



Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia Master Agreement

Order Date: 11-10-2021

CORRECT ORDER NUMBER MUST APPEAR ON ALL PACKAGES, INVOICES, AND SHIPPING PAPERS. QUESTIONS CONCERNING THIS ORDER SHOULD BE DIRECTED TO THE DEPARTMENT CONTACT.

Order Number:	CMA 0511 2705 BMS2000000003 4	Procurement Folder:	646737
Document Name:	Change Order 3	Reason for Modification:	
Document Description:	Re-Award of Medicaid External Quality Review Organization	Change Order 3 is issued to renew the original contract, including all terms, conditions, prices, specifications, and change orders contained therein remain in full force and effect.	
Procurement Type:	Central Master Agreement		
Buyer Name:			
Telephone:			
Email:		Effective Start Date:	2019-11-01
Shipping Method:	Best Way	Effective End Date:	2022-10-31
Free on Board:	FOB Dest, Freight Prepaid		

VENDOR	DEPARTMENT CONTACT																				
Vendor Customer Code: 000000193004 QLARANT QUALITY SOLUTIONS INC 9240 CENTREVILLE RD EASTON MD 216017012 US Vendor Contact Phone: 410-763-6244 Extension:	Requestor Name: Kevin L Bowling Requestor Phone: 304-356-4958 Requestor Email: lee.k.bowling@wv.gov																				
22																					
FILE LOCATION _____																					
Discount Details: <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th></th> <th>Discount Allowed</th> <th>Discount Percentage</th> <th>Discount Days</th> </tr> </thead> <tbody> <tr> <td>#1</td> <td>No</td> <td>0.0000</td> <td>0</td> </tr> <tr> <td>#2</td> <td>No</td> <td></td> <td></td> </tr> <tr> <td>#3</td> <td>No</td> <td></td> <td></td> </tr> <tr> <td>#4</td> <td>No</td> <td></td> <td></td> </tr> </tbody> </table>		Discount Allowed	Discount Percentage	Discount Days	#1	No	0.0000	0	#2	No			#3	No			#4	No			
	Discount Allowed	Discount Percentage	Discount Days																		
#1	No	0.0000	0																		
#2	No																				
#3	No																				
#4	No																				

INVOICE TO	SHIP TO
PROCUREMENT OFFICER: 304-352-4286 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	PROCUREMENT OFFICER: 304-352-4286 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US

11-15-2021
BAT

Total Order Amount:	Open End
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Purchasing Division's File Copy

ENTERED

CH 11/12/21

PURCHASING DIVISION AUTHORIZATION <i>Linda Harper</i> DATE: 11-12-2021 ELECTRONIC SIGNATURE ON FILE

ATTORNEY GENERAL APPROVAL AS TO FORM <i>John S. Gray</i> DATE: ELECTRONIC SIGNATURE ON FILE

ENCUMBRANCE CERTIFICATION <i>[Signature]</i> DATE: 11/18/2021 ELECTRONIC SIGNATURE ON FILE
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11/17/2021

Extended Description:

Change Order

Change Order 3 is issued to renew the original contract, including all terms, conditions, prices, specifications, and change orders contained therein remain in full force and effect.

Effective dates: 11/1/2021 to 10/31/2022

One (1) Optional Renewal remaining

No Other Changes.

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
1	93151507				0.000000
	Service From	Service To			
	2019-11-01	2020-10-31			

Commodity Line Description: Base Year One Systems Performance Review

Extended Description:

Base Year One Systems Performance Review and all subcomponents (4.1.1)

\$23,520.25 per MCO * 4 = \$94,081.01

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
2	93151507				0.000000
	Service From	Service To			
	2019-11-01	2020-10-31			

Commodity Line Description: Base Year One Development and Validation of PIPs

Extended Description:

Base Year One Development and Validation of Performance Improvement Projects (4.1.3)

\$20,418.69 per MCO * 4 = \$81,674.75

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
3	93151507				0.000000
	Service From	Service To			
	2019-11-01	2020-10-31			

Commodity Line Description: Base Year 1 Quarterly Analysis of Pre-Service Denial Reports

Extended Description:

Base Year 1 Quarterly Analysis of Pre-Service Denial Reports (4.1.5)

\$16,213.03 per MCO * 4 = \$64,852.13

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
4	93151507				0.000000
	Service From	Service To			
	2019-11-01	2020-10-31			

Commodity Line Description: Base Year One Validation of Performance Measures

Extended Description:

Base Year One Validation of Performance Measures (4.1.2)

\$108,473.77

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
5	93151507				0.000000
	Service From	Service To			
	2019-11-01	2020-10-31			

