



# El Dorado County Emergency Services Authority

**Finance Committee Meeting**  
Wednesday, January 7, 2014 1:00 p.m.  
Diamond Springs Fire Station #49 – Conference Room

## AGENDA

Item	Presenter
1. Call to Order	Tyler
2. Approval of Agenda	Tyler
3. Approval of Finance Meeting Minutes of November 5, 2014	Tyler
4. Old Business	
4.1 GEMT – Priority funding recommendation	Hackett
5. New Business	
5.1 Review Revenue/Expense Report	Hackett
5.2 Budget preparation for FY 15/16	Hackett
5.3 Review and recommend EPCR Proposal from ImageTrend	Hackett
6. Adjournment	Roberts

Next JPA Finance Committee regular meeting will be on February 4, 2015 at 13:00 hours.

\*\*\* Please park at the Fireman's Hall or the JPA parking lot as the Commercial Businesses need their parking available for customers ~ Thank you \*\*\*



## El Dorado County Emergency Services Authority

### Finance Committee Meeting

Wednesday, November 5, 2014 – 1:00 p.m.

DS/ED Fire Station #49, Classroom, 501 Main Street, Diamond Springs, CA

### Minutes

#### Attendees:

- |   |   |
|---|---|
| <input checked="" type="checkbox"/> Cameron Park/CAL Fire, <b>Chair</b> , DC Joe Tyler<br><input type="checkbox"/> Rescue Fire, Deputy Chief Tom Keating<br><input checked="" type="checkbox"/> El Dorado Hills Fire, Chief Dave Roberts<br><input type="checkbox"/> Georgetown Fire, Chief Greg Schwab<br><input type="checkbox"/> Diamond Springs Fire, Battalion Chief Ken Earle<br><input type="checkbox"/> Pioneer Fire, Chief Jack Daniels<br><input checked="" type="checkbox"/> JPA, Executive Director Marty Hackett | <input checked="" type="checkbox"/> Diamond Springs Fire, <b>Vice Chair</b> Chief Rob Combs<br><input type="checkbox"/> Alternate CP/CAL FIRE, BC Bob Counts<br><input checked="" type="checkbox"/> El Dorado County Fire, Chief Mike Hardy<br><input type="checkbox"/> El Dorado County Fire, Division Chief Tim Cordero<br><input checked="" type="checkbox"/> Diamond Springs Fire, Assistant Chief Bryan Ransdell<br><input type="checkbox"/> Garden Valley Fire, Chief Bill Dekker |
|---|---|

**Guests:** none

#### 1. Call to Order

Chairman Tyler called the meeting to order at **13:06** hours.

#### 2. Approval of Agenda –

**Motion** to approve Agenda by Chief Roberts seconded by Chief Hardy and motion carries unanimously.

#### 3. Approval of Finance Meeting Minutes of July 7, 2014-

**Motion** to approve minutes by Chief Hardy seconded by Chief Roberts and motion carries unanimously.

#### 4. Old Business

##### 4.1. Miwok Contract Update

- Executive Director Hackett and the Committee discussed relationship potential with the Tribe and customer service and support focus with opportunities for system operations enlightenment.

##### 4.2. GEMT – Priority funding recommendation

- Executive Director Hackett met with Supervisor Veerkamp concerning this matter and provided details of current priorities. Utilization of the funds designated to reimburse us for under-reimbursed or un-reimbursed Ground Emergency Medical services that were already provided would help make our system whole and enable us to maintain our system to meet service levels.
- Chief Hardy suggested getting statistics of revenue lost from services for which Wittman is not getting paid since GEMT is paying back a certain percentage of this. Executive Director Hackett indicated that data is in the GEMT applications and will request copies.
- Discussion of further analysis needed concerning our move up and cover statistics and how often the unit got a call while on the move up. Executive Director Hackett will work with the ECC to get this information.

