency, such as, commodities and supplies of a consumable nature, <u>excluding</u> expenditures classified as operating capital outlay (see next category).	Costs: List the price and source(s) of the price identified.	Justification: Justify why each of the expense items and quantities are necessary to this project.
Image Trend Elite EMS Software	29,467.30	Move to become compliant with EMSTARS V3.4
TOTAL:	<u>\$29,467.30</u>	Right click on 0.00 then left click on "Update Field" to calculate Total

Vehicles, equipment, and other operating capital outlay means equipment, fixtures, and other tangible personal property of a non consumable and non expendable nature, <u>and</u> the normal expected life of which is 1 year or more.	Costs: List the price of the item and the source(s) used to identify the price.	Justification: State why each of the items and quantities listed is a necessary component of this project.
NONE		
TOTAL:	<u>\$ 0.00</u>	Right click on 0.00 then left click on "Update Field" to calculate Total

15. Certification:

My signature below certifies the following.

I am aware that any omissions, falsifications, misstatements, or misrepresentations in this application may disqualify me for this grant and, if funded, may be grounds for termination at a later date. I understand that any information I give may be investigated as allowed by law. I certify that to the best of my knowledge and belief all of the statements contained herein and on any attachments, are true, correct, complete, and made in good faith.

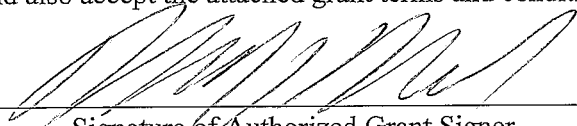
I agree that any and all information submitted in this application will become a public document pursuant to Section 119.07, F.S. when received by the Florida Bureau of Emergency Medical Oversight. This includes material which the applicant might consider to be confidential or a trade secret. Any claim of confidentiality is waived by the applicant upon submission of this application pursuant to Section 119.07, F.S., effective after opening by the Florida Bureau of Emergency Medical Oversight.

I accept that in the best interests of the State, the Florida Bureau of Emergency Medical Oversight reserves the right to reject or revise any and all grant proposals or waive any minor irregularity or technicality in proposals received and can exercise that right.

I, the undersigned, understand and accept that the Notice of Grant Awards will be advertised in the *Florida Administrative Weekly*, and that 21 days after this advertisement is published I waive any right to challenge or protest the awards pursuant to Chapter 120, F.S.

I certify that the cash match will be expended between the beginning and ending dates of the grant and will be used in strict accordance with the content of the application and approved budget for the activities identified. In addition, the budget shall not exceed the department, approved funds for those activities identified in the notification letter. No funds count towards satisfying this grant if the funds were also used to satisfy a matching requirement of another state grant. All cash, salaries, fringe benefits, expenses, equipment, and other expenses as listed in this application shall be committed and used for the activities approved as a part of this grant.

Acceptance of Terms and Conditions: If awarded a grant, I certify that I will comply with all of the above and also accept the attached grant terms and conditions and acknowledge this by signing below.



Signature of Authorized Grant Signer
(Individual Identified in Item 2)

Michael S. Mullin, County Manager

3 17 19
MM / DD / YY

THE TOP PART OF THE FOLLOWING PAGE MUST ALSO BE COMPLETED AND SIGNED.

FLORIDA DEPARTMENT OF HEALTH
HEALTH INFORMATION AND POLICY ANALYSIS SECTION

REQUEST FOR GRANT FUND DISTRIBUTION

DOH Remit Payment To:

The agency name, address, and federal ID number **must** be in the state MyFloridaMarketPlace (MFMP) system. Ask a finance person in your organization who does business with the state to provide these.

Name of Agency: Nassau County BOCC

Mailing Address: 96135 Nassau Place, Suite 2
Yulee, FL 32097

Federal 9-digit Identification number: 59-1863042

3-digit seq. code 053

Authorized Official: _____

Signature

Date

Michael S. Mullin, County Manager

Type or Print Name and Title

Sign and return this page with your application to:

Florida Department of Health
Health Information and Policy Analysis Section, Opioids
4052 Bald Cypress Way, Bin A-22
Tallahassee, Florida 32399-1722

Do not write below this line. For use by State Emergency Medical Services Section

