



**Purchasing Department**  
140 Stonewall Avenue West, Ste 204  
Fayetteville, GA 30214  
Phone: 770-305-5420  
[www.fayettecountyga.gov](http://www.fayettecountyga.gov)

March 17, 2022

**Subject: Request for Proposals #2088-P: Paramedic Training and Certification**

Gentlemen/Ladies:

Fayette County, Georgia invites qualified firms to submit a proposal for on-site training and certifying of Paramedics who are employees of the Department of Fire & EMS, in accordance with the information contained herein.

Questions concerning this request for proposals should be addressed to Natasha Duggan, Contract Administrator, in writing via email to [purchasinggroup@fayettecountyga.gov](mailto:purchasinggroup@fayettecountyga.gov) or fax to (770) 719-5534. **Questions will be accepted until 3:00 p.m., Friday, April 1, 2022.**

Purchasing Department office hours are Monday through Friday 8:00 a.m. to 5:00 p.m. The office telephone number is (770) 305-5420.

Please return your response to the following address:

Fayette County Government  
Purchasing Department  
140 Stonewall Avenue West, Suite 204  
Fayetteville, GA 30214

Request for Proposals **#2088-P**  
Request for Proposals: **Paramedic Training and Certification**

Your envelope *must* be sealed and should show your company's name and address.

**Proposals will be received at the above address until 2:00 p.m., Thursday, April 7, 2022**, in the Purchasing Department, Suite 204. The proposals will be opened at this time. For proposals that you may drop off in person, there will be a large metal parcel drop box located outside the front door of the Purchasing Department, Suite 204, in the county complex at 140 Stonewall Avenue West, Fayetteville, GA 30214. You must place your proposal in the drop box no later than 3:00 p.m. on Wednesday, March 9, 2022. Proposals must be signed to be considered. Late proposals cannot be considered. Faxed or emailed proposals cannot be considered.

If you download this request for proposals from the county's web site, it will be your responsibility to check the web site for any addenda that might be issued for this solicitation. The county cannot not be responsible for a vendor not receiving information provided in any addendum.

Thank you for participating in the solicitation process.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Ted L. Burgess', enclosed within a large, loopy blue oval.

Ted L. Burgess  
Director of Purchasing

**GENERAL TERMS AND CONDITIONS**  
**RFP #2088-P: Paramedic Training and Certification**

1. **Definitions:** The term "contractor" as used herein and elsewhere in these Terms and Conditions shall be used synonymously with the term "successful offeror." The term "County" shall mean Fayette County, Georgia.
2. **Preparation of Offers:** It shall be the responsibility of the offeror to examine specifications, scope of work, schedule and all instructions that are part of this request for proposal. Failure to observe any of the instructions or conditions in this request for proposal may result in rejection of the offer.

All of the specifications and information contained in this request for proposal, unless specifically excepted in writing by the offeror and such exceptions being included with the offer, will form the basis of the contract between the successful offeror and the County. The offeror should take care to answer all questions and provide all requested information.

3. **Submission of Offers:** Offerors must submit their proposal, along with any amendments issued by the County, in a sealed opaque envelope with the following information written on the outside of the envelope:
  - a. The offeror's company name,
  - b. The Request for Proposals (RFP) number, which is **2088-P** and
  - c. The RFP Name, which is **Paramedic Training and Certification**.

Price schedules shall be placed in an additional opaque sealed envelope, identified as the price schedule, and enclosed in the sealed envelope with the proposal. Do not include pricing on the flash drive.

Mail or deliver one (1) original, unbound proposal, signed in ink by a company official authorized to make a legal and binding offer, and four (4) bound paper copies, and a copy on 1 flash drive(s) to:

Fayette County Government  
Purchasing Department  
140 Stonewall Avenue West, Suite 204  
Fayetteville, GA 30214

Request for Proposals **#2088-P**  
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4. **Timely Receipt:** Offers not received by the time and date of the scheduled proposal opening will not be considered, unless the delay is a result of action or inaction of the County.



5. **Open Offer:** To allow sufficient time for a contract to be awarded, the offer, once submitted and opened, shall remain open for acceptance for a period of at least 90 days from the date of the opening until the date of contract award unless this time-frame is specifically excepted to in your offer.
6. **Corrections or Withdrawals:** The offeror may correct a mistake or withdraw a proposal before the proposal opening date by sending written notification to the Director of Purchasing. Proposals may be withdrawn after the opening only with written authorization from the Director of Purchasing. In case of discrepancy between the unit price and the extended or total price, the unit price shall prevail.

