

SO YOU'RE THINKING OF BUYING AN

+AMBUS

A Guide to Choosing the Right AmbuBus Configuration for Your Needs + Budget



The background of the page is a photograph of the interior of an ambulance. On the left side, a stretcher is visible with various medical supplies and equipment. The right side of the image is mostly dark, showing the interior structure and some equipment. The word 'CONTENTS' is printed in large, white, bold, sans-serif capital letters in the center of the image.

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SO YOU'RE THINKING OF BUYING AN AMBUBUS.

If you're reading this booklet, you've probably taken the time to look at our website or seen an AmbuBus at a tradeshow and thought, **“This might be a good approach to solving our need for multi-patient transport.”**

But now you have questions that you want answered. We've put together this guide to help you get your answers.

If after reading this guide you still have questions, please email us at sales@firstlinetech.com or call us at **+1.703.955.7510**.

DO WE REALLY NEED AN AMBUBUS?



Every first responder, every emergency manager, and every public health professional knows that someday, they'll likely get a call that will stress their existing medical transport capacity to the breaking point.

It doesn't matter what part of the country you live in. It doesn't matter what size community you serve. A day will come when you'll wish you had a lot more medical transport capacity.

No matter the cause, sometime, maybe this year, maybe five years from now, that call will come.

On that day, having one or more AmbuBus kits installed in vehicles may make that bad day a lot better than it could be.

Also, many of our customers tell us that when they purchased an AmbuBus, they thought it was only a "dark sky" solution.

But many of them use the AmbuBus weekly or monthly for responder rehab, and as a precaution at sporting events, concerts, and other mass gatherings.

What will you face? It could be:

A hurricane, earthquake, or tornado

An active shooter or terrorist

A hospital or nursing home evacuation

A multi-vehicle accident

An apartment fire

Responder rehab

Hospital surge

Major sporting events

Mass overdose at a concert



HOW MUCH DOES AN AMBUBUS COST?

Buying an AmbuBus is a lot like buying any vehicle. You can purchase just the base model or add additional equipment and accessories to increase its functionality.

Let's start with the basics.

At the very least, you'll need **four critical components**:

1. A vehicle
2. An AmbuBus Kit
3. Stretchers or backboards, and pillows
4. An AmbuRamp for loading and unloading



THE VEHICLE

There are many ways you can source the vehicle. A lot of our customers work with their local school district or regional transit authority to purchase an end of service school or metro bus. In many instances, they pay as little as one dollar for the vehicle. They may have to pay to service or recondition the engine, but it still costs a lot less than buying a new vehicle.

Organizations that do decide to purchase a new bus find they save money since they are not purchasing and installing seats.

Once you purchase the vehicle, we can arrange to have it painted. We can also install power, lights, and communications. Alternatively, we can purchase and build out the vehicle for you.



THE AMBUBUS KIT

SEMS-558090

A standard AmbuBus Frame kit consists of two frame assemblies made of powder-coated structural steel. Each frame holds up to nine stretchers for a maximum patient capacity of 18 supine patients.

A standard AmbuBus frame kit costs \$26,250.00. (Prices may vary due to supplier cost increases)



STRETCHERS + PILLOWS

SEMS-558080-12 / SEMS-558070

The AmbuBus frame will accommodate almost all stretchers and backboards. Your organization may have enough stretchers in stock to equip the AmbuBus, but if not, we sell a set of **12 foldable AmbuStretchers for \$3,560.00**. You will also need pillows to improve patient comfort. A single **AmbuPillow costs \$94.50**, however if purchased with a AmbuBus BLS Package, significant discounts apply.



AMBUCARRIER

ABC-01-120CB



The AmbuCarrier is a wheeled patient transport device designed to rapidly attach to a backboard or AmbuStretcher for the quick and easy lifting and transport of patients. **An AmbuCarrier with a carry bag costs \$2,200.00.**

AMBURAMP + HANDRAILS

60-3015-P / 60-3015-2HR



Because the AmbuBus frame is typically installed in a school or metro bus with access doors higher than a typical ambulance, you will need a ramp that is designed to easily deploy and attach for loading and unloading.

The AmbuRamp is a purpose-designed ramp that creates a gradual incline for the easy loading and unloading of both stretcher-borne and wheelchair-bound patients. **An AmbuRamp costs \$3,450.00** and the optional set of **handrails cost \$1,800.00.**

COMPLETE TURNKEY CUSTOMIZATIONS AVAILABLE

Everything described previously, except the vehicle itself, can be purchased in a **Basic Life Saving (BLS) package for approximately \$36,000.00.** The BLS package also includes shipping of the kit.