Grant Amount for State to Pay: \$ _____ Grant ID: Code: _____

Approved By: _____
Signature of Unit Supervisor Date

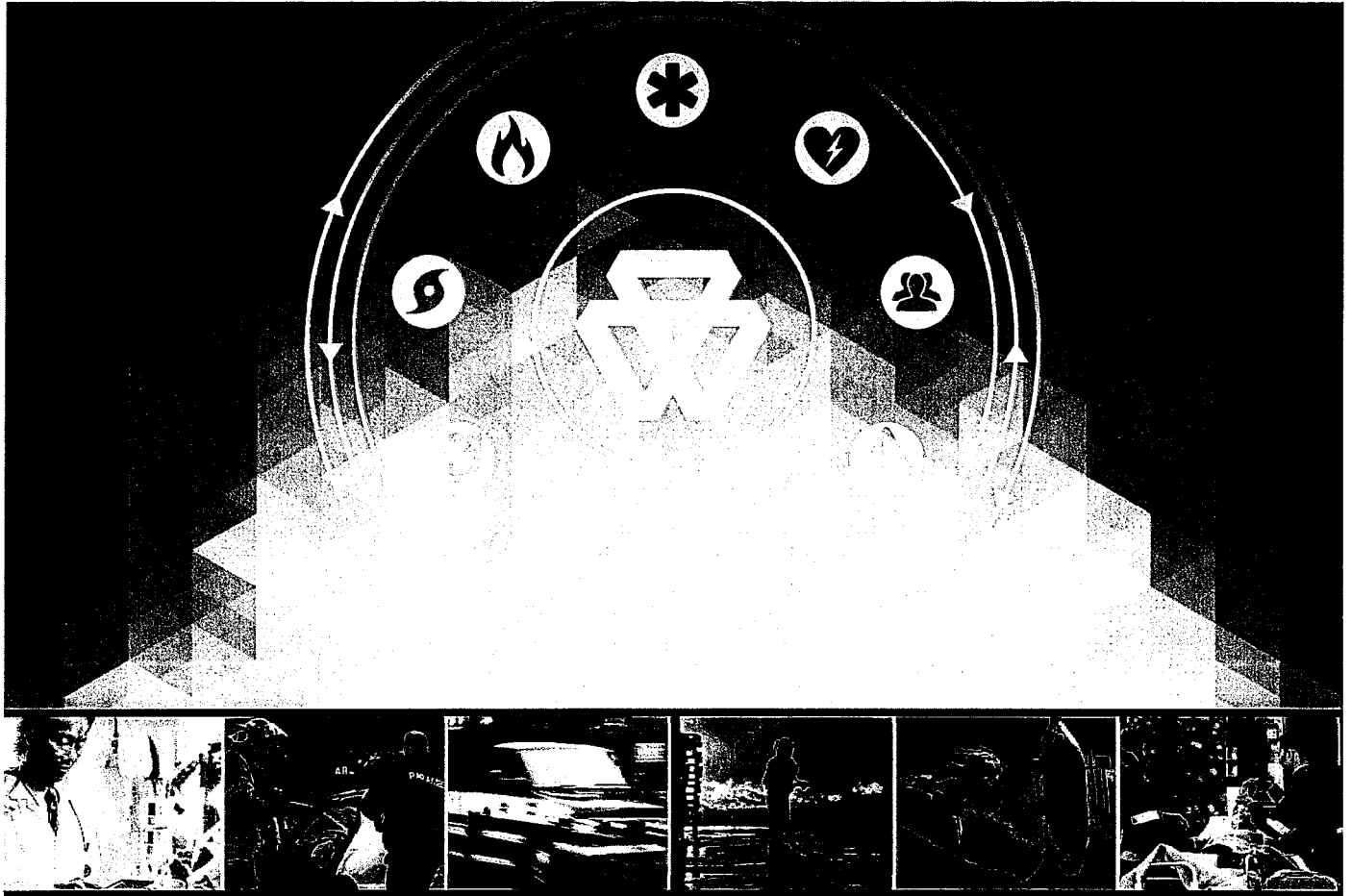
Approved By: _____
Signature of Contract Manager Date

State Fiscal Year: 2018 - 2019

<u>Organization Code</u>	<u>E.O.</u>	<u>OCA</u>	<u>Object Code</u>	<u>Category</u>
64-61-70-30-000	PI	OPCR9	790000	000700

Federal Tax ID: VF _____ Seq. Code: _____

Grant Beginning Date: _____ Grant Ending Date: _____



EMS/ePCR with NFIRS

Prepared For

Nassau County Fire Rescue (FL)