Commodity Line Description: Base Year One Encounter Data Validation

Extended Description:

Base Year One Encounter Data Validation (4.1.4)

\$163,335.64

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
6	93151507				0.000000
	Service From	Service To			
	2019-11-01	2020-10-31			

Commodity Line Description: Base Year One Annual Technical Report

Extended Description:

Base Year One Annual Technical Report (4.1.6)

\$48,194.50

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
7	93151507				0.000000
	Service From	Service To			
	2019-11-01	2020-10-31			

Commodity Line Description: Base Year One access to Care Standard Evaluation

Extended Description:

Base Year One access to Care Standard Evaluation (4.1.8.9)

\$42,814.65

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
8	93151507			HOUR	73.500000
	Service From	Service To			

Commodity Line Description: Base Year One Ad Hoc Reporting Services

Extended Description:

Base Year One Ad Hoc Reporting Services (4.1.9) Estimated 5000 hours.

Service dates: 11/01/2019 - 10/31/2020

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
9	93151507			HOUR	73.500000
	Service From	Service To			

Commodity Line Description: Base Year One Ad Hoc Services

Extended Description:

Base Year One Ad Hoc Services (4.1.9) Estimated 5000 hours

Service dates: 11/01/2019 -
10/31/2020

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
10	93151507			Hour	73.500000
	Service From	Service To			
	2020-11-01	2021-10-31			

Commodity Line Description: Base Year One Quality Rating System

Extended Description:

Base Year One Ad Hoc Services - Quality Rating System (4.1.9) Estimated 2500 hours

Service dates: 11/01/2019 -
10/31/2020

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
11	93151507				0.000000
	Service From	Service To			
	2020-11-01	2021-10-31			

Commodity Line Description: Opt Renewal Year One Systems Performance Review

Extended Description:

Optional Renewal Year One Systems Performance Review and all subcomponents (4.1.1)

24,225.86 per MCO * 4 = \$96,903.44

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
12	93151507				0.000000
	Service From	Service To			
	2020-11-01	2021-10-31			

Commodity Line Description: Opt Renewal Year One Development and Validation of PIPs

Extended Description:

Optional Renewal Year One Development and Validation of Performance Improvement Projects (4.1.3)

\$21,031.25 per MCO * 4 = \$84,125.00

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
13	93151507				0.000000
	Service From	Service To			
	2020-11-01	2021-10-31			

Commodity Line Description: Opt Renewal Year 1 Qt Analysis of Pre-Service Denial Report

Extended Description:

Optional Renewal Year 1 Quarterly Analysis of Pre-Service Denial Reports (4.1.5)

\$16,699.42 per MCO * 4 = \$66,797.68

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
14	93151507				0.000000
	Service From	Service To			
	2020-11-01	2021-10-31			

Commodity Line Description: Opt Renewal Year One Validation of Performance Measures

Extended Description:

Optional Renewal Year One Validation of Performance Measures (4.1.2)

\$111,727.99

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
15	93151507				0.000000
	Service From	Service To			
	2020-11-01	2021-10-31			

Commodity Line Description: Opt Renewal Year One Encounter Data Validation

Extended Description:

Optional Renewal Year One Encounter Data Validation (4.1.4)

\$168,048.62

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
16	93151507				0.000000
	Service From	Service To			
	2020-11-01	2021-10-31			

Commodity Line Description: Opt Renewal Year One Annual Technical Report

Extended Description:

Optional Renewal Year One Annual Technical Report (4.1.6)

\$49,640.34

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
17	93151507				0.000000
	Service From	Service To			
	2020-11-01	2021-10-31			

Commodity Line Description: Opt Renewal Year One access to Care Standard Evaluation

Extended Description:

Optional Renewal Year One access to Care Standard Evaluation (4.1.8.9)

\$44,099.09

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
18	93151507			HOUR	73.500000
	Service From	Service To			
	2020-11-01	2021-10-31			

Commodity Line Description: Opt Renewal Year One Ad Hoc Reporting Services

Extended Description:

Optional Renewal Year One Ad Hoc Reporting Services (4.1.9) Estimated 5000 hours.