#### 5. New Business

##### 5.1. Review fiscal year 13/14 actual expenditures

- Executive Director Hackett noted the report was incorrectly labeled 14/15 but is indeed FY 13/14 actual expenditures. He provided an oral summary of the report and spoke to where we had the highest savings realized.

**5.2. Review and recommend modification to approved FY 14/15 budget**

- Executive Director Hackett indicated there was a Board directive to see where we could save funds. Cost savings measures discussed. Chief Tyler voiced concern over the budget impact of the rent and utilities allocations. Current budget is in line with anticipated operational costs. Discussed utilizing reserves to balance the budget. Additionally need to have the County review the parcel fee that is unchanged in 25 years.

*No action taken on this agenda item.*

**6. Adjournment – 14:30 hours**

*A **motion** to adjourn the meeting was made by Chief Roberts, was seconded by Chief Combs and motion carries unanimously.*

DRAFT



## El Dorado County Emergency Services Authority

480 Locust Road  
Diamond Springs, CA 95619  
Tel (530) 642-0622 Fax (530) 642-0628  
[www.edcjpa.org](http://www.edcjpa.org)

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# Ground Emergency Medical Transport Funding Needs

1. Maintain M28 as a 24/7/365 medic unit: Even though we have a new contract with the Miwok Tribe it is still approximately \$150k dollars short of what we had been receiving. There is a chance at the conclusion of this contract that they will begin operating their own ambulance operation which will result in a loss of approximately \$400k.
2. Return M26 to a half-time 12/7/365 medic unit: Ever since the elimination of M26, our ambulance system has been under great strain. To maintain our 90% response time requirements we are constantly moving our ambulances to maintain geographic service area (GSA) coverage. We are putting a tremendous amount of miles on our ambulance fleet which is resulting in increased gas costs and ambulance replacement costs. So far this year, our call volume is up 4.5% over last year. If the call volume continues to increase we will need to add at least one half-time medic unit.
3. Increase our ambulance replacement cycle: We need to replace our aging ambulance fleet at a greater pace than what we are doing now. The majority of our fleet has well over 100,000 miles on them. Most of our reserve fleet has 170,000 miles on them. We are remounting the patient compartments on new chassis to reduce costs but at some point these patient compartments will be beyond repair and remounting and we will have to begin buying completely new ambulances and they can cost as much as \$180k.
4. Replace our Monitor/Defibrillators: Our nine (9) Monitor/Defibrillators (M/D) were bought six years ago and are beginning to show their wear and tear needing more frequent repair. The M/D's also consist of out dated technology that does not meet our current and future needs. We need to purchase new, more advanced M/D technology that we can rely on and not be experiencing frequent equipment failures. The M/Ds are an essential piece of medical equipment.
5. Gurney replacement: Are powered gurneys, like the M/Ds, are aging and showing their wear and tear and incurring increased repair and maintenance expenses. It is time for us to start replacing these powered gurneys with new more reliable equipment.

CSA 7 Revenue and Expenditures FY 14-15

ACCOUNT DESCRIPTION	FY 14-15 ACTUAL REVENUE - 408210												ESTIMATED REVENUE	TOTAL ACTUAL REVENUE	% OF REVENUE
	1	2	3	4	5	6	7	8	9	10	11	12			
	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN			
100 to 150-Property Tax	\$ -	\$ 5,313	\$ 49,801	\$ 102,720	\$ 150,986								\$ 2,602,300	\$ 308,820	12%
175-Special Tax	\$ -	\$ 2,684	\$ 3,593	\$ 69,386	\$ 93,494								\$ 1,631,640	\$ 169,157	10%
360-Penalty	\$ -	\$ 657	\$ 653	\$ 1,075	\$ 903								\$ 13,815	\$ 3,288	24%
400-Interest	\$ 1,380	\$ 1,512	\$ 1,063	\$ 1,884	\$ 1,765								\$ 21,130	\$ 7,604	36%
820-State: HOPTR	\$ -	\$ -	\$ -	\$ -	\$ 4,222								\$ 28,111	\$ 4,222	15%
1686-Ambulance Svcs	\$ 518,843	\$ 452,227	\$ 378,614	\$ 694,332	\$ 443,023								\$ 6,164,012	\$ 2,487,039	40%
1940-Misc. Rev/Miwok	\$ -	\$ (255,256)	\$ 531,225	\$ -	\$ -								\$ 400,000	\$ 275,969	69%
<b>TOTAL PER MONTH</b>	<b>\$520,223</b>	<b>\$207,137</b>	<b>\$964,949</b>	<b>\$869,397</b>	<b>\$694,393</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$10,861,008</b>	<b>\$3,256,099</b>	<b>30%</b>

