

Redefining What Great EMS Looks Like



FREE AIMHI WEBINAR

BEYOND RESPONSE TIMES: REDEFINING WHAT GREAT EMS LOOKS LIKE

*Insights from the 2026 AIMHI
High-Performance/High-Value
EMS Benchmark Report*





DATE:
Thursday, September 17, 2026



TIME:
2:00 PM CT



LOCATION:
Zoom Webinar



Today's leading EMS systems are measuring success far beyond the stopwatch. Join us to explore the data, trends, and strategies defining high-performance, high-value EMS—and a new framework for answering the question:
How do we know if our EMS system is actually performing well?



CLINICAL
OUTCOMES



PATIENT
EXPERIENCE



WORKFORCE
RESILIENCE



OPERATIONAL
EFFICIENCY



FINANCIAL
SUSTAINABILITY



COMMUNITY
VALUE



1

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Submit questions through the Q&A function.



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INTEGRATION

3



this

Certificate of Completion

is presented as evidence of completion, by the CAC, CACO, CAFO, CAPO, CAPRO whose signature and Certification Number appear below, of the NAAC ® approved Continuing Education course entitled

AIMHI - 2026 - Beyond Response Times - Redefining What Great EMS Looks Like

CEU Code: QeV2Hkpg
CEU Units: 1.00

I hereby certify that I have completed the continuing education training as represented on this certificate.

Signed: _____ NAAC ® ID: _____

Britanie Holubik _____ 09/17/26

Program Coordinator Date of Training

Certificate is invalid without the signature and certification number of the attendee.

4

Redefining What Great EMS Looks Like

About AIMHI

AIMHI is the nation's leading advocate for **high-performance, high-value** EMS delivery.

We champion **innovative care models, integrated mobile healthcare, and alternative care pathways** that **improve outcomes** and **reduce system-wide costs**.

AIMHI member agencies represent the most nimble, innovative, transparent, and data-driven EMS systems in the world — setting the standard for what's next in mobile healthcare.

Our Mission

Leading the transformation of EMS to mobile integrated healthcare through the development of high-performance systems, and setting the standard for clinical excellence, accountability, public education, research and economic efficiency.

Our Vision

To improve patient health and experience of care by promoting excellence in mobile healthcare integration through evidence-based out of hospital healthcare system effectiveness and efficiency.

Learn More About Membership: www.aimhi.mobi

5

About AIMHI

Membership Eligibility

- Externally reports performance measures; and
- Are authorized by local government; and
- Bills for services provided; and
- Should include, but not be limited to, the following system/agency attributes:
 - Tiered Deployment (BLS/ALS)
 - Flexible production strategy
 - Exhibits evidence-based clinical sophistication
 - Aligns with the mission and vision of AIMHI
- Any agency that operates an EMS-Based Mobile Integrated Healthcare program designed to improve patient outcomes, enhance the patient's experience of care, and reduce healthcare expenditures, defined as:
 - Uses specially trained personnel; and
 - Works as part of an organized delivery model, integrated with the local healthcare community; and
 - Are credentialed by a physician medical director; and
 - Augments the community's existing healthcare resources



Learn More About Membership: www.aimhi.mobi



6

Redefining What Great EMS Looks Like

About AIMHI

Current Members

- Emergency Medical Services Authority (Tulsa and Oklahoma City, OK)
- Mecklenburg EMS Agency (MEDIC) (Charlotte, NC)
- Medic Ambulance of Scott County (Davenport, IA)
- Medic Ambulance of Solano (Solano, CA)
- Metropolitan EMS Authority (Little Rock, AR)
- Northwell Health Center for EMS (Syosset, NY)
- Novant Health Mobile Health (Wilmington, NC)
- Pinellas County EMS Authority (Sunstar) (Largo, FL)
- ProEMS (Cambridge, MA)
- REMSA Health (Reno, NV)
- Richmond Ambulance Authority (Richmond, VA)
- Three Rivers Ambulance Authority (Ft. Wayne, IN)



Learn More About Membership: www.aimhi.mobi



7

Expert Panel



Johna Easley, MBA, CHC
Emergency Medical Services Authority
Oklahoma City/Tulsa, OK