First Line Technology can handle the entire process of sourcing a new or used bus, refurbishing it, and equipping it with power, lights, sirens, and communications to your specifications.



HOW DO I DECIDE WHAT OPTIONS I NEED?

While the BLS package described on the previous page will handle most multi-patient transport situations, there are additional items available that will add more flexibility to the AmbuBus and enhance patient care. Among the most popular are:



WHEELCHAIR PACKAGE

55-06-003

If you ever need to transport wheelchair-bound patients for nursing home or hospital evacuations, you'll need the AmbuResponse Wheelchair Package. Each package allows for the safe and easy transport of up to three wheelchair-bound patients (one Wheelchair Package replaces one set of three stretchers in the standard AmbuBus Kit). **The three-person Wheelchair Package costs \$1,195.08.**

AMBUPOWER

GRD-GC001



The AmbuPower Battery is a self-contained, man-portable battery and inverter for use with the AmbuBus or anywhere that portable power is a necessity. The silent, exhaust-free, and 1000Wh true capacity AmbuPower is the best replacement for bulky generators. **The Gridless Core AmbuPower Unit costs \$9,400.00.**



GoTo MEDICAL BAG + STAND

65-00-001 / 65-02-001

The AmbuBus GoTo Medical Bag's 16 zipper-enclosed pouches make it possible to transport equipment needed to treat patients and/or patients' individual medication and personal items. **The GoTo Medical Bag and GoTo Stand cost \$367.50 each.**



WVSM + MPMS

GTX-500-0001-01 / GTX-500-MPMS-12

The Wireless Vital Signs Monitor (WVSM) is a small, rugged, highly mobile monitor that can be easily transported to remote locations. It is U.S. FDA cleared for use outside of hospital settings. The software used by the WVSM can be used wirelessly with any portable computer and can capture up to 4.5 hours of patient data and trending for up to 20 patients. **One WVSM costs \$2,979.00.**



The Multiple Patient Monitoring System (MPMS), only available from First Line Technology, is a portable, easy-to-use, compatible vital signs monitoring system. The full MPMS includes one main pouch, an integrated power strip, three zip-on compartments filled with 12 WVSMs and enough padding to keep the technical components safe. **The full 12-patient MPMS costs \$46,200.00.**



MASS CASUALTY OXYGEN SYSTEM

61-000-06

The Mass Casualty Oxygen System (MCOS9 kit) is a completely portable oxygen distribution system that mounts to the AmbuBus frame and enables delivery of individually metered oxygen for up to nine people simultaneously. **The nine-person Mass Casualty Oxygen System Kit costs \$4,500.00.**



MCI BLOCKS

MCI Blocks are a modular storage, transport, and deployment system that are color-coded to triage standards for easy identification. Wheeled for rapid deployment, the waterproof cases protect medical items in the disaster cache. MCI Blocks can be customized and pre-filled. Please note desired contents when requesting a quote. **REQUEST QUOTE FOR PRICING.**

PHASED ACQUISITION + DEPLOYMENT

You don't have to acquire all the equipment and accessories at the time you purchase the BLS AmbuBus kit. In fact, many jurisdictions start by buying the BLS kit with one year's grant funding and then acquire the additional equipment and accessories to outfit it for Advanced Life Saving in subsequent years.



HOW CAN OUR ORGANIZATION FUND AN AMBUBUS?

Most organizations apply for one or more grants to purchase an AmbuBus, the accessories, and equipment they need.

FREQUENTLY USED GRANTS

DEPARTMENT OF HOMELAND SECURITY

Many organizations use either the State Homeland Security Grant Program (SHSP) or the Urban Area Security Initiative (UASI) Grant Program to fund an AmbuBus purchase.

Information on these grant programs including submission dates and guidance is available.

<https://www.fema.gov/homeland-security-grant-program>

THE CENTERS FOR DISEASE CONTROL AND PREVENTION

The Public Health Emergency Preparedness (PHEP) cooperative agreement is a critical source of funding for state, local, and territorial public health departments. This helps health departments build and strengthen their abilities to effectively respond to a range of public health threats, including infectious diseases, natural disasters, and biological, chemical, nuclear, and radiological events.

Preparedness activities funded by the PHEP cooperative agreement specifically targeted the development of emergency-ready public health departments that are flexible and adaptable.