DESCRIPTION	FY 13-14 ACTUAL EXPENDITURES - 871000 through 877000												ESTIMATED BUDGET	YTD ACTUAL EXPENDITURE	% OF EXP
	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN			
871000 - JPA													\$ 3,344,628	\$ 314,420	9%
3000	\$ 5,297	\$ 17,658	\$ 11,772	\$ 11,772	\$ 11,772								\$ 563,518	\$ 58,271	10%
4000	\$ -	\$ 14,217	\$ 37,624	\$ 146,004	\$ 61,438								\$ 2,421,110	\$ 259,283	11%
5000															
JPA Audits - Other Revenue	\$ (133)	\$ -	\$ -	\$ (3,001)	\$ -								\$ -	\$ (3,134)	100%
6000	\$ -	\$ -	\$ -	\$ -	\$ -								\$ 360,000	\$ -	0%
872000 - EDC													\$ 3,870,177	\$ 1,479,318	38%
3000	\$ 180,410	\$ 427,638	\$ 276,162	\$ 329,167	\$ 262,894								\$ 3,790,177	\$ 1,476,271	39%
4000	\$ 343	\$ 763	\$ 658	\$ 1,052	\$ 231								\$ 80,000	\$ 3,047	4%
873000 - DS													\$ 1,020,000	\$ 419,666	41%
3000	\$ 47,285	\$ 117,145	\$ 57,090	\$ 92,375	\$ 103,754								\$ 1,000,000	\$ 417,649	42%
4000	\$ -	\$ 588	\$ 315	\$ 529	\$ 585								\$ 20,000	\$ 2,017	10%
874000 - GT													\$ 1,006,880	\$ 353,677	35%
3000	\$ 52,587	\$ 90,829	\$ 71,032	\$ 77,173	\$ 60,326								\$ 986,880	\$ 351,947	36%
4000	\$ -	\$ 853	\$ 627	\$ 250	\$ -								\$ 20,000	\$ 1,730	9%
875000 - CP													\$ 982,675	\$ 244,238	25%
3000	\$ 82,631	\$ 73,211	\$ 88,396	\$ -	\$ -								\$ 962,675	\$ 244,238	25%
4000	\$ -	\$ -	\$ -	\$ -	\$ -								\$ 20,000	\$ -	0%
877000 - EDH													\$ 1,020,000	\$ -	0%
3000	\$ -	\$ -	\$ -	\$ -	\$ -								\$ 1,000,000	\$ -	0%
4000	\$ -	\$ -	\$ -	\$ -	\$ -								\$ 20,000	\$ -	0%
<b>JPA Expense Subtotals</b>	<b>\$ 368,420</b>	<b>\$ 742,902</b>	<b>\$ 543,676</b>	<b>\$ 655,321</b>	<b>\$ 501,000</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 11,244,360</b>	<b>\$ 2,811,319</b>	<b>25%</b>
<b>YEAR END TOTALS</b>	Quarter 1			Quarter 2			Quarter 3			Quarter 4			<b>ESTIMATED</b>	<b>ACTUAL</b>	
REVENUE	\$520,223	\$207,137	\$964,949	\$869,397	\$694,393	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$10,861,008	\$3,256,099	
JPA EXPENSE	\$368,420	\$742,902	\$543,676	\$655,321	\$501,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$11,244,360	\$2,811,319	
Difference	\$151,803	-\$535,765	\$421,273	\$214,076	\$193,393	\$0	\$0	\$0	\$0	\$0	\$0	\$0	-\$383,352	\$444,780	

