

RESOLUTION NO. 2023-19

A RESOLUTION TO AUTHORIZE THE FIRE CHIEF TO ENTER INTO AN AGREEMENT WITH ESO FOR FIRE AND EMS RECORD MANAGEMENT SYSTEM PURPOSES.

WHEREAS, the City of Miamisburg, Ohio and Miami Township, Montgomery County, Ohio created the Miami Valley Fire District (the "District") consistent with Ohio Revised Code Section 505.371 via Joint Resolution, City Resolution No. 2786 and Township Resolution No. 121-2011; and

WHEREAS, the Miami Valley Fire District recognizes the need for a comprehensive and efficient fire and EMS record management system to enhance operational effectiveness and improve data accuracy; and

WHEREAS, ESO has been identified as a reputable and experienced provider of fire and EMS record management solutions, with a track record of successful implementations in similar organizations; and

WHEREAS, ESO has proposed an agreement for the provision of fire and EMS record management services to the Miami Valley Fire District, which includes an initial cost and subsequent payments for the duration of the agreement.

NOW, THEREFORE, BE IT RESOLVED BY THE MIAMI VALLEY FIRE DISTRICT BOARD OF TRUSTEES THAT:

Section 1.

The Fire Chief is authorized and directed to enter into an agreement with ESO, attached as "Exhibit A", for the provision of fire and EMS record management services, in accordance with the terms and conditions outlined in the agreement.

Section 2.

The Fire Chief is authorized to make payments according to the payment schedule attached as "Exhibit B".

Section 3.

The Fire Chief is further authorized to take all necessary actions, including negotiations and contract execution, to finalize the agreement with ESO.

Section 4.

It is hereby found and determined that all formal actions of the Board concerning and relating to, adoption of this Resolution were adopted in an open meeting of the Board, and that any and all deliberations of the Board and any of its committees that resulted in such formal action were in meetings open to the public, in compliance with all legal requirements including, but not limited to Section 121.22 of the Ohio Revised Code.

Section 5.

This resolution shall be in full force and effect August 10, 2023 and shall supersede any prior resolution or act of this Board, which may be inconsistent or duplicative with the provisions of this resolution.

Adopted this 10th of August 2023.



John Stalder, President

Yes/No



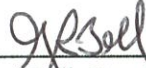
Terry Posey, Trustee

Yes/No

absent

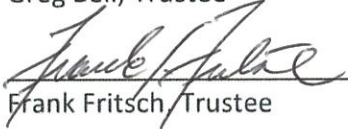
Ann-Lisa Allen, Trustee

Yes/No



Greg Bell, Trustee

Yes/No



Frank Fritsch, Trustee

Yes/No



"Exhibit A"

Quote Date: 07/12/2023
Customer Name: Miami Valley Fire District (OH)
Quote #: Q-125313
Quote Expiration date: 08/22/2023
ESO Account Manager: Cameron Jackson

CUSTOMER CONTACT

Customer: Miami Valley Fire District (OH)
Name: Brandon Barnett
Email: brandon.barnett@miamivalleyfir
Phone: 937-560-2114

BILLING CONTACT

Payor: Miami Valley Fire District (OH)
Name: Elyse Martin
Email: elyse.martin@miamivalleyfir
Phone: (93) 792-0262
Address: 2710 Lyons Road, Miamisburg OH, 45342
Billing Frequency: Annual
Initial Term: 36 months

Year 1

Fire

Table with 3 columns: Product, Total, Fee Type. Rows include RMS Bundle - ESO Fire Incidents, ESO Inspections, ESO Properties, ESO Hydrants, ESO Activities - Fire and Fire/EMS Agencies, Fire Data API, and Fire Incidents CAD Integration - Volunteer.

Personnel Management

Table with 3 columns: Product, Total, Fee Type. Row includes RMS Bundle - ESO Personnel Management.

EHR

Table with 3 columns: Product, Total, Fee Type. Rows include ESO EHR, EHR Cardiac Monitor Integration, EHR Fax, EHR Billing Interface, and EHR CAD Integration.

Asset Management/Checklist

Table with 3 columns: Product, Total, Fee Type. Rows include ESO Checklists and ESO Asset Management.

On Demand Learning



Quote Date: 07/12/2023
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 ESO Account Manager: Cameron Jackson

Product	Total	Fee Type
On Demand Learning	\$0.00	Recurring

Fire

Product	Volume	Total	Fee Type
IFC 2015 Codes - Ohio Amendments (2017)	5 Stations	\$1,375.00	One-time
Fire Incidents NFIRS Data Import	7339 Incidents	\$0.00	One-time
Properties/Inspections Data Import	5 Stations	\$0.00	One-time
Fire Setup & Online Training	2 Sessions	\$0.00	One-time

EHR

Product	Volume	Total	Fee Type
NEMSIS Data Import - one-time	7339 Incidents	\$0.00	One-time
EHR Setup & Online Training	1 Sessions	\$0.00	One-time

Asset Management/Checklist

Product	Volume	Total	Fee Type
Asset Management and Checklist - Training and Implementation	10 Vehicles	\$0.00	One-time