The county reserves the right to waive any defect or irregularity in any proposal received.

7. **Trade Secrets – Confidentiality:** If any person or entity submits a bid or proposal that contains trade secrets, an affidavit shall be included with the bid or proposal. The affidavit shall declare the specific included information which constitutes trade secrets. Any trade secrets must be either (1) placed in a separate envelope, clearly identified and marked as such, or (2) at a minimum, marked in the affidavit or an attached document explaining exactly where such information is, and otherwise marked, highlighted, or made plainly visible. See Georgia law at O.C.G.A. § 50-18-72 (A)(34).
8. **References:** Offerors shall submit with proposals a list of three (3) jobs the offeror has done that are of the same or similar nature to the work described herein. For each job listed include a brief description of the work, a contact person, mailing address, valid telephone number and the date job was completed.
9. **Ethics – Disclosure of Relationships:** Before a proposed contract in excess of \$10,000.00 is recommended for award to the Board of Commissioners or the County Administrator, or before the County renews, extends, or otherwise modifies a contract after it has been awarded, the contractor must disclose certain relationships with any County Commissioner or County Official, or their spouse, mother, father, grandparent, brother, sister, son or daughter related by blood, adoption, or marriage (including in-laws). A relationship that must be reported exists if any of these individuals is a director, officer, partner, or employee, or has a substantial financial interest in the business, as described in Fayette County Ordinance Chapter 2, Article IV, Division 3 (Code of Ethics).

If such relationship exists between your company and any individual mentioned above, relevant information must be presented in the form of a written letter to the Director of Purchasing. You must include the letter with any bid, proposal, or price quote you submit to the Purchasing Department.

In the event that a contractor fails to comply with this requirement, the County will take action as appropriate to the situation, which may include actions up to and including rejection of the bid or offer, cancellation of the contract in question, or debarment or suspension from award of a county contract for a period of up to three years.

10. **Evaluation of Offers:** The evaluation of offers and the determination as to acceptability of services offered shall be the responsibility of the County. Accordingly, to ensure that sufficient information is available, the offeror may be required to submit literature, samples, or other information prior to award. The County reserves the right to obtain clarification or additional information from any firm regarding its proposal. The County reserves the right to select a responsive, responsible firm on the basis of best value that is deemed to be most advantageous to the owners. The County further reserves the right to reject any proposal, or all proposals, and to re-release the request for proposals.
11. **Non-Collusion:** By responding to this request for proposals, the offeror shall be deemed to have represented and warranted that the proposal is not made in connection with any other offeror submitting a separate response to this request for proposals and is in all respects fair and without collusion or fraud.
12. **Ability To Perform:** The offeror may be required, upon request, to provide to the satisfaction of the County that he/she has the skill, experience and the necessary facilities, as well as sufficient financial and human resources, to perform the contract in a satisfactory manner and within the required time. If the available evidence is not satisfactory to the County, the County may reject the offer.
13. **Notice to Proceed:** The County shall not be liable for payment of any work done or any costs incurred by any offeror prior to the County issuing a written notice to proceed.
14. **Term of Contract:** The initial term of this agreement shall begin July 1, 2022 and continue for a period of one year through June 30, 2023. Thereafter, this agreement may be renewed by the County for two additional one-year renewal terms (each a "Renewal Term" and together with the Initial Term, the "Term"), which renewal will be by letter or other written correspondence from the County to the contractor ninety (90) days prior to expiration of the Initial Term or the then-current Renewal Term. If the County fails to provide notice of renewal, this Agreement will terminate at the end of the Initial Term or the then-current Renewal Term. This agreement is subject to the multi-year contractual provisions of O.C.G.A. 36-60-13(a).
15. **Unavailability of Funds:** This contract will terminate immediately and absolutely at such time as appropriated and otherwise unobligated funds are no longer available to satisfy the obligations of the County under the contract.