**Ship To:**

Marty Hackett  
 El Dorado County Emergency Services Authority  
 C: 530-409-2070  
 Email address

**Bill To:**

Same as Ship To



**Quote**

Salesperson	Quote Number	Date
Todd York	Budgetary Proposal	December 29, 2014

Description	Qty	Unit Price	Total
<b>Software</b>			
<b>EMS/Fire Web-based Products</b>			
<b>Service Bridge License</b>	1	\$18,000.00	\$18,000.00
Service Bridge Annual Support	1	\$2,880.00	\$2,880.00
Service Bridge Annual Hosting	1	\$5,400.00	\$5,400.00
Service Bridge Setup Fee and Project Management	1	\$5,000.00	\$5,000.00
EMS Modules Included			
Auto-Post (if available)	QA/QI		
Certification Dashboard	Report Writer (Transactional)		
Documents	Staff		
Incident List	Training		
Inventory			
<b>EMS/Fire Mobile Products</b>			
<b>Field Bridge or Field Bridge Xpress Site License</b>	<b>Field Bridge</b>	1	\$10,000.00
Field Bridge or Field Bridge Xpress Site License Annual Support		1	\$1,600.00
<b>EMS/Fire Modules</b>			
<b>Hospital Hub Setup and Access Fee for Services</b>		1	\$7,500.00
Hospital Hub Annual Support and Hosting		1	\$1,875.00
Number of Hospitals Included:	15		
<b>NFIRS Tab Setup</b>		1	\$5,000.00
NFIRS Tab Annual Support		1	\$800.00
NFIRS Tab Annual Hosting		1	\$900.00
<b>MARS Setup Fee</b>		1	\$5,000.00
MARS Annual Transactional Fee		1	\$2,600.00
<b>Visual Informatics - Analytics Setup Fee (includes 1 cube)</b>	<b>EMS Cube</b>	1	\$10,000.00
<i>Includes: Analytics, Pie Charts, Charting, Widgets, Interactive Alerting Engine</i>			
Visual Informatics Annual Support		1	\$1,600.00
<b>Integrations</b>			
<b>Billing Integration</b>	<b>Wittman ImageTrend NISE XML</b>	1	No Charge
Billing Integration Annual Support		1	
<b>CAD Integration</b>	<b>EMS</b>	<b>TBD</b>	
CAD Annual Support and Hosting		1	\$2,800.00
<b>Training</b>			
<b>Training Sessions - Onsite (Full Day M-F)</b>		3	\$1,000.00
Travel per Trainer for Onsite Training		1	\$1,500.00
<b>TOTAL Year 1</b>			<b>\$93,455.00</b>
<b>*Annual Fees after Year 1</b>			<b>\$20,455.00</b>

**Terms of Agreement**

- Upon acceptance of proposal 50% of Total Year 1 will be invoiced. The remaining 50% will be invoiced independently upon completion of each item. Payment terms of net 30 days.
- The recurring annual fees will be billed annually in advance.
- If there is a delay in acceptance on the remaining items for longer than 60 days, ImageTrend has the option to invoice the remaining balance on any or all of the open items for Year 1 and begin the Recurring Fees schedule.
- Project completion occurs upon receipt of the product.
- ImageTrend's license, annual support and hosting are based on 13,000 annual incidents as provided by Client. ImageTrend reserves the right to audit the annual incident volume and the option to increase future support and hosting costs, with advanced notification to the Client, if the number of annual incidents increases substantially and has a resulting effect of increased support calls and hosting requirements to ImageTrend.

▪ All hosting fees are based upon anticipated usage and include an average of 3 Mb Bandwidth and 30 GB of Storage. These fees are subject to annual usage audits, which may affect future fees at an increase of \$15/Mb/month for Bandwidth and \$15/10GB/month for Storage.