Personnel Management

Product	Volume	Total	Fee Type
Personnel Management Data Migration	67 Employees	\$0.00	One-time

Total Recurring Fees \$ 0.00

Total One-Time Fees \$ 1,375.00

TOTAL FEES \$ 1,375.00

Year 2

Fire

Product	Total	Fee Type
RMS Bundle - ESO Fire Incidents	\$2,467.50	Recurring
RMS Bundle - ESO Inspections	\$1,090.00	Recurring
RMS Bundle - ESO Properties	\$985.50	Recurring
RMS Bundle - ESO Hydrants	\$757.50	Recurring
RMS Bundle - ESO Activities - Fire and Fire/EMS	\$520.00	Recurring



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Agencies	Total	Fee Type
Fire Data API	\$870.00	Recurring
Fire Incidents CAD Integration - Volunteer	\$397.50	Recurring

Personnel Management

Product	Total	Fee Type
RMS Bundle - ESO Personnel Management	\$1,172.50	Recurring

EHR

Product	Total	Fee Type
ESO EHR	\$8,650.70	Recurring
EHR Cardiac Monitor Integration	\$497.50	Recurring
EHR Fax	\$337.50	Recurring
EHR Billing Interface	\$297.50	Recurring
EHR CAD Integration	\$0.00	Recurring

Asset Management/Checklist

Product	Total	Fee Type
ESO Checklists	\$372.50	Recurring
ESO Asset Management	\$747.50	Recurring

On Demand Learning

Product	Total	Fee Type
On Demand Learning	\$1,097.50	Recurring

Total Recurring Fees \$ 20,261.20

TOTAL FEES \$ 20,261.20

Year 3

Fire

Product	Total	Fee Type
RMS Bundle - ESO Fire Incidents	\$4,688.25	Recurring
RMS Bundle - ESO Inspections	\$2,071.00	Recurring
RMS Bundle - ESO Properties	\$1,872.45	Recurring
RMS Bundle - ESO Hydrants	\$1,439.25	Recurring
RMS Bundle - ESO Activities - Fire and Fire/EMS Agencies	\$988.00	Recurring
Fire Data API	\$1,740.00	Recurring



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Fire Incidents CAD Integration - Volunteer \$795.00 Recurring

Personnel Management

Product	Total	Fee Type
RMS Bundle - ESO Personnel Management	\$2,227.75	Recurring

EHR

Product	Total	Fee Type
ESO EHR	\$12,890.00	Recurring
EHR Cardiac Monitor Integration	\$995.00	Recurring
EHR Fax	\$675.00	Recurring
EHR Billing Interface	\$595.00	Recurring
EHR CAD Integration	\$0.00	Recurring

Asset Management/Checklist

Product	Total	Fee Type
ESO Checklists	\$745.00	Recurring
ESO Asset Management	\$1,495.00	Recurring

On Demand Learning

Product	Total	Fee Type
On Demand Learning	\$2,195.00	Recurring

Total Recurring Fees \$ 35,411.70

TOTAL FEES \$ 35,411.70

For Fire, Personnel Management, EHR, Asset Management/Checklist, On Demand Learning, the following payment terms apply:
Fees are invoiced at the Billing Frequency 15 days after the Effective Date, with recurring fees due on the anniversary.



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TERMS AND CONDITIONS:

1. If the customer indicated above has an ESO Master Subscription and License Agreement (MSLA) dated on or after February 20, 2017, then that MSLA will govern this Quote. **Otherwise, Customer intends and agrees that this Quote adopts and incorporates the terms and conditions of the ESA and associated HIPAA business associate agreement hosted at the following web address, and that the products and services ordered above are subject thereto:**

<https://www.eso.com/legal-terms/>

2. The Effective Date of this Quote shall be the date of Customer's signature.
3. Customer is responsible for the payment of all Fees shown. ESO will accept Fee payment from a payor (if indicated above) if ESO has an appropriate agreement with the Payor.
4. Notwithstanding anything to the contrary in the Agreement, the Recurring Fees for Services ordered herein shall be calculated and payable annually as indicated by the applicable Subscription Year. Thereafter all Recurring Fees shall be subject to applicable increases as stated in the Agreement.
5. ESO reserves the right not to accept any Quote signed after the Quote Expiration Date.

Miami Valley Fire District (OH)

Signature: _____

Print Name: _____

Title: _____

Date: _____



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Fire

Product	Description
RMS Bundle - ESO Fire Incidents	Includes Auto EHR-import or Auto-CAD import, federal NFIRS data reporting, software updates and upgrades.
RMS Bundle - ESO Inspections	Includes the ability to manage multiple code sets, using those to develop customized Check-lists for inspections. The application allows you to schedule, manage, execute and finalize inspections as well as reschedule any required follow up inspections.
RMS Bundle - ESO Properties	Includes CAMEO integration, Pre-Plan view. Stores property and occupant history (presence of chemicals and tanks, incidents, and previous inspections).
RMS Bundle - ESO Hydrants	Inventory and document testing and status of hydrants.
RMS Bundle - ESO Activities - Fire and Fire/EMS Agencies	Application for tracking non-response activities, including Operations and Community Risk Reduction and Daily Log.
Fire Data API	Data API to access account data in the ESO Fire RMS suite.
Fire Incidents CAD Integration - Volunteer	
IFC 2015 Codes - Ohio Amendments (2017)	Complete set of IFC 2015 Codes - with 2017 Ohio Amendments to be used within the Inspections application.
Fire Incidents NFIRS Data Import	Data migration from previous RMS platform.
Properties/Inspections Data Import	Data migration of Properties data and inspection reports into ESO's Properties and Inspections applications from a previously used RMS.
Fire Setup & Online Training	Setup and Webinar Training Session for ESO Fire.

