

Answer to Questions for RFP 23021TM

Emergency Medicine Services

1. Do you have a selected address you can share? **We do have a site selected at the corner of state roads 29 and 92 in Union City. The address has not been assigned.**
2. Can you kindly share the projected adult and pediatric volume from projected mid 2026 opening date to anticipated steady state volume (preferably in month over month format)? **We don't have our exact opening dates, so still working in years.**
Year 1 – Adult 13,500 and Peds 4,500
Year 2+ - Adult 18,000 and Peds 6,000
3. Can you share the projected payer mix (in as much detail as possible – all known plans) for both the adult and pediatric volumes in #2 above?
We do not have projected at the plan level. By payor group, we have estimated the following:
 - Adults – Year 1**
 - Self-Pay – 32%**
 - Other 10%**
 - Medicare Managed Care – 5%**
 - Medicare – 5%**
 - Medicaid Managed Care – 11%**
 - Medicaid – 9%**
 - Commercial – 27%**
 - Adults – Year 2**
 - Self-Pay – 28%**
 - Other 11%**
 - Medicare Managed Care – 4%**
 - Medicare – 6%**
 - Medicaid Managed Care – 11%**
 - Medicaid – 9%**
 - Commercial – 30%**
 - Peds Year 1 and 6**
 - Self-Pay – 4%**
 - Other – 4%**
 - Medicare Managed Care – 0%**
 - Medicaid – 10%**
 - Commercial – 14%**
4. What will be the required minimum qualifications of the ED providers? **SEE ATTACHMENTS.**
5. Please also specify if there is a requirement for Pediatric ED physician credentials: **SEE ATTACHMENTS.**

6. What is the anticipated case mix index for the facility? **We have not calculated a case mix.**
7. In the introduction of Firm section, how detailed should the disclosure of names/titles of affiliated or employed people be? **Please list the system leadership and those involved in the project.**
8. In the Project Team section, what format is preferred for the organizational chart? Is a table listing the core project team with titles/roles acceptable? **Yes.**
9. What type of references are you expecting for this type of proposal? **Locations/systems/hospitals where you have provided the services.**
10. As the RFP only solicits staffing for Physician and APP, confirm that Grady will provide all other ancillary staffing to include nursing, techs, MAs, radiology staff, EVS, etc. **Yes, Grady will provide these services.**
11. Will ambulance/transport services be provided and managed by Grady? Will there be a helipad on site? **Yes, and yes.**
12. Do you have volume projections to support the planned operating size of 16 beds? **See question 2.**
13. Are there pediatric-specific volume projections that support the pediatric bed complement? **See question 2.**
14. Is the staffing firm permitted to manage their own professional billing and coding operations or will this flow through OneGrady? **We are planning on OneGrady.**
15. Will financial counseling services, including Medicaid enrollment, be available and provided by Grady staff? **Yes.**
16. Is the expectation that a physician will be present 24/7 vs. an APP? **MD needs to be present 24/7. If we determine that is not necessary after opening, then we can revisit; to start we need MD presence.**
17. Is Emergency Medicine board certification required for physicians? If not, what specialties/certifications will be allowed to staff the facility? **EM certification required. I don't think we can make an exception to what we require at main Grady.**
18. For the fee proposal, is there an expected timeframe for to be covered? For example, should it be the proposed cost over 5 years or should it be the annual cost plus any applicable inflation factors? **Annual plus cost inflators.**
19. What security assets will be in place to ensure the safety of patients, staff and providers? **Patient entry will have a weapon screening system. Security will be on site. The remainder will be planned during facility design.**
20. Will the CT services be available 24/7? **Yes**
21. Who will the physicians and APPs report to for QA and other GHS management needs? **The physicians/APPs will report to the CMO. This is an "extension" of Grady's ED and will follow the same structure.**