



Option 1 – Two (2) ALS Ambulances

Pridestar Trinity EMS, Inc. will provide the 6 Town Consortium Advanced Life Support service consisting of Two (2) ALS ambulances to the System, certified to the standards set forth by the New Hampshire Department of Safety/Bureau of EMS, each staffed with one (New Hampshire) Nationally Registered certified Paramedic and one (New Hampshire) Nationally certified Emergency Medical Technician or higher, dedicated to the System on a twenty-four (24) hour a day basis during the Term of this Agreement. Pridestar Trinity shall respond immediately in accordance with applicable dispatch protocols. At all times while transporting an ALS criteria patient, the highest licensed provider i.e. – paramedic, will render all patient care.

With respect to the emergent transport of sick or injured patients, each individual community of the consortium, may initiate a transport if, in their opinion, the patient's condition warrants a quicker transport than would be affected by Pridestar Trinity based on their reported ETA to the scene. This includes either initiating transport with Town resources, Pridestar Trinity staffing an ambulance with an Advanced EMT or S3/S4 or, optionally, utilizing another EMS provider (e.g. mutual aid if available).

Payment for these services under this option shall not exceed the sum of **Four Hundred Ninety-Five Thousand Five Hundred Dollars (\$495,500)** billed quarterly. Pridestar Trinity will work with the consortium to determine the mutually agreed upon amount on how the consortium wants to divide up the subsidy (equally between the 6 towns or by percentage of usage).

The ambulances used for service to the Consortium shall be housed in two locations mutually agreed upon by the Fire Chiefs. One will primarily be in the Atkinson Fire Department station, per a separate lease agreement with the Town of Atkinson, and the second will primarily be in the Hampstead Fire Department station, per separate lease agreement with the Town of Hampstead. It is understood these ambulances may be, on occasion, outside of their respective primary locations due to the nature of the service. However, it is understood that unless they are actively engaged in an emergency response and/or transport, they will remain within the communities that comprise the System.

Please note that Pridestar Trinity would be open to discussions for a multi-year contract and are willing to negotiate a reduced subsidy for all options presented in the RFP.



Option 2 – Two (2) ALS Ambulances w/ Fly Car

Pridestar Trinity EMS, Inc. will provide the 6 Town Consortium Advanced Life Support service consisting of two (2) ALS ambulances as well as a Paramedic fly car that would be staffed for eight (8) hours per day five (5) days a week between the hours of 7a and 7p, Monday through Friday (see below), certified to the standards set forth by the New Hampshire Department of Safety/Bureau of EMS. Each ambulance will be staffed with one (New Hampshire) Nationally Registered certified Paramedic and one (New Hampshire) Nationally certified Emergency Medical Technician or higher, dedicated to the System on a twenty-four (24) hour a day basis during the Term of this Agreement. Pridestar Trinity shall respond immediately in accordance with applicable dispatch protocols. At all times while transporting an ALS criteria patient, the highest licensed provider i.e. – paramedic, will render all patient care.

The Paramedic fly car (S3/S4 or equivalent) will be provided as an additional non-dedicated resource and staffed with one (1) Paramedic. This fly car will be staffed eight (8) hours per day, five (5) days a week between the hours of 7a and 7p, Monday through Friday. When/If the two (2) ALS ambulances (currently P80 & 82) are occupied or unavailable, S3/S4 will be dispatched to the Consortium NH line for coverage.

With respect to the emergent transport of sick or injured patients, each individual community of the consortium, may initiate a transport if, in their opinion, the patient's condition warrants a quicker transport than would be effected by Pridestar Trinity based on their reported ETA to the scene. This includes either initiating transport with Town resources, Pridestar Trinity staffing an ambulance with an Advanced EMT or S3/S4 or, optionally, utilizing another EMS provider (e.g. mutual aid if available).

Payment for these services under this option shall not exceed the sum of **Seven Hundred Fifty Thousand Dollars (\$750,000)** billed quarterly. Pridestar Trinity will work with the consortium to determine the mutually agreed upon amount on how the consortium wants to divide up the subsidy (equally between the 6 towns or by percentage of usage).

The ambulances used for service to the Consortium shall be housed in two locations mutually agreed upon by the Fire Chiefs. One will primarily be in the Atkinson Fire Department station, per a separate lease agreement with the Town of Atkinson, and the second will primarily be in the Hampstead Fire Department station, per separate lease agreement with the Town of Hampstead. The Paramedic fly car will be housed out of our Haverhill Operation's HUB. It is understood these ambulances may be, on occasion, outside of their respective primary locations due to the nature of the service. However, it is understood that unless they are actively engaged in an emergency response and/or transport, they will remain within the communities that comprise the System.

Please note that Pridestar Trinity would be open to discussions for a multi-year contract and are willing to negotiate a reduced subsidy for all options presented in the RFP.