<https://www.cdc.gov/cpr/readiness/phep.htm>

U.S. DEPARTMENT OF HEALTH & HUMAN SERVICES

The Hospital Preparedness Program (HPP) provides leadership and funding through grants and cooperative agreements to states, territories, and eligible municipalities to improve the capacity of the healthcare system to plan for and respond to medical surge events.

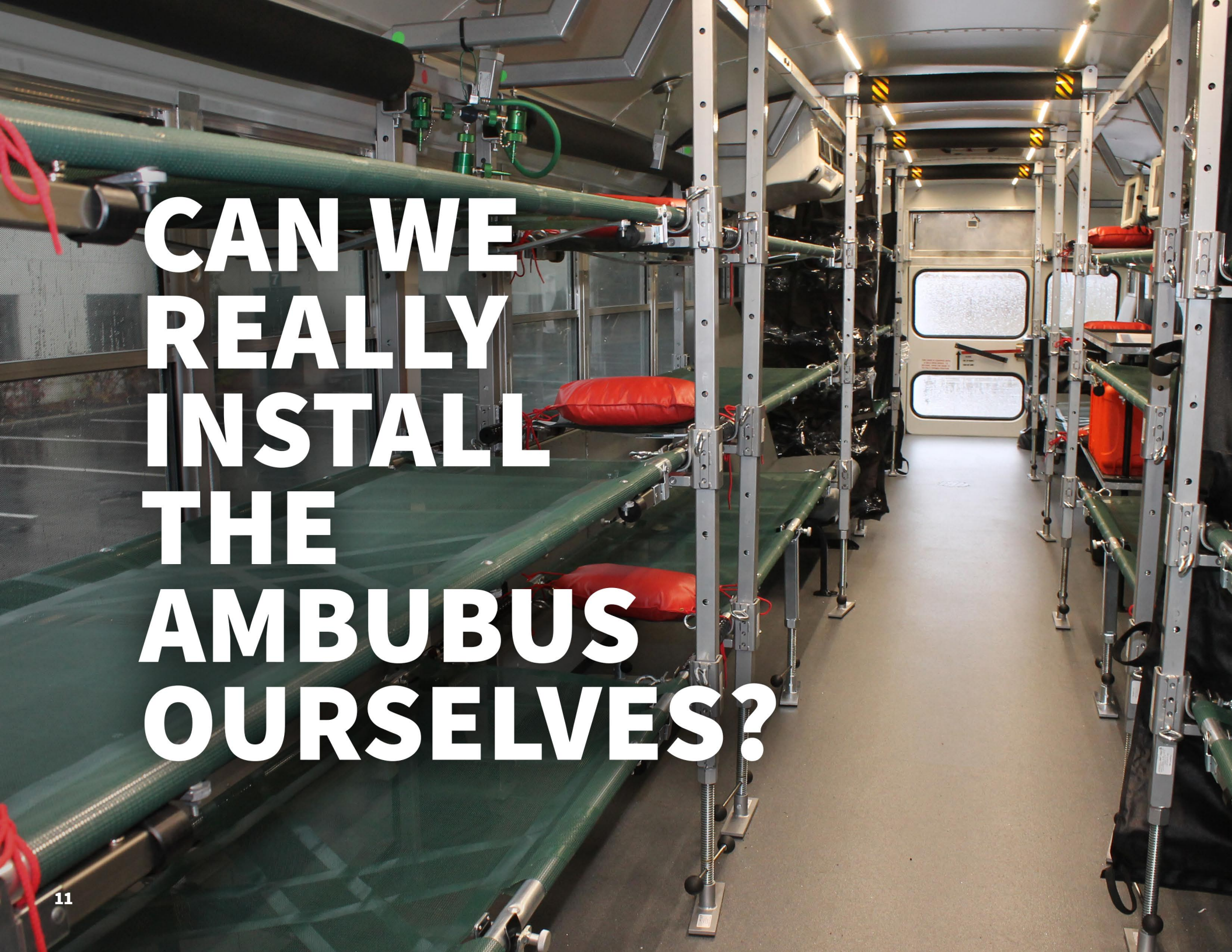
HPP supports regional collaboration on healthcare preparedness and response by encouraging the development and sustainment of healthcare coalitions, which are groups of health care and response organizations that collaborate to plan for disasters and emergencies.

<https://www.phe.gov/Preparedness/planning/hpp/Pages/default.aspx>

COALITION FUNDING

Occasionally, organizations feel the need to purchase an AmbuBus but are not able to secure enough grant funding. Some of these organizations have brought together numerous partner organizations to contribute to the acquisition and maintenance of an AmbuBus.