John "JP" Peterson, MS, MBA
Mecklenburg EMS Agency
Charlotte, NC



Jonathan D. Washko, MBA, FACPE, NRP, AEMD
Northwell Health Center for Emergency Medical Services
Syosset, NY



Thomas J. Wiczorek
Center for Public Safety Management/ICMA
Washington, DC

8

9

10

EMS Advocacy

It's time to redefine what great EMS looks like

The 2026 AIMHI Benchmark Report gets to the heart of what the highest-performing EMS organizations have in common

August 05, 2026 01:27 PM • Matt Zavadsky, MS-HSA, EMT, Rob Lawrence



Every profession's members eventually reach a point where they have to stop asking, "What have we always done?" and start asking, "What should excellence look like now?"

EMS has reached that point.

For decades, we have measured ourselves largely by how quickly we arrived, how many patients we transported, and how many ambulances we could keep on the street. Those measures were appropriate for a profession that was still establishing itself. They helped build systems, justified resources and created accountability.

But the profession has evolved.



<https://www.ems1.com/ems-advocacy/its-time-to-redefine-what-great-ems-looks-like>



11

The Question We're Really Here to Answer

How do we know if our EMS system is actually performing well?



And would an EMS leader, medical director, patient, city manager, elected official, and taxpayer answer that question the same way?



12

Yesterday's EMS Scorecard

- RESPONSE TIME
- TRANSPORTS
- AMBULANCES ON THE STREET

- Those measures tell us what EMS did.
- Not necessarily what EMS accomplished.



13

Today's EMS Is Being Asked to Do Much More



14

KEY FINDING 1:

There Is No Single Model for Great EMS



The benchmark includes:

- *Public Utility Models*
- *Local/Joint Government*
- *Health-System EMS*
- *Franchise systems*

Who owns the ambulances may matter less than the system's focus & how it is led and managed.



15

Panel Conversation: *What Actually Creates Excellence?*



16

KEY FINDING 2:

The Stopwatch Is Losing Its Monopoly

- 37.3% of responses received a lights-and-siren response.
- 6.9% of transports were conducted HOT.



High performance increasingly means getting the right resource to the right patient at the right time — not getting every resource everywhere as fast as possible.



17

Not Every Patient Needs the Same Response



18

Table 6: Response Time and Goals

Agency Name	High Acuity Call Average Response Time	High Acuity Compliance Standard	Low Acuity Average Response Time	Low Acuity Call Compliance Standard
Emergency Medical Services Authority (East - Tulsa Metro, OK)	6:56	10:59	10:39	24:59
Emergency Medical Services Authority (West - Oklahoma City, OK)	7:07	10:59	10:46	24:59
Medic Ambulance of Scott County (Davenport, IA)	6:56	8:59	9:44	14:59
Mecklenburg EMS Agency (MEDIC) (Charlotte, NC)	8:37	10:59	14:05	15:00 (1)
Metropolitan Emergency Medical Services (Little Rock, AR)	6:30	8:59	7:30	12:59
Northwell Center for Emergency Medical Services (New York City, Nassau & Suffolk Counties, NY)	9:49	10:00	16:00	30:00
Novant Health - Novant Health Mobile Health (Wilmington, NC)	5:00	9:59	6:00	15:00
REMSA Health (Washoe County, NV)	8:30	8:30	30:00	30:00
Richmond Ambulance Authority (City of Richmond, VA)	8:34	10:59	18:49	59:59
Three Rivers Ambulance Authority (Fort Wayne, IN)	7:22	8:30	10:12	20:00

TIME-CRITICAL: Cardiac Arrest → STEMI → Stroke → Major Trauma

LOWER ACUITY: Minor Illness → Routine Injury → Assistance → Navigation



19

But the Patient's Clock Starts First

Patients don't distinguish between the 9-1-1 center, dispatcher, fire truck and the ambulance.

They simply know when they called for help.