Greg Roland

96160 Nassau Pl.

Yulee, Florida 32097

Prepared By

Kevin Fink

Mar 05, 2019

IMAGETREND®

Prepared For

Greg Roland
Nassau County Fire Rescue (FL)
96160 Nassau Pl.
Yulee, Florida 32097
(904) 530-6600
groland@nassaucountyfl.com

Bill To

Greg Roland
Nassau County Fire Rescue (FL)
96160 Nassau Pl.
Yulee, Florida 32097
(904) 530-6600
groland@nassaucountyfl.com

Salesperson		Quote Number		Date	
Kevin Fink, Account Executive, 952-469-6178		QUO-03019-X3W3H5		Mar 05, 2019	
Description		Qty	Frequency	Unit Price	Total
One-Time Fees					
Elite™ EMS Setup		1	One Time	\$0.000	\$0.00
GSA SIN 132-50 Onsite Training Session - 8 Hours (FSC Group 70, COntract Number GS-35F-365DA)		3	One Time	\$937.100	\$2,811.30
Travel		1	One Time	\$0.000	\$0.00
Staffing - Switch Vendor to Aladtech or Crewsense or Adashi		1	One Time	\$0.000	\$0.00
Recurring Fees					
GSA SIN 132-52 Elite™ EMS - SaaS *Includes Elite™ Field (EMS_SaaS_Sup10000 (10,400 x \$1.89) FSC Group 70, Contract Number GS-35F-365DA)		1	Recurring	\$19,656.000	\$19,656.00
EMS w/NFIRS Reporting		1	Recurring	\$3,665.000	\$3,665.00
Visual Informatics™		2	Recurring	\$3,000.000	\$6,000.00
- VI Cube: EMS					
- VI Cube: FIRE					
Health Information Hub™ Volume Tier		1	Recurring	\$8,000.000	\$8,000.00
CAD Distribution		1	Recurring	\$3,500.000	\$3,500.00
- CAD Vendor: New World / Tyler Technologies					
TeleStaff Distribution		1	Recurring	\$3,500.000	\$3,500.00
HIH™ Elite/Hospital Bi-Directional		1	Recurring	\$5,000.000	\$5,000.00
Competitive Price Match Discount		1	Recurring	(\$22,665.000)	(\$22,665.00)
TOTAL Year 1					\$29,467.30
*Annual Fees after Year 1					\$26,656.00

Continuum™	1	Recurring	\$7,500.000	\$7,500.00	
Connect Conference (per Attendee)	1	One Time	\$645.000	\$645.00	
Continuum™ Setup	1	One Time	\$1,500.000	\$1,500.00	

Prepared By: Kevin Fink

Terms of Agreement: The above mentioned items will be invoiced upon Contract signature with payment terms of net 30 days.

- The recurring annual fees will be invoiced annually in advance.
- Project completion occurs upon receipt of the product.
- ImageTrend's license, annual support and hosting are based on 10,400 annual incidents as provided by Client.
- *IMAGETREND will perform price increases of the recurring fees. The first price increase will occur with the fees due for year two. These price increases will occur once a year and may not exceed 3% of the price then currently in effect.
- This proposal is valid for 90 days.

IMAGETREND will invoice sales tax to non-exempt CLIENTS where applicable

DISCLAIMER: This quote creates no legal obligations. This letter is intended to confirm the parties' current understanding of the terms, but it is not intended to create any legal obligations with respect to any of the terms. Neither party should rely on this quote and no legal or equitable remedy will arise from any such reliance. Instead, the parties must reach a final agreement. A final agreement will be a condition precedent to any binding obligations. A fully executed Contract Agreement will be required to be completed before an order is processed.

PRODUCT DESCRIPTIONS

**GSA SIN 132-52
Elite™ EMS -
SaaS *Includes
Elite™ Field
(EMS_SaaS_Sup1
0000 (10,400 x
\$1.89) FSC Group
70, Contract
Number GS-35F-
365DA)**

ImageTrend Elite is the most capable platform with full NEMSIS v3 certified compliance from field-based ePCR Collection to proven statewide Receive & Process. As the core platform for EMS, it boasts platform-independent design and an intuitive interface. This solution includes the ability to define permission groups, manage data lookup values, configure EMS-based forms (including validation and visibility rules), import and export NEMSIS v3 XML files, and use the robust CQI module, Training/Activities module, and Report Writer.