Personnel Management

Product	Description
RMS Bundle - ESO Personnel Management	Includes tracking of Training classes, certifications, credentials, immunization records. Discounted as a part of the RMS Bundle.
Personnel Management Data Migration	Migration of Information in Personnel Management that includes Demographics, Training Classes, Certifications, and Drivers License information.

EHR

Product	Description
ESO EHR	Patient care reporting suite, includes EHR web and mobile client, Quality Management, AdHoc Reports, Analytics, Patient Tracker. Allows for unlimited users, unlimited mobile applications, live support, state and federal data reporting, ongoing weekly web training, software updates and upgrades.
EHR Cardiac Monitor Integration	Interface to integrate cardiac monitor data into EHR mobile and web applications. Includes ongoing maintenance and support
EHR Fax	Enables faxing of patient care records to destination facilities.
EHR Billing Interface	Extract to send EHR data to your 3rd party billing software using standard XML output. Includes ongoing maintenance and support.
EHR CAD Integration	Interface to integrate CAD data into EHR mobile and web application. Includes ongoing maintenance and support. Additional fees from your CAD vendor may apply.
NEMESIS Data Import - one-time	Import of legacy NEMESIS data from 3rd party vendor into ESO for reporting and record retrieval. Some limitations may apply.
EHR Setup & Online Training	Webinar Training Session

Asset Management/Checklist

Product	Description
ESO Checklists	Web-based apparatus checklist for Fire and EMS.
ESO Asset Management	Web-based asset management for Fire and EMS.
Asset Management and Checklist - Training and Implementation	Training and configuration to include; group admin training, agency specific web-based sessions, online training and pre-recorded end user training.



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On Demand Learning

Product	Description
On Demand Learning	Unlimited, online training for all ESO products.

"Exhibit B"

From: [Cameron Jackson](#)
To: [Brandon Barnett](#)
Subject: Emergency Reporting to ESO Cost
Date: Wednesday, July 12, 2023 4:09:12 PM
Attachments: [image001.png](#)
[image002.png](#)
[image003.png](#)
[image004.png](#)
[image005.png](#)
[Miami Valley Fire District \(OH\)- ER to ESO Stairstep Final.pdf](#)

Hi Chief Barnett,

This email is intended to walk through the Emergency Reporting to ESO upgrade process and associated costs.

Bullet Point Steps in Order to get started with on ESO Software:

1. Quote needs to be signed and returned to ESO.
2. Once that is signed, Miami Valley Fire District will go into the queue for implementation and ESO training.
3. A member of our implementation team typically reaches out within 48 hours to kick off project and discuss project timeline and order of importance with you.
4. Project kick-off happens and data migrations commence.
5. Project team will work with you until fully live on all products in scope and data migrations complete.

The ESO contract cost is broken down over three years and will be listed in detail later. While the department is going through implementation for ESO, the Emergency Reporting contract will remain active and will renew on the first of the year as it has in the past. This means you will have two active contracts with ESO, one for ESO software and the second being for Emergency Reporting. The reason being is so we can ensure a smooth transition and data migration process. You are able to cancel the Emergency Reporting contract at any time but is not recommended until the ESO renewal in year two. Once the Emergency Reporting contract is canceled, you will receive a credit applied to your ESO invoice for the remaining months within that contract period. Below, I'll list the cost breakdown assuming the department signs with ESO on 8/1/2023 and will cancel the Emergency Reporting contract on 8/1/2024.

Year 1 (2023): ESO cost due in August will be \$1,375.00 (One-time fees)
Emergency Reporting renewal cost due in December \$20,261.20
Total: \$21,636.20

Year 2 (2024): ESO cost due in August 2024 will be \$20,261.20
Emergency Reporting contract will be canceled, and an estimated credit of \$8,442.16 will be applied for the remaining five months of the contract.
Estimated Total to be paid after credit: 11,839.04

Year 3 (2025): ESO cost of **\$35,411.70**

Keep in mind that the contract attached to this email is not what you will sign. When you are ready, I will send the same contract via DocuSign for an electronic signature. Please let me know if you have any questions!

Thank you,

CAMERON JACKSON, FIREFIGHTER, NREMT-P

Account Manager | Fire/EMS
cameron.jackson@eso.com | [f](#) [t](#) [in](#)
Cell: 937-694-2520



ESO's live demo registration links:

[ESO Electronic Health Record \(EHR\)](#)

[ESO Fire RMS](#)

[ESO Scheduling](#)

[ESO Inventory](#)

[ESO Logistics Management](#)



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