Regional coalitions and hospitals have contributed funds to purchase accessories and other needed equipment for full deployment.

The image shows the interior of an ambulance, viewed from the front towards the rear. Several gurneys are visible, each equipped with green straps and red pillows. The gurneys are mounted on a metal frame. The floor is a light-colored, polished surface. In the background, there is a door with two windows. The overall lighting is bright and even. A large, bold, white text overlay is centered on the left side of the image, reading "CAN WE REALLY INSTALL THE AMBUBUS OURSELVES?".

**CAN WE
REALLY
INSTALL
THE
AMBUBUS
OURSELVES?**

It may look intimidating, but installing an AmbuBus into a vehicle or setting it up free-standing is very simple.

The basic AmbuBus kit comes in a palletized crate and contains enough parts to construct two frames. Each frame can hold up to nine stretchers.

The AmbuBus kit is all-inclusive and comes with all the tools needed for assembly. Installation does not require drilling and will not change the structural integrity of the vehicle. All the nuts and bolts arrive in the kit already screwed in and must be loosened prior to assembly.

The AmbuBus can be assembled free-standing by two people in approximately 30 minutes. Installation in a bus or transit vehicle will take approximately two hours which includes the time for removal of seats.

The AmbuBus kit has an extremely detailed assembly, operation, and user manual that contains everything you need to know.

If you decide you really don't want to go it alone, we offer a comprehensive AmbuBus Training Package. The training package is a one-day hands-on training exercise in assembly and use of the AmbuBus kit. It is advised that training be conducted at the customer's facility with a customer-supplied vehicle (i.e. school bus) available.

Cost for the On-Site Training Package is **\$500** for 4 hours of instruction from one First Line Technology trainer plus travel and related expenses.

Training includes:

- + One (1) First Line Technology representative conducting assembly training and a Train-the-Trainer exercise in a 4 hour session
- + Digital copy of any PDF or PowerPoint presentations conducted during training
- + Instruction manual for the assembly of the AmbuBus (quantity up to number of AmbuBus kits purchased)
- + Digital copy of the instruction manual



WHERE WILL WE PARK OUR AMBUBUS?

Some organizations that really need a multi-patient transport vehicle like the AmbuBus have a very practical concern that must be solved before they move forward.

Once the AmbuBus is fully built, the organization often does not have a secure place to park it. This is typically where relationships with other response partners can solve the problem.

In virtually every community or county, a police department has an impound lot. Impound lots are secured and monitored on a regular basis. If the acquiring organization does not have its own secure parking, they can usually arrange to park the AmbuBus at a nearby impound lot. Hospitals or fire departments may also store the AmbuBus at a central location.

STORING ADDITIONAL AMBUBUS CONVERSION KITS

Most organizations or regions that purchase several AmbuBus kits install one or more of the kits permanently in vehicles to have them available to respond at a moment's notice.

But in regions that have frequent hurricanes, tornadoes, earthquakes, or wildfires, organizations will purchase additional kits and store them at a warehouse, typically either a Department of Transportation or another agency.

If they have advanced notice of an incident such as a hurricane, sporting event, or other potential incident, they will temporarily install the stored kits in available vehicles, shelters, schools, or hospitals.

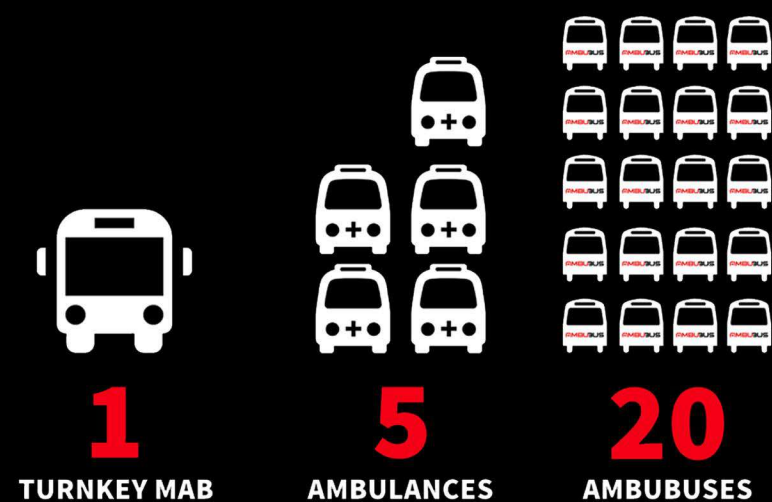
Since each kit is fully contained in a stackable wooden crate, several kits can be stored in a relatively small area.