16. **Payment Terms:** The County's standard payment terms are Net 30. Any deviation from standard payment terms must be specified in the awarded contract, and both parties must agree on such deviation.
17. **Severability:** The invalidity of one or more of the phrases, sentences, clauses or sections contained in the contract shall not affect the validity of the remaining portion of the contract. If any provision of the contract is held to be unenforceable, then both parties shall be relieved of all obligations arising under such provision to the extent that the provision is unenforceable. In such case, the contract shall be deemed amended to the extent necessary to make it enforceable while preserving its intent.
18. **Indemnification:** The contractor shall indemnify and save the County and all its officer, agents and employees harmless from all suits, actions, or other claims of any character, name and description brought for or on account of any damages, losses, or expenses to the extent caused by or resulting from the negligence, recklessness, or intentionally wrongful conduct of the contractor or other persons employed by or utilized by the contractor in the performance of the contract. The contractor shall pay any judgment with cost which may be obtained against the County growing out of such damages, losses, or expenses, but only to the extent such damages, costs and expenses are adjudicated to have been caused by or resulted from the negligence, recklessness, or intentionally wrongful conduct of the Contractor or other persons employed or utilized by the Contractor in the performance of the contract.
19. **Non-Assignment:** Assignment of any contract resulting from this request for proposals will not be authorized, except with express written authorization from the County.
20. **Insurance:** The contractor shall procure and maintain the following insurance, to be in effect throughout the term of the contract, in at least the amounts and limits set forth as follows:
  - **General Liability Insurance:** \$1,000,000 combined single limit per occurrence, including bodily and personal injury, destruction of property, and contractual liability.
  - **Automobile Liability Insurance:** \$1,000,000 combined single limit each occurrence, including bodily injury and property damage liability.
  - **Worker's Compensation:** Workers Compensation as required by Georgia statute.

Before a contract is executed with the successful offeror, the successful offeror shall provide Certificates of Insurance for all required coverage. The successful offeror can provide the Certificate of Insurance after award of the contract but must be provided prior to execution of the contract document by both parties. Certificates shall list an additional insured as follows:

Fayette County, Georgia  
140 Stonewall Avenue West  
Fayetteville, GA 30214

21. **Termination for Cause:** The County may terminate the contract for cause by sending written notice to the contractor of the contractor's default in the performance of any term of this agreement. Termination shall be without prejudice to any of the County's rights or remedies by law.
22. **Termination for Convenience:** The County may terminate the contract for its convenience at any time with 10 days' written notice to the contractor. In the event of termination for convenience, the County will pay the contractor for services performed. The County will compensate partially completed performance based upon a signed statement of completion submitted by the contractor, which shall itemize each element of performance completed.
23. **Force Majeure:** Neither party shall be deemed to be in breach of the contract to the extent that performance of its obligations is delayed, restricted, or prevented by reason of any act of God, natural disaster, act of government, or any other act or condition beyond the reasonable control of the party in question.
24. **Governing Law:** This agreement shall be governed in accordance with the laws of the State of Georgia. The parties agree to submit to the jurisdiction in Georgia, and further agree that any cause of action arising under this agreement shall be required to be brought in the appropriate venue in Fayette County, Georgia.

**SCOPE OF SERVICES**  
**RFP #2088-P: Paramedic Training and Certification**

**OBJECTIVE**

Fayette County, Georgia desires to contract with an organization that is accredited by the Committee on Accreditation of Educational Programs for the Emergency Medical Services Professions (CoAEMSP), to train Paramedics. The training is to be held at the County's Emergency Operations Center facility.

**INTRODUCTION**

Fayette County Fire and Emergency Services cross-trains all firefighter's, EMT's, and paramedics, so they are qualified for all routinely worked traffic accidents, cardiac emergencies, medical emergencies, trauma, and other assists-type calls. Each shift has several certified Critical Care Transport paramedics, who are trained in advanced therapies.

The Department needs an accredited entity to provide Paramedic training for employees.

Fayette County will provide internet access and printing system for students and instructors. Instructors may bring in their own laptops or use equipment that is already on-site.

Non-Fayette County personnel who need to access the EOC will be issued guest ID badges.

EOC operations may supersede the class in periods of inclement weather or disaster.

The instructor will have access to Fayette County's full complement of Basic Life Support (BLS) and Advanced Life Support (ALS) training equipment.