\* IMAGETREND will perform price increases of the recurring fees. The first price increase will occur with the fees due for Year 3. These price increases will occur once year and may not exceed 3% of the price then currently in effect.

▪ ImageTrend will provide support for our applications and server hardware as contracted and detailed in the Service Level Agreement incorporated herein as Exhibit A.

▪ ImageTrend's HIPAA Business Associate Agreement incorporated herein as Exhibit B.

▪ This proposal is valid for 90 days.

*Note: If Client would like to schedule Onsite Training on the weekend, additional fees may apply.*

*Note: ImageTrend is not responsible for any CAD Vendor requirements and any associated fees.*

*Note: CAD data will only be available for 60 days in the dispatch database; which may impact CAD Recon Reports.*

**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.

**Approved As:  
ImageTrend, Inc.**

**El Dorado County Emergency Services Authority**

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*Signature*

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*Dated*

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*Purchase Order # (if applicable)*

If you have any questions regarding this proposal, contact:  
Todd York at 952-469-6226 or tyork@imagetrend.com  
Amy Holmes at 952-469-6168 or aholmes@imagetrend.com

**Thank you for your business!**

**Ship To:**  
Marty Hackett  
El Dorado County Emergency Services Authority  
C: 530-409-2070  
Email address

**Bill To:**  
Same as Ship To



**Quote**

Salesperson	Quote Number	Date
Todd York	Budgetary Proposal	December 29, 2014

Description	Qty	Unit Price	Total
<b>Software</b>			
<b>EMS/Fire Web-based Products</b>			
<b>Service Bridge Setup and Project Management</b>	1	Included	
Service Bridge Annual SaaS Fee <b>13,000 runs @ \$3.45/run</b>	13,000	\$3.45	\$44,850.00
Service Bridge Annual Support	1	Included	
Service Bridge Annual Hosting	1	Included	
EMS Modules Included			
Auto-Post (if available)		QA/QI	
Certification Dashboard		Report Writer (Transactional)	
Documents		Staff	
Incident List		Training	
Inventory			
<b>EMS/Fire Mobile Products</b>			
<b>Field Bridge or Field Bridge Xpress Site License</b>	1	Included	
Field Bridge or Field Bridge Xpress Site License Annual Support	1	Included	
<b>EMS/Fire Modules</b>			
<b>Hospital Hub Setup and Access Fee for Services</b>	1	Included	
Hospital Hub Annual Support and Hosting	1	Included	
Number of Hospitals Included: 15			
<b>NFIRS Tab Setup</b>	1	Included	
NFIRS Tab Annual Support	1	Included	
NFIRS Tab Annual Hosting	1	Included	
<b>MARS Setup Fee</b>	1	Included	
MARS Annual Transactional Fee	1	Included	
<b>Visual Informatics - Analytics Setup Fee (includes 1 cube)</b>	1	Included	
Includes: Analytics, Pie Charts, Charting, Widgets, Interactive Alerting Engine		EMS Cube	
Visual Informatics Annual Support	1	Included	
<b>Integrations</b>			
<b>Billing Integration</b>	1	No Charge	
Billing Integration Annual Support	1		
<b>CAD Integration</b>	1	Included	
CAD Annual Support and Hosting	1	Included	
<b>Training</b>			
<b>Training Sessions - Onsite (Full Day M-F)</b>	3	Included	
Travel per Trainer for Onsite Training	1	Included	
<b>TOTAL Year 1</b>			<b>\$44,850.00</b>
<b>*Annual Fees after Year 1</b>			<b>\$44,850.00</b>

**Terms of Agreement**

• Upon acceptance of proposal 50% of Total Year 1 will be invoiced. The remaining 50% will be invoiced independently upon completion of each item. Payment terms of net 30 days.

