

UMMS Supply Chain Management & Strategic Sourcing

EMS Pre-hospital Communication Automation Selection Process for Pilot

DATE ISSUED:	September 19, 2025
RESPONSE DUE DATE:	October 3, 2025

I. GENERAL PROCESS, TERMS AND CONDITIONS**1. Introduction and Purpose**

The Maryland Region Emergency Departments communicate with pre-hospital ambulances using semi-duplex radio platforms. These are rudimentary systems with many limitations and challenges such as allowing multiple parties to speak at once without being heard, radio interference, and lack of standardized format of data documentation among other issues. The ideal future state solution will resolve these limitations which are particularly detrimental to cardiology (STEMI), Neurology (BAT), pediatric, trauma and labor and delivery patients where specialty teams need to be engaged rapidly.

University of Maryland Medical System ('UMMS'), will be acting as the sponsoring organization for all participating entities, listed below. We invite you to submit a Proposal for the Pre-hospital Communication Automation Selection Process for Pilot in accordance with this Selection Process Instructions & Requirements document dated, September 19, 2025, including attachments, incorporated herein by reference.

Participating organizations: UMMS entities that include Baltimore Washington Medical Center, Capital Region Medical Center, Midtown, St. Joseph Medical Center, University of Maryland Medical Center, Upper Chesapeake; Johns Hopkins (including Johns Hopkins Hospital, Johns Hopkins Bayview and Johns Hopkins Howard County); MedStar (including Franklin Square, Union Memorial, Georgetown University Hospital Center, Emergency Physicians, Good Samaritan Hospital, Harbor Hospital); Anne Arundel Medical Center, Mercy Medical Center, LifeBridge, St. Agnes Hospital, Baltimore County Fire Department, Baltimore City Fire Department, Anne Arundel Fire Department, Cecil County Fire Department, Harford County Department of Emergency Services, Howard County Fire Department, Maryland Institute for Emergency Medical Services Systems (MIEMSS) and the Maryland State Police.

2. Selection Process

The decision will be based upon clinical needs and preferences of nurses, physicians, stakeholders, and financial analyses. Participating colleagues from the organizations listed above will comprise the Steering Committee and the ultimate decision will be subject to a Steering Committee vote. Documents provided to UMMS will be shared with the participating entities/stakeholders as we work toward a decision on a vendor to fulfill a pilot.

This selection process will identify a bidder to complete a 6–12-month pilot at an identified Maryland hospital system(s). Basis of selection for the pilot is a complete description and/or definition of equipment or services proposed, and compliance with all administrative requirements of this Selection Process Instructions & Requirements document. The award for the pilot resulting from this solicitation to the most responsive and responsible Bidder or Bidders whose proposal, conforming to the solicitation, will be most advantageous.

All costs associated with the preparation of the Proposal, as well as any other related materials and delivery, will be borne by the bidder. UMMS will not be responsible for said costs in any event, including, but not limited to, termination of the project in whole or in part, rejection of any Proposals as non-responsive, or rejection of any Proposals as non-responsive as the sponsor organization.

UMMS reserves the right to change the terms and conditions, or equipment specifications of the selection process.

3. Inquiries

All inquiries concerning any of the information included within this Selection Process Instructions & Requirements document shall be directed to the following email address, Erika.munoz@umm.edu **via email no later than 4:00 pm Eastern Time on October 3, 2025.**

Questions will all be answered in writing and distributed to all invited bidders.

Beyond this, bidders may **not** contact UMMS employees or participating organizations listed above in 1. Introduction & Purpose, board members or trustees, subcontractors, agents or affiliates regarding this selection process. Any respondent that attempts to contact any personnel directly during this period will be in violation of this restriction and may be disqualified.

4. Contract Terms

After the selection process, the identified vendor will proceed to piloting their product for a 6–12-month term with the identified Maryland Hospital(s) that will be later identified. The piloting organization(s) will be financially responsible for funding the pilot and completing the contract for pilot with the respective organization.

5. Submission of Proposals

Vendors are required to submit their proposal documents and excel pricing templates electronically.

EMAIL TO: Erika.munoz@umm.edu

Respondents can expect an emailed acknowledgement of receipt within an hour of receipt (during business hours) on the due date. Please watch for this acknowledgement email, if you don't receive this acknowledgment, your response may not be received by the deadline. UMMS emails will not be able to accept attachments totaling 10MB or higher or .zip files for security reasons.

Late Proposals will NOT be accepted. Failure to submit your company's proposal may result in lost business at the University of Maryland Medical System.

To ensure that each vendor response is reviewed on a consistent and thorough basis, we ask that all responses use the following format:

Tab	Contents
1.	Table of Contents
2.	Executive Summary
3.	Bidders Response to Requirements
4.	Proposed Products & Pricing

The response must comply with the following requirements:

- The response **must** be provided in the attached excel spreadsheet. If you are referencing an attachment in your response, you must clearly state the attachment name and label as such.
- All items in the workbook must be addressed. Leave nothing blank. If a question is not applicable to your offerings, please describe why that is the case.

- Additional documents submitted by the vendor must be cross-referenced to the question(s) or section (s) that the document is intended to address.
- The Executive Summary will present an overview of all major points detailed in the proposal and will be written in a manner easily understood by UMMS' management. The executive summary should contain the following information:
 - i. Brief summary of the proposal in non-technical terms
 - ii. Overall scope and projected costs

6. Presentation, Accuracy and Format

Proposals must be typewritten, clear, concise and complete.

Tentative Timetable:

Please note that dates provided here are subject to change by UMMS. Response due date changes will be communicated through the same method as publishing the Selection Process Instructions & Requirements document, although timeline for decision may be subject to change without notice.

Description	Dates
Selection Process Instructions & Requirements Issued	September 19, 2025
Vendor Questions Due To UMMS (If Applicable)	September 26, 2025
Vendor Proposal Due, Inclusive of Pricing and Attachments	October 3, 2025

7. Price Protection/ Loaner Fees and Upcharges Prohibited

Pricing Schedules offered in this selection process are to be firm until acceptance. Upon acceptance of this selection process the pricing schedule shall remain firm for the pilot program.

8. No Warranty or Representation: Errors & Omissions

Prospective vendors shall not take advantage of any apparent errors or omissions in the Selection Process documents. If any errors or omissions are discovered, a vendor shall notify UMMS immediately.