Option 3 – Three (3) ALS Ambulances

Pridestar Trinity EMS, Inc. will provide the 6 Town Consortium Advanced Life Support service consisting of Three (3) ALS ambulances to the System, certified to the standards set forth by the New Hampshire Department of Safety/Bureau of EMS. All three (3) of the ambulance resources would be staffed with one (New Hampshire) Nationally Registered certified Paramedic and one (New Hampshire) Nationally certified Emergency Medical Technician or higher, with two (2) dedicated to the System on a twenty-four (24) hour a day basis. The third (3rd) ambulance resource would be staffed 12 hours a day, 7 days a week based upon a mutually agreed upon time frame. At all times while transporting an ALS criteria patient, the highest licensed provider i.e. – paramedic, will render all patient care.

With respect to the emergent transport of sick or injured patients, each individual community of the consortium, may initiate a transport if, in their opinion, the patient's condition warrants a quicker transport than would be affected by Pridestar Trinity based on their reported ETA to the scene. This includes either initiating transport with Town resources, Pridestar Trinity staffing an ambulance with an Advanced EMT or S3/S4 or, optionally, utilizing another EMS provider (e.g. mutual aid if available).

Payment for these services under this option shall not exceed the sum of **One Million Four Hundred Fifty Thousand Dollars (\$1,450,000)** billed quarterly. Pridestar Trinity will work with the consortium to determine the mutually agreed upon amount on how the consortium wants to divide up the subsidy (equally between the 6 towns or by percentage of usage).

The ambulances used for service to the Consortium shall be housed in two locations mutually agreed upon by the Fire Chiefs. One will primarily be in the Atkinson Fire Department station, per a separate lease agreement with the Town of Atkinson, and the second will primarily be in the Hampstead Fire Department station, per separate lease agreement with the Town of Hampstead. The third ambulance will be based or rotated through with the other two ambulance bases as mutually agreed upon between the Consortium and Pridestar Trinity. It is understood these ambulances may be, on occasion, outside of their respective primary locations due to the nature of the service. However, it is understood that unless they are actively engaged in an emergency response and/or transport, they will remain within the communities that comprise the System.

Please note that Pridestar Trinity would be open to discussions for a multi-year contract and are willing to negotiate a reduced subsidy for all options presented in the RFP.



Option 4 – Two (2) ALS Ambulances & One (1) A/A Ambulance

Pridestar Trinity EMS, Inc. will provide the 6 Town Consortium Advanced Life Support service consisting of Two (2) ALS ambulances and One (1) Advanced/Advanced EMT ambulance to the System, certified to the standards set forth by the New Hampshire Department of Safety/Bureau of EMS. Two (2) of the ambulance resources would be staffed with one (New Hampshire) Nationally Registered certified Paramedic and one (New Hampshire) Nationally certified Emergency Medical Technician or higher, dedicated to the System on a twenty-four (24) hour a day basis. The third (3rd) ambulance resource would be staffed with two (New Hampshire) Nationally Registered Advanced EMTs. The third (3rd) resource would be staffed 12 hours a day, 7 days a week based upon a mutually agreed upon time frame. When the third resource is utilized, Pridestar Trinity's supervisor vehicle will be automatically dispatched with unit. At all times while transporting an ALS criteria patient, the highest licensed provider i.e. – paramedic, will render all patient care.

With respect to the emergent transport of sick or injured patients, each individual community of the consortium, may initiate a transport if, in their opinion, the patient's condition warrants a quicker transport than would be affected by Pridestar Trinity based on their reported ETA to the scene. This includes either initiating transport with Town resources, Pridestar Trinity staffing an ambulance with an Advanced EMT or S3/S4 or, optionally, utilizing another EMS provider (e.g. mutual aid if available).

Payment for these services under this option shall not exceed the sum of **One Million three Hundred Fifty Thousand Dollars (\$1,350,000)** billed quarterly. Pridestar Trinity will work with the consortium to determine the mutually agreed upon amount on how the consortium wants to divide up the subsidy (equally between the 6 towns or by percentage of usage).

The ambulances used for service to the Consortium shall be housed in two locations mutually agreed upon by the Fire Chiefs. One will primarily be in the Atkinson Fire Department station, per a separate lease agreement with the Town of Atkinson, and the second will primarily be in the Hampstead Fire Department station, per separate lease agreement with the Town of Hampstead. The third ambulance will be based or rotated through with the other two ambulance bases as mutually agreed upon between the Consortium and Pridestar Trinity. It is understood these ambulances may be, on occasion, outside of their respective primary locations due to the nature of the service. However, it is understood that unless they are actively engaged in an emergency response and/or transport, they will remain within the communities that comprise the System.

Please note that Pridestar Trinity would be open to discussions for a multi-year contract and are willing to negotiate a reduced subsidy for all options presented in the RFP.