Service dates: 11/01/20 - 10/31/2020

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
19	93151507			HOUR	73.500000
	Service From	Service To			
	2020-11-01	2021-10-31			

Commodity Line Description: Opt Renewal Year One Ad Hoc Services

Extended Description:

Optional Renewal Year One Ad Hoc Services (4.1.9) Estimated 5000 hours

Service dates: 11/01/2020 - 10/31/2021

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
20	93151507			HOUR	73.500000
	Service From	Service To			
	2020-11-01	2021-10-31			

Commodity Line Description: Opt Renewal Year One Quality Rating System

Extended Description:

Optional Renewal Year One Ad Hoc Services - Quality Rating System (4.1.9) Estimated 2500 hours

Service dates: 11/01/2019 - 10/31/2020

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
21	93151507				0.000000
	Service From	Service To			
	2021-11-01	2022-10-31			

Commodity Line Description: Opt Renewal Year Two Systems Performance Review

Extended Description:

Optional Renewal Year Two Systems Performance Review and all subcomponents (4.1.1)

24,952.64 per MCO * 4 = \$99,810.56

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
22	93151507				0.000000
	Service From	Service To			
	2021-11-01	2022-10-31			

Commodity Line Description: Opt Renewal Year Two Development and Validation of PIPs

Extended Description:

Optional Renewal Year Two Development and Validation of Performance Improvement Projects (4.1.3)

\$21,662.19 per MCO * 4 = \$86,648.74

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
23	93151507				0.000000
	Service From	Service To			
	2021-11-01	2022-10-31			

Commodity Line Description: Opt Renewal Year 2 Qt Analysis of Pre-Service Denial Report

Extended Description:

Optional Renewal Year 2 Quarterly Analysis of Pre-Service Denial Reports (4.1.5)

\$17,200.41 per MCO * 4 = \$68,801.62

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
24	93151507				0.000000
	Service From	Service To			
	2021-11-01	2022-10-31			

Commodity Line Description: Opt Renewal Year Two Validation of Performance Measures

Extended Description:

Optional Renewal Year Two Validation of Performance Measures (4.1.2)

\$115,079.83

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
25	93151507				0.000000
	Service From	Service To			
	2021-11-01	2022-10-31			

Commodity Line Description: Opt Renewal Year Two Encounter Data Validation

Extended Description:

Optional Renewal Year Two Encounter Data Validation (4.1.4)

\$172,903.00

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
26	93151507				0.000000
	Service From	Service To			
	2021-11-01	2022-10-31			

Commodity Line Description: Opt Renewal Year Two Annual Technical Report

Extended Description:

Optional Renewal Year Two Annual Technical Report (4.1.6)

\$51,129.55

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
27	93151507				0.000000
	Service From	Service To			
	2021-11-01	2022-10-31			

Commodity Line Description: Opt Renewal Year Two Access to Care Standard Evaluation

Extended Description:

Optional Renewal Year Two Access to Care Standard Evaluation (4.1.8.9)

\$45,422.06

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
28	93151507			HOUR	73.500000
	Service From	Service To			
	2021-11-01	2022-10-31			

Commodity Line Description: Opt Renewal Year Two Ad Hoc Reporting Services

Extended Description:

Optional Renewal Year Two Ad Hoc Reporting Services (4.1.9) Estimated 5000 hours.

Service dates: 11/01/2021 - 10/31/2022

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
29	93151507			HOUR	73.500000
	Service From	Service To			
	2021-11-01	2022-10-31			

Commodity Line Description: Opt Renewal Year Two Ad Hoc Services

Extended Description:

Optional Renewal Year Two Ad Hoc Services (4.1.9) Estimated 5000 hours

Service dates: 11/01/2021-
10/31/2022

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
30	93151507			HOUR	73.500000
	Service From	Service To			
	2021-11-01	2022-10-31			

Commodity Line Description: Opt Renewal Year Two Quality Rating System

Extended Description:

Optional Renewal Year Two Ad Hoc Services - Quality Rating System (4.1.9) Estimated 2500 hours

Service dates: 11/01/2021 -
10/31/2022



September 2, 2021

Tanya Cyrus, RN, MHA, CMCN, CPCO
Chief Quality and Integrity Officer
WV Bureau for Medical Services
Department of Health and Human Resources
350 Capitol Street, Room 251
Charleston, WV 25301

RE: WV Contract No. CMA BMS 20*03 – External Quality Review Organization Services

Dear Ms. Cyrus:

Qlarant Quality Solutions, Inc. ("Qlarant") agrees to renew the above-referenced existing contract to provide services to the State of West Virginia for the period 11/1/2021 through 10/31/2022. Qlarant agrees to provide services to the Bureau for Medical Services under the same terms and condition as the current contract and change orders for external quality review activities, consistent with the pricing identified in our cost proposal dated July 24, 2019 for the Optional Renewal Year. Qlarant understands there is one renewal year remaining.

Qlarant has also attached the current Certificate of Insurance, Purchasing Affidavit and current Project Management Professional Certificate for Jody Jobeck.

Qlarant stands ready