Continuum™

Continuum is an integrated solution designed to make monitoring your system easy. Continuum analyzes the data within your system to provide you with notifications and easy-to-view charts based on the data you need, without requiring you to build reports or manually check your system.

**EMS w/NFIRS
Reporting**

Elite EMS with the additional functionality of the NFIRS tab is beneficial for agencies not using Elite Rescue, and is typically used by those using an Elite EMS state site. It provides the ability to document and link NFIRS records to your EMS records.
Note: Only applicable for those using Elite EMS.

**Visual
Informatics™
EMS Cube**

A data cube is a set of related fields, including dimensions and measures that can be included on analytical reports. Data cubes include more complex fields than most datasets, including fields that display results of calculations based on your data. The EMS Cube allows you to report on information related to EMS incidents in Elite. Includes: Dashboards, Analytics, Pie Charts, Charting and Widgets.
Note: Elite EMS or Rescue is required.

**Visual
Informatics™ Fire
Cube**

A data cube is a set of related fields, including dimensions and measures, which can be included on analytical reports. Data cubes include more complex fields than most datasets, including fields that will display the results of calculations based on your data. The Fire Cube allows you to report on information related to fire incidents in Elite. Includes: Dashboards, Analytics, Pie Charts, Charting and Widgets.
Note: Elite Fire or Rescue is required.

**Health
Information
Hub™ Volume
Tier**

Health Information Hub provides bidirectional, automatic exchange of data - connecting EMS with hospital EMRs, HIEs, outcome data, billing and registry information. Connected data opens the door to new possibilities in integrated healthcare, and HIE allows the ultimate goal of improved patient outcomes to be realized through continuous quality improvement.

CAD Distribution

The ability to easily integrate CAD data into run reports is very beneficial in ensuring accurate data. CAD data can be obtained via a file export, a query or it can be sent directly to the ImageTrend web service. Only fields listed in the CAD integration workbook are available for population through the integration.

**TeleStaff
Distribution**

Once a CAD incident comes through for EMS or fire incidents, the incident time and unit data is used to look up the appropriate crew from the Telestaff data in order to populate on the report.

**Staffing - Switch
Vendor to
Aladtech or
Crewsense or
Adashi**

Must have existing Staffing integration. This does not cover the cost of the ongoing integration, just the one time cost to switch to a new vendor. Any Recurring fees from existing integration will continue for the ongoing support of the integration.

**GSA SIN 132-50
Onsite Training
Session - 8 Hours
(FSC Group 70,
Contract Number
GS-35F-365DA)**

Training that is to be completed onsite at the client's location. Training topics can range from administrator training to user education to in-depth Report Writer usage.

Quote

IMAGETREND®

**Connect
Conference (per
Attendee)**

This includes the pre-purchase of the conference registrations in the contract. ImageTrend Connect is an annual user's conference that offers education from those who know the industry and ImageTrend best - your peers and the ImageTrend team. Attendees come from nationwide to connect with and learn from each other, share ideas and processes, examine key issues, celebrate successes and discuss challenges. This does not included travel or accommodations.

**HIH™
Elite/Hospital Bi-
Directional**

When an ePCR is in process or completed and posted, HIH transforms an ePCR into the appropriate hospital data format. Additionally patient outcome data is delivered from the hospital to the transporting agency.

IMAGETREND®



U.S. General Services Administration

**GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The Internet address for GSA Advantage! is: <http://www.gsaadvantage.gov>

**WORLDWIDE FEDERAL SUPPLY SCHEDULE CONTRACT
SCHEDULE TITLE: GENERAL PURPOSE COMMERCIAL INFORMATION
TECHNOLOGY EQUIPMENT, SOFTWARE, AND SERVICES
FSC GROUP: 70**

**CONTRACT NUMBER:
GS-35F-365DA**

**PERIOD COVERED BY CONTRACT:
June 16, 2016 through June 15, 2021**

ImageTrend, Inc.
20855 Kensington Blvd.
Lakeville, MN 55044
Phone: 952-469-1589
Fax: 952-985-5671
<http://www.imagetrend.com/>

Contractor's Administration Source: tmoline@imagetrend.com

Business Size: **Small**
DUNS: **023842573**

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://www.fss.gsa.gov>.