**STATE OF NEED/SCOPE OF SERVICES**

Fayette County wishes to contract for a comprehensive Paramedic training and certification program. The program must meet the following criteria:

1. The respondent shall provide State of Georgia certified instructors to provide Paramedic training for an academy style class with a minimum of eight students and not to exceed 25 students per class.
2. The course shall be offered on a shift basis with one class every third day excluding weekends and holidays. (Alternate schedules will be considered an exception and should be noted on the RFP. These will be considered on their merit by the evaluation team.)
3. All classroom portions of the course shall be held at the Fayette County Emergency Operations center, 101 Volunteer Way, Fayetteville, GA 30214.



4. The class shall be fully accredited by CoAEMSP and in compliance with Georgia Department of Public Health regulations. The course provider shall secure all necessary compliance from the State of Georgia and Region IV for the course approval.
5. The course provider shall allow programmatic consultation from Fayette County Fire and EMS' medical director and command staff.
6. The class shall be taught by credentialed Georgia instructors.
7. The class shall be supplemented by online education resources included in the course cost. The course cost shall be listed in a "per student" format with minimum class size outlined.
8. The course cost shall be inclusive of admission fees, instructional services, textbooks, clinical fees (to include uniforms), and testing fees (Fayette County will pay for one NREMT written and practical attempt).
9. Fayette County will provide the necessary insurance coverage for student-employees.
10. The Course provider shall hold at a minimum, one (1) intake and evaluation meeting to provide course information to prospective students.
11. The Lead Instructor shall provide student feedback and progress reports, both periodically and ad hoc, and be available to students for consultation with established weekly contact hours.
12. The course provider shall publish a course calendar and syllabus.
13. The course provider shall offer remedial training for students unsuccessful in their first attempt at the NREMT certification exams.
14. The course provider shall schedule, at Fayette County's convenience, a closed NREMT practical exam for the students in the program.
15. The Lead Instructor shall maintain student attendance and signature records for each class and shall make them available upon request of the Fire Chief or EMS.

## PROPOSAL RESPONSE REQUIREMENTS

Proposals must include the following, preferably in the order shown:

1. **Cover Page:** Include the Request for Proposals number (#2088-P) and title (*Paramedic Training and Certification*). Also include your firm's name, address, telephone number, and email address.
2. **Table of Contents**
3. **Required Documents:**
  - a. Company Information Page
  - b. Contractors Affidavit Under O.C.G.A. § 13-10-91(b)(1)
  - c. Exceptions, if any

- d. Signed addenda, if any are issued
  - e. Copy of CoAEMSP Certification
4. **Project Understanding and the Proposed Solution:** State your understanding of the services required. Describe the approach you propose to take in addressing the needs addressed by this request for proposals. Indicate your level of expertise with EMT/Paramedic training and certification. Identify challenges you will face. Creativity and innovative ideas are encouraged in your response.
5. **Project Team:** Identify team members who would be assigned to this project. Include a resume for each key team member. Identify the key contact person, lead instructor, or project leader. Provide a description of each staff member who will provide the didactic instruction and clinical program. Describe each key team member's experience with comparable projects, the role that each member played, and the expected role of each when doing work for this project.
6. **Organization's Background and Experience:** Describe your entity's background and size and provide a table of organization. Include a synopsis of corporate qualifications, including references of previous field delivered programs. State the number of years the entity has provided EMT or Paramedic training. If you would use any subcontractors or partners in delivery of the proposed services, identify them and explain their roles.
- Demonstrate the firm's experience and qualifications by providing a list of relevant projects you have undertaken that were similar to the project addressed by this request for proposals (at least five projects). For each project, provide the name of the government or other entity, a brief description of the work, a contact person, email address, and a valid telephone number. The county reserves the right to select projects from this list and contact them for references.
7. **Proposed Schedule:** Include a proposed schedule, including intake and evaluation meetings, classroom training, and timing of progress reports, remedial training if needed, and any other scheduled items.
8. **Price:** On a separate page, state your proposed annual price to provide the services described in your proposal. Show your price as a "per student" price. In your per-student price, include admission fees, instructional services, textbooks, clinical fees, online educational resources, testing fees, and any other charges. State your minimum class size. Place this document in a separate envelope, as state in the Terms and Conditions, Item #3.