20

Table 5: Response Time Calculation

Agency Name	When does the response time clock start?	When does the response time clock stop?
Emergency Medical Services Authority (East - Tulsa Metro, OK)	Call Taker Phone Pickup	Transport Unit Arrives on Scene
Emergency Medical Services Authority (West - Oklahoma City, OK)	Call Taker Phone Pickup	Transport Unit Arrives on Scene
Medic Ambulance of Scott County (Davenport, IA)	Call Taker Phone Pickup	Transport Unit Arrives on Scene
Mecklenburg EMS Agency (MEDIC) (Charlotte, NC)	Call Taker Phone Pickup	Transport Unit Arrives on Scene
Metropolitan Emergency Medical Services (Little Rock, AR)	Time of Confirmed Address	First MEMS Unit Arrives On-Scene
Northwell Center for Emergency Medical Services (New York City, Nassau & Suffolk Counties, NY)	Time of Confirmed Address	First Unit Arrives On-Scene
Novant Health - Novant Health Mobile Health (Wilmington, NC)	1st unit Dispatched	First Novant Unit Arrives On-Scene
REMSA Health (Washoe County, NV)	Call Taker Phone Pickup	First Unit Arrives On-Scene
Richmond Ambulance Authority (City of Richmond, VA)	Time of Confirmed Address	First RAA Unit Arrives On-Scene
Three Rivers Ambulance Authority (Fort Wayne, IN)	Time of Confirmed Address	Transport Unit Arrives on Scene

Patient-Centric **Response Time** vs. **"Travel Time"**



Ring Duration
Call Processing Duration
Activation Duration



21

KEY FINDING 3:

100% Use Tiered ALS/BLS Deployment

- Most commonly:
 - ✓ ALS = EMT + Paramedic
 - ✓ BLS = EMT + EMT



High-performance EMS agencies don't automatically send their most expensive or advanced resource to every patient.



22

And They Don't Send First Responders Everywhere Either

Table 8: First Response Use and Clinical Level

Agency Name	Does a first response agency respond to all calls?	How is it determined which calls the first responders are required?	What percentage of calls are first responders sent?	Minimum Clinical Cert for 1st Response
Emergency Medical Services Authority (East - Tulsa Metro, OK)	No	EMD Determinant	60.0%	EMT
Emergency Medical Services Authority (West - Oklahoma City, OK)	No	EMD Determinant	60.0%	EMT
Medic Ambulance of Scott County (Davenport, IA)	No	EMD Determinant	75.0%	EMR
Mecklenburg EMS Agency (MEDIC) (Charlotte, NC)	No	EMD Determinant	56.0%	EMT
Metropolitan Emergency Medical Services (Little Rock, AR)	No	Based on the jurisdiction being served and their preference	9.9%	None Required
Northwell Center for Emergency Medical Services (New York City, Nassau & Suffolk Counties, NY)	No	EMD Determinant + Distance of closest appropriate unit	41.0%	EMT
Novant Health - Novant Health Mobile Health (Wilmington, NC)	No	EMD Determinant	28.0%	EMT
REMSA Health (Washoe County, NV)	No	EMD Determinant	78.0%	EMT
Richmond Ambulance Authority (City of Richmond, VA)	No	EMD Determinant	39.0%	EMT
Three Rivers Ambulance Authority (Fort Wayne, IN)	No	EMD Determinant	13.0%	EMT
Overall Median			41.0%	



23

KEY FINDING 4:

Start Measuring What Happens to Patients

OLD SCORECARD: Responses ♦ Transports ♦ Response Times ♦ Unit Hours

NEW SCORECARD: Clinical Outcomes ♦ Patient Experience ♦ Safety ♦ Efficiency
♦ Financial Sustainability ♦ Value



50% participate in clinical research trials
29 IRB studies in the prior two years



24

**High-Performance agencies EMS Measure & Report Clinical Performance as a Core Metric
(and not just cardiac arrests!)**

Table 10: Use of Clinical Dashboards

Agency Name	Do you develop and use clinical dashboards?
Emergency Medical Services Authority (West - Oklahoma City, OK)	Yes
Emergency Medical Services Authority (East - Tulsa Metro, OK)	Yes
Medic Ambulance of Scott County (Davenport, IA)	Yes
Mecklenburg EMS Agency (MEDIC) (Charlotte, NC)	Yes
Metropolitan Emergency Medical Services (Little Rock, AR)	Yes
Northwell Center for Emergency Medical Services (New York City, Nassau & Suffolk Counties, NY)	Yes
Novant Health - Novant Health Mobile Health (Wilmington, NC)	Yes
Richmond Ambulance Authority (City of Richmond, VA)	Yes
Three Rivers Ambulance Authority (Fort Wayne, IN)	Yes