SHOULD WE BUY A MAB OR MORE AMBULANCES INSTEAD OF AN AMBUBUS?

We get it.

The idea of simply calling up a manufacturer of dedicated, fully built-out, turnkey Medical Ambulance Buses (MAB) is really appealing. And sometimes, buying a MAB is the right decision for a large community that has access to large pools of grant money and can dedicate the money and personnel to staff, operate, and maintain a vehicle that they may use infrequently.

However, many more communities are choosing the AmbuBus over a MAB for **three** main reasons:



COST

A fully-equipped MAB costs between \$500,000 and \$1,000,000. Ambulances that carry only one or two patients typically cost \$200,000 or more.

An AmbuBus Conversion Kit costs less than \$50,000. By utilizing surplus or loaned school or metro buses, a community or region could equip up to 20 AmbuBuses for the price of one MAB. They can permanently install AmbuBus kits in several vehicles. AmbuBuses can be parked in different parts of their community or region. This will reduce time to respond, staffing needs, and will provide more patient transport capacity.

FLEXIBILITY

Typically, MABs are built with racks and storage that is not removable or reconfigurable. Their stretcher racks cannot be set up freestanding for victim shelters, responder sleeping, or hospital surge.

Ambulances have no flexibility to carry more than one or two patients at a time. They are not practical for other uses such as firefighter rehab.

STAFFING

A MAB typically requires a crew of four to six EMTs. Buying nine ambulances to equal the patient transport capacity of one AmbuBus would require hiring at least 18 EMTs.

An AmbuBus can typically operate with one driver and two EMTs which greatly reduces operating costs compared to MABs and ambulances.



WHAT'S THE PROCESS OF ORDERING AN AMBUBUS?

The process of buying an AmbuBus Conversion Kit is easy. You can call us at +1.703.955.7510 or email us at sales@firstlinetech.com to speak to a knowledgeable AmbuBus representative.

Before you reach out, if you want to get a head start on ordering, the next page has a table that lists the AmbuBus kit, additional equipment, and accessories. The table has our standard pricing, and a field for you to indicate the quantity that you are interested in acquiring. This will give you a basic idea of what you should budget to purchase your AmbuBus with the options that are important to you.

You don't have to fill it out. We'll be glad to work with you to create a quote over the phone.

Before you place an order, check our references!

We want you to know if an AmbuBus is a good fit for your needs before you buy.

Our team will be glad to give you contact information for organizations similar to yours that have purchased and used the AmbuBus. Please feel free to reach out to them and ask them to share their insights on acquiring and operating the AmbuBus.


Also, if you have any questions that we did not address in the guide, please tell us. If it is a question that is important to you, it will be important to other organizations.

Thank you for taking the time to read this guide and for considering an AmbuBus Conversion Kit for your multiple-patient transport needs.

BUDGETING CHECKLIST

ITEM	MSRP* (USD)	QUANTITY	PRE-QUOTE BUDGET
AMBUBUS KIT (2 FRAME)	\$26,250.00		
AMBUSTRETCHERS (12)	\$3,560.00		
AMBUPILOW (1)	\$94.50		
AMBUCARRIER (WITH CARRY BAG)	\$2,200.00		
AMBURAMP (1)	\$3,450.00		
AMBURAMP RAILS (2)	\$1,800.00		
WHEELCHAIR PACKAGE (HOLDS 3 WHEELCHAIRS)	\$1,195.08		
AMBUPOWER (1)	\$9,400.00		
GoTo MEDICAL BAG (1)	\$367.50		
GoTo STAND (1)	\$367.50		
WIRELESS VITAL SIGNS MONITOR (1)	\$2,979.00		
OR			
MULTIPLE PATIENT MONITORING SYSTEM (12 WVSMs INCLUDED)	\$46,200.00		
MASS CASUALTY OXYGEN SYSTEM (MCOS6 KIT)	\$4,500.00		
MCI BLOCKS (PRICES VARY ON CONTENTS)	--		

*PRICES SHOWN AS OF 06-25-2019. PRICES SUBJECT TO CHANGE WITHOUT NOTICE.



FOR USE CASES, VIDEOS, FREQUENTLY ASKED QUESTIONS, AND OTHER INFORMATION, PLEASE VISIT OUR WEBSITE

WWW.FIRSTLINETECH.COM / AMBURESPONSE

**SCAN THE QR CODE BELOW TO DOWNLOAD THE FREE WHITE PAPER:
A SCALABLE APPROACH TO MASS CASUALTY TRANSPORT**

