



**Rocky Ford Fire Department
EMS Billing Proposal
3/25/2025**

	EMA	Zoll In-House		
12% of \$ Collected 2024 \$58000				
2025 through 2/27/25 estimated at \$11,381/2 x 12	\$68,286	\$ 7,325	Annual minimum	
		\$ 21,000	Processing Wages	
		\$ 2,100	payroll exp/benefits estimate	
Annual Minimum	\$68,286	\$ 30,425	Annual minimum	6% pension
	5	5		1.45% medicare
5-year total	\$341,430	\$ 152,123	5-year total	2.80% FPPA
		\$ 3,000	1st year additional exp-Zoll	
		\$ 2,778.00	1st year coding/billing training	10%
		\$157,900.80		
		\$183,529.20	Net Savings over 5 years	
⇒ Face to face interactions with public				
⇒ Real-time expected payments upon				
⇒ Built in Medicare Fee Schedule with real-time updates to prevent delays in billing				
⇒ Insurance discovery to examine multiple levels to find every possible payer source				
⇒ Proposed 12% increase in revenue with up to 6:1 return on investment				
⇒ Minimize write-offs and 3 rd party agencies				
⇒ Verify prior authorization requirements and check deductibles				
⇒ Qualify self-pay patients for charity or hardship				
⇒ 2024 Revenue \$424,475 /EMA				
⇒ Amount paid to EMA Consultants \$58,000				
⇒ Zoll Billing				
▪ 2024 Runs 1089				
• Minimum amount billed by Zoll 125 claims/month: \$610.38 x 12 = 7,324.56 which includes mailing invoices monthly				
○ This amount proposed to increase by 4% April 1 st 2025				
• Set up cost \$3,000				
○ This amount proposed to increase to \$7500 April 1 st 2025				
▪ Contract due to be signed by 3/31/2025 to avoid increase				
▪ No \$ due until program implemented, approximately 60 days				
• Propose duties will be split over 3 RFFD personnel for a total \$1,750/month x 12 = \$21,000 plus benefits (\$30.00/hour for 58.33 hours/month)				
• This will be a fixed amount and separate from fire and ambulance duty hours.				