- The recurring annual fees will be billed annually in advance.
- If there is a delay in acceptance on the remaining items for longer than 60 days, ImageTrend has the option to invoice the remaining balance on any or all of the open items for Year 1 and begin the Recurring Fees schedule.
- Project completion occurs upon receipt of the product.
- All Annual SaaS Fees are inclusive of the ongoing Support and Hosting fees.
- All Annual SaaS Fees are based upon anticipated usage and are subject to an annual usage audit, which may affect future fees.
- \* IMAGETREND will perform price increases of the recurring fees. The first price increase will occur with the fees due for Year 3. These price increases will occur once every year and may not exceed 3% of the price then currently in effect.
- This Quote and pricing is based on an estimated 13,000 incidents per year as provided by Client.
- ImageTrend will provide support for our applications and server hardware as contracted and detailed in the Service Level Agreement incorporated herein as Exhibit A.
- ImageTrend's HIPAA Business Associate Agreement incorporated herein as Exhibit B.



▪ This proposal is valid for 90 days.

*Note: If Client would like to schedule Onsite Training on the weekend, additional fees may apply.*

*Note: ImageTrend is not responsible for any CAD Vendor requirements and any associated fees.*

*Note: CAD data will only be available for 60 days in the dispatch database; which may impact CAD Recon Reports.*

*Note: The CAD Annual SaaS Fees include a one-time integration, Support and Hosting. The SaaS fees do not cover any costs that may be charged by the CAD vendor.*

**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.**

**Agreed to and accepted by:  
ImageTrend, Inc.**

**El Dorado County Emergency Services Authority**

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*Signature*

*Date*

If you have any questions regarding this proposal, contact:  
Todd York at 952-469-6226 or tyork@imagetrend.com  
Amy Holmes at 952-469-6168 or aholmes@imagetrend.com

**Thank you for your business!**

El Dorado County Emergency Services Authority, has a desire to enter into a Cooperative Purchase Agreement (Piggyback) to a comprehensive Electronic Patient Care Report (ePCR) for El Dorado County Emergency Services Authority. Under the same terms and conditions as the agreement between Sacramento Metropolitan Fire District, CA, Request for Formal Proposal (RFFP) 13-13: Comprehensive ePCR System and IMAGETREND, Inc., 20855 Kensington Blvd., Lakeville, MN 55044 dated October 22, 2013 with a date of expiration of September 22, 2021, which contract resulted from a competitive Bid. El Dorado County Emergency Services Authority Purchasing and Contracts, has reviewed the contract and bid results, included here as Exhibit A, and agrees to the terms and conditions and further agrees that proposed pricing El Dorado County Emergency Services Authority, included here as Exhibit B, is fair and reasonable. ImageTrend, Inc. hereby agrees to provide such services and prices to El Dorado County Emergency Services Authority under the same price(s), terms and conditions as the reference contract between ImageTrend, Inc. and Sacramento Metropolitan Fire District, CA. All references in the contract between ImageTrend, Inc. and Sacramento Metropolitan Fire District, CA, shall be assumed to pertain to, and are binding upon ImageTrend, Inc. and El Dorado County Emergency Services Authority.

**Agreed, accepted and consented to this, last date hereunder.**

IMAGETREND, INC:

El Dorado County Emergency Services Authority

\_\_\_\_\_  
Authorized Signature

\_\_\_\_\_  
Authorized Signature

Name: Michal J. McBrady

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

Title: President

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

Date: \_\_\_\_\_

Date: \_\_\_\_\_

ATTEST:

ATTEST:

\_\_\_\_\_

\_\_\_\_\_

**EXHIBIT A – PURCHASE AGREEMENT BETWEEN Sacramento  
Metropolitan Fire District AND IMAGETREND, INC.**

Attached.

El Dorado County Emergency Services Authority has reviewed the contract and bid results between ImageTrend, Inc. and Sacramento Metropolitan Fire District, CA attached hereto and agrees to the terms and conditions.