Agency Name	What dashboards do you publish?
Medic Ambulance of Scott County (Davenport, IA)	Out of Hospital Cardiac Arrest
Mecklenburg EMS Agency (MEDIC) (Charlotte, NC)	Out of Hospital Cardiac Arrest, STEMI/ACS, Trauma
Northwell Center for Emergency Medical Services (New York City, Nassau & Suffolk Counties, NY)	Out of Hospital Cardiac Arrest, STEMI/ACS, Stroke
Novant Health - Novant Health Mobile Health (Wilmington, NC)	Out of Hospital Cardiac Arrest, STEMI/ACS, Stroke, Trauma
Richmond Ambulance Authority (City of Richmond, VA)	Out of Hospital Cardiac Arrest, STEMI/ACS, Stroke, Trauma
Three Rivers Ambulance Authority (Fort Wayne, IN)	Out of Hospital Cardiac Arrest, Ventilation Management STEMI/ACS, Stroke, Trauma



25

Patients Get a Vote Too...
80% measure patient experience using an outside agency.

Table 16: Patient Experience Scores

Agency Name	Does your agency conduct patient experience surveys?	Who conducts the customer experience survey?	Do you track patient experience scores on a field provider level?	How are your patient experience survey results published?
Emergency Medical Services Authority (East - Tulsa Metro, OK)	Yes	External Agency	Yes	Website
Emergency Medical Services Authority (West - Oklahoma City, OK)	Yes	External Agency	Yes	Website
Medic Ambulance of Scott County (Davenport, IA)	Yes	External Agency	Yes	Website
Mecklenburg EMS Agency (MEDIC) (Charlotte, NC)	Yes	External Agency	No	Annual Report
Northwell Center for Emergency Medical Services (New York City, Nassau & Suffolk Counties, NY)	Yes	External Agency	No	
REMSA Health (Washoe County, NV)	Yes	External Agency	No	Washoe County Public Health Oversight
Richmond Ambulance Authority (City of Richmond, VA)	Yes	External Agency	Yes	Annual Reports (published on RAA's website and provided to the City of Richmond's Clerk's Office for public posting)
Three Rivers Ambulance Authority (Fort Wayne, IN)	Yes	External Agency	Yes	Public Board Meetings



26

KEY FINDING 5:

Great EMS Has to Be Financially Sustainable

The Economics of High-Performance EMS

Metric	AIMHI Member Agency	GADCS (All NPIs)	GADCS (Public Safety)
Median Expense Per Transport	\$639	\$1,355	\$1,969
Median Revenue Per Transport	\$523	\$613	\$607



27

The Policy Question:

If communities expect high-performance EMS, who should pay for the readiness required to provide it?

- ✓ Patients?
- ✓ Insurers?
- ✓ Medicare/Medicaid?
- ✓ Hospitals?
- ✓ Taxpayers?
- ✓ All of the above?



28

What Great EMS Looks Like



Continuous Improvement



29



30

Panel Lightning Round 1:

You have just been elected Mayor for a community of 500,000 people.



You can add **ONE** metric to the EMS dashboard *besides response time*.

What metric would you add?



31

Panel Lightning Round 2: STOP!

*What's one thing communities should **STOP** using as evidence that they have a high-performing EMS system?*



32

Five Questions Every Community Should Ask About EMS

1. Are we measuring **outcomes**, or simply **activity**?
2. Are we **matching resources** to actual **patient need**?
3. Are our **workforce** and **operating** models **sustainable**?
4. Do we understand what EMS actually **costs**, and who is **paying** for it?
5. How do we know we're **improving** compared with **similar systems**?



33

Great EMS isn't defined by a stopwatch, an organizational chart, or the number of ambulances in the garage.

It's defined by measurable outcomes, disciplined leadership, responsible stewardship, continuous improvement and the value delivered to patients and communities.

Measure What Matters...



34



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Johna Easley, MBA, CHC
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Oklahoma City/Tulsa, OK



John "JP" Peterson, MS, MBA
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Charlotte, NC



Jonathan D. Washko, MBA, FACPE, NRP, AEMD
Northwell Health Center for Emergency Medical Services
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37



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Signed: _____

NAAC ® ID: _____

Britanie Holubik

09/17/26

Program Coordinator

Date of Training

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