Option 5 – Two (2) ALS Ambulances & One (1) BLS Ambulance

Pridestar Trinity EMS, Inc. will provide the 6 Town Consortium Advanced Life Support service consisting of Two (2) ALS ambulances and One (1) EMT-B ambulance to the System, certified to the standards set forth by the New Hampshire Department of Safety/Bureau of EMS. Two (2) of the ambulance resources would be staffed with one (New Hampshire) Nationally Registered certified Paramedic and one (New Hampshire) Nationally certified Emergency Medical Technician or higher, dedicated to the System on a twenty-four (24) hour a day basis. The third (3rd) ambulance resource would be staffed with two (New Hampshire) Nationally Registered EMTs. The third (3rd) resource would be staffed 12 hours a day, 7 days a week based upon a mutually agreed upon time frame. When the third resource is staffed at an EMT-B level and utilized, Pridestar Trinity's supervisor vehicle will be automatically dispatched with unit. At all times while transporting an ALS criteria patient, the highest licensed provider i.e. – paramedic, will render all patient care.

Pridestar Trinity's supervisor vehicle will also be automatically dispatched to the call if one of the dedicated consortium ambulances are staffed at an Advanced level (A/A) or the BLS resource is responding to a call. Our crew and supervisor can request the supervisor vehicle at their own discretion.

With respect to the emergent transport of sick or injured patients, each individual community of the consortium, may initiate a transport if, in their opinion, the patient's condition warrants a quicker transport than would be affected by Pridestar Trinity based on their reported ETA to the scene. This includes either initiating transport with Town resources, Pridestar Trinity staffing an ambulance with an Advanced EMT or S3/S4 or, optionally, utilizing another EMS provider (e.g. mutual aid if available).

Payment for these services under this option shall not exceed the sum of **One Million two Hundred Thousand Dollars (\$1,200,000)** billed quarterly. Pridestar Trinity will work with the consortium to determine the mutually agreed upon amount on how the consortium wants to divide up the subsidy (equally between the 6 towns or by percentage of usage).

The ambulances used for service to the Consortium shall be housed in two locations mutually agreed upon by the Fire Chiefs. One will primarily be in the Atkinson Fire Department station, per a separate lease agreement with the Town of Atkinson, and the second will primarily be in the Hampstead Fire Department station, per separate lease agreement with the Town of Hampstead. The third ambulance will be based or rotated through with the other two ambulance bases as mutually agreed upon between the Consortium and Pridestar Trinity. It is understood these ambulances may be, on occasion, outside of their respective primary locations due to the nature of the service. However, it is understood that unless they are actively engaged in an emergency response and/or transport, they will remain within the communities that comprise the System.

Please note that Pridestar Trinity would be open to discussions for a multi-year contract and are willing to negotiate a reduced subsidy for all options presented in the RFP.



Base Locations

- **1221 Westford Street, Lowell - HUB**
- 640 Dutton Street, Lowell
- 54 Chelmsford Street, Chelmsford
- 13 Chuck Drive, Dracut
- 1393 Lakeview Avenue, Dracut
- **7 Stewart Street, Haverhill - HUB**
- 1 Academy Drive, Atkinson, NH
- 17 Littles Lane, Hampstead, NH

Education and Training Center

229 Stedman Street Lowell, MA 01851

Direct (978) 349-3206

- E. The total cost information requested in Section E is proprietary and will not be released at this time. Further discussion about this request is encouraged.
- F. The projected revenue information requested in Section F is proprietary and will not be released at this time. Further discussion about this request is encouraged.
- G. Pridestar Trinity EMS have provide multiple options to help service the Consortium through the RFP. Please refer to **Exhibit A** for all options being offered.
- H. **This proposal is formally submitted by Pridestar Trinity EMS, Inc.:**

David T. Daly, President/Owner

September 6, 2023

Printed Name of Authorized Signer

Date



Signature of Authorized Signer/Title

September 6, 2023

Date

- I. Table of Contents - included.
- J. The financial reports requested in Section J are proprietary and will not be released at this time. Further discussion about this request is encouraged.



Exception to the RFP

Pridestar Trinity do not agree to the Response Performance Time and Corrective Action listed in Section 31. As currently written, there is too much room for interpretation and difficulty monitoring. Further clarification is needed regarding the dispatch notification and chute times as we have numerous dispatch centers providing Pridestar Trinity emergency calls in various ways. For example, Rocking County Sheriff Department (Sandown, Newton and Danville), Plaistow dispatch (Plaistow and Atkinson) or Londonderry Fire (Hampstead) all are notified differently. Some of the notifications go through the Valor system and our ambulance resource can start responding Priority 3, however we still are waiting for the call details from the dispatch center. Some of the notifications do not go through Valor and direct 911 calls go through NH E911 dispatch system.

We strongly encourage further discussion and clarification regarding this section.