## EVALUATION PLAN

An Evaluation Committee will review and evaluate proposals. The points earned for technical merit will comprise 60% of your evaluation score. Criteria for technical merit are as follows:

<u>Criteria</u>	<u>Max Points</u>
1. Project understanding and the proposed solution	30
2. Project Team	5
3. Organization's background and experience	15
4. Proposed schedule	10

## PRICING

Your proposed price, as compared to other responding entities, will comprise 20% of total possible points. Proposed prices will be assigned points earned through use of a variance weighting method. The lowest offered price will earn the maximum number of points for the Pricing portion of the score. Other proposals' price scores will be calculated based on the variance of their prices from the lowest offered price.

## PRESENTATIONS

The county may at its discretion, choose one or more of the best-scoring companies to make in-person presentations. If more than one company makes a presentation, the Evaluation Committee will evaluate the presentations, and score up to an additional 20 points to the technical score for each company that makes a presentation.

Total maximum points available are as follows:

	Maximum Points	Percent of Available Points
Technical Merit	60	60%
Pricing	20	20%
Presentations	<u>20</u>	<u>20%</u>
Total	100	100%



**COMPANY INFORMATION**  
**RFP #2088-P: Paramedic Training and Certification**

**A. COMPANY**

Company Name: \_\_\_\_\_

Physical Address: \_\_\_\_\_

\_\_\_\_\_

Mailing Address (if different): \_\_\_\_\_

\_\_\_\_\_

Website (if applicable): \_\_\_\_\_

**B. AUTHORIZED REPRESENTATIVE**

Signature: \_\_\_\_\_

Printed or Typed Name: \_\_\_\_\_

Title: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

Phone Number: \_\_\_\_\_ Fax Number: \_\_\_\_\_

**C. PROJECT CONTACT PERSON**

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Office Number: \_\_\_\_\_ Cell Number: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

### Contractor Affidavit under O.C.G.A. § 13-10-91(b)(l)

The undersigned contractor ("Contractor") executes this Affidavit to comply with O.C.G.A. § 13-10-91 related to any contract to which Contractor is a party that is subject to O.C.G.A. § 13-10-91 and hereby verifies its compliance with O.C.G.A. § 13-10-91, attesting as follows:

- a) The Contractor has registered with, is authorized to use and uses the federal work authorization program commonly known as E-Verify, or any subsequent replacement program;
- b) The Contractor will continue to use the federal work authorization program throughout the contract period, including any renewal or extension thereof;
- c) The Contractor will notify the public employer in the event the Contractor ceases to utilize the federal work authorization program during the contract period, including renewals or extensions thereof;
- d) The Contractor understands that ceasing to utilize the federal work authorization program constitutes a material breach of Contract;
- e) The Contractor will contract for the performance of services in satisfaction of such contract only with subcontractors who present an affidavit to the Contractor with the information required by O.C.G.A. § 13-10-91(a), (b), and (c);
- f) The Contractor acknowledges and agrees that this Affidavit shall be incorporated into any contract(s) subject to the provisions of O.C.G.A. § 13-10-91 for the project listed below to which Contractor is a party after the date hereof without further action or consent by Contractor; and
- g) Contractor acknowledges its responsibility to submit copies of any affidavits, drivers' licenses, and identification cards required pursuant to O.C.G.A. § 13-10-91 to the public employer within five business days of receipt.

\_\_\_\_\_  
Federal Work Authorization User Identification Number

\_\_\_\_\_  
Date of Authorization

\_\_\_\_\_  
Name of Contractor

#2088-P: Paramedic Training & Certification  
Name of Project

Fayette County, Georgia  
Name of Public Employer

**I hereby declare under penalty of perjury that the foregoing is true and correct.**

Executed on \_\_\_\_\_, \_\_\_\_\_, 2022 in \_\_\_\_\_ (city), \_\_\_\_\_ (state).

\_\_\_\_\_  
Signature of Authorized Officer or Agent

\_\_\_\_\_  
Printed Name and Title of Authorized Officer or Agent

SUBSCRIBED AND SWORN BEFORE ME  
ON THIS THE \_\_\_\_\_ DAY OF \_\_\_\_\_, 2022.

\_\_\_\_\_  
NOTARY PUBLIC

My Commission Expires: \_\_\_\_\_

Please list below any exceptions or clarifications to the specifications of this bid. Explain any exceptions in full.

This image shows a single sheet of white paper with horizontal blue or grey ruling lines. The lines are evenly spaced and run across the width of the page. There are approximately 20 lines visible. The paper appears to be a standard notebook or a sheet of stationery designed for writing.

COMPANY NAME: \_\_\_\_\_