

*Undersheriff George Rosenthal  
Undersheriff Nart Hapatsha  
Undersheriff Jamie Tangorra  
Undersheriff Timothy S. Wheeler*



**PASSAIC COUNTY  
SHERIFF**

*Chief Scott Slekis  
Chief Katherine Bonilla  
Warden Luis Torres  
Deputy Warden John Arturi*

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**Sheriff Thomas Adamo**

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TO: Law and Public Safety Committee

FROM: Review Committee

RE: RFP-26-016 Passaic County Sheriff's Office Emergency Medical Services Medical Billing

DATE: April 7, 2026

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A Review Committee was convened for the purpose of evaluating Requests for Proposals, submitted to the Procurement Department on 3/25/26 in response to RFP-26-016 for the Passaic County Sheriff's Office. The Committee consisted of Off. Anthony Manzo, Shannan Thomas, and Sgt. Daniel Ruta.

The Review Committee convened on 3/26/26 and 4/7/26 Proposals were evaluated utilizing the following criteria:

**Management- 35 points, Technical- 35 points, Cost- 30 points**

Below are the Vendors that submitted proposals and the evaluation of point totals

1. **Coronis Health RCM, LLC** 101 Crawford's Corner Road, Suite 2305 Holmdel, NJ 07733 (Corporate Office)

**Management:** Coronis Health RCM I, LLC has 20 years of experience in EMS Billing and collections which includes a strong team that services over (120) EMS Agencies throughout New Jersey, New York, Pennsylvania, Maryland, and Rhode Island. In New Jersey they currently service (69) Municipal EMS, (5) Municipal Governments, and (8) Hospitals. Coronis Health brings forth the skills, expertise, ability, and experience to execute all the goals and needs for the Sheriff's Office as set forth in the RFP. We didn't solicit references since we have been going off of our own experience for the past three (3) years. **(34/35)**

**Technical:** Coronis Health RCM I, LLC demonstrated technical expertise in handling the unique technological needs of the services required for the Sheriff's Office. Coronis Health RCM I, LLC is fully compatible with Imagetrend and generates all reports necessary to satisfy the Sheriff's Office and State of New Jersey/ Department of Health. **(35/35)**

**Cost:** Coronis Health's Provided us with more than 3 County and Municipal Agencies that exceed the gross annual billing of over \$1 million. Their net collection fee is fixed at 7% for the first year and both additional option years. No upfront costs. **(29/30)**

**TOTAL SCORE 98/100**

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2. **Strategic Billing Enterprise LLC** 141 Center St PO BOX 274, Sewell NJ 08080

**Management:** Strategic Billing Enterprise, LLC outlined 18 years of specialized EMS Billing experience serving Municipal and Government Agencies. They did not make clear the total for each and did not include any Hospitals. Requests for references were issued to three (3) Agencies and all responded in a positive manner. They were predominantly located in Central/South Jersey with comparable size or volume of Passaic County. **(30/35)**

**Technical:** Strategic Billing Enterprise, LLC demonstrated technical expertise in handling the unique technological needs of the services required for the Sheriff's Office. Strategic Billing Enterprises LLC is fully compatible with Imagetrend and generates all reports necessary to satisfy the Sheriff's Office and State of New Jersey/ Department of Health. **(35/35)**

**Cost:** Strategic Billing Enterprise didn't provide us with any dollar amounts collected for any County or Municipal Agency or as requested in the RFP 3 Municipalities with gross annual billing in excess of \$1 million. They were very competitive at 7.24% net collection fee however they are still .24% higher for the first year and each both optional years. No upfront costs. **(25/30)**

**TOTAL SCORE 90/100**