**Agreed, accepted and consented to this, last date hereunder.**

**El Dorado County Emergency Services Authority**

\_\_\_\_\_  
Authorized Signature

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

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

Date: \_\_\_\_\_

ATTEST:

\_\_\_\_\_

## **EXHIBIT B – PRICING AGREEMENT**

### **Pricing Agreement between El Dorado County Emergency Services Authority and ImageTrend, Inc.**

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El Dorado County Emergency Services Authority agrees that proposed pricing for El Dorado County Emergency Services Authority, included herein, is fair and reasonable. ImageTrend, Inc. hereby agrees to provide such services and prices to El Dorado County Emergency Services Authority under the same price(s), terms and conditions as the reference contract between ImageTrend, Inc. and Sacramento Metropolitan Fire District, CA.

IMAGETREND shall provide El Dorado County Emergency Services Authority software and services as detailed below.

**Ship To:**  
 Marty Hackett  
 El Dorado County Emergency Services Authority  
 C: 530-409-2070  
 Email address

**Bill To:**  
 Same as Ship To

 **IMAGETREND<sup>®</sup> INC.**

## Quote

Salesperson	Quote Number	Date
Todd York	Budgetary Proposal	December 18, 2014

Description	Qty	Unit Price	Total
<b>Software</b>			
<b>EMS/Fire Web-based Products</b>			
Service Bridge Setup and Project Management	1	Included	
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Service Bridge Annual Support	1	Included	
Service Bridge Annual Hosting	1	Included	
<b>EMS Modules Included</b>			
Auto-Post (if available)		QA/QI	
Certification Dashboard		Report Writer (Transactional)	
Documents		Staff	
Incident List		Training	
Inventory			
<b>EMS/Fire Mobile Products</b>			
Field Bridge or Field Bridge Xpress Site License	1	Field Bridge	Included
Field Bridge or Field Bridge Xpress Site License Annual Support	1		Included
<b>EMS/Fire Modules</b>			
Hospital Hub Setup and Access Fee for Services	1		Included
Hospital Hub Annual Support and Hosting	1		Included
Number of Hospitals Included:	15		
<b>NFIRS Tab Setup</b>			
NFIRS Tab Annual Support	1		Included
NFIRS Tab Annual Hosting	1		Included
<b>MARS Setup Fee</b>			
MARS Annual Transactional Fee	1		Included
Visual Informatics - Analytics Setup Fee (includes 1 cube)	1	EMS Cube	Included
<i>Includes: Analytics, Pie Charts, Charting, Widgets, Interactive Alerting Engine</i>			
Visual Informatics Annual Support	1		Included
<b>Integrations</b>			
Billing Integration	1	Wittman ImageTrend NISE XML	No Charge
Billing Integration Annual Support	1		
CAD Integration	1	EMS TBD	Included
CAD Annual Support and Hosting	1		Included
<b>Training</b>			
Training Sessions - Onsite (Full Day M-F)	3		Included
Travel per Trainer for Onsite Training	1		Included
<b>TOTAL Year 1</b>			<b>\$44,850.00</b>
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- Project completion occurs upon receipt of the product.
- All Annual SaaS Fees are inclusive of the ongoing Support and Hosting fees.
- All Annual SaaS Fees are based upon anticipated usage and are subject to an annual usage audit, which may affect future fees.
- \* IMAGETREND will perform price increases of the recurring fees. The first price increase will occur with the fees due for Year 3. These price increases will occur once every year and may not exceed 3% of the price then currently in effect.
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•This proposal is valid for 90 days.

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*Note: ImageTrend is not responsible for any CAD Vendor requirements and any associated fees.*

*Note: CAD data will only be available for 60 days in the dispatch database; which may impact CAD Recon Reports.*

*Note: The CAD Annual SaaS Fees include a one-time integration, Support and Hosting. The SaaS fees do not cover any costs that may be charged by the CAD vendor.*

*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.*

**Agreed, accepted and consented to this, last date hereunder.**

**El Dorado County Emergency Services Authority**

\_\_\_\_\_  
Authorized Signature

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

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

Date: \_\_\_\_\_

ATTEST:

\_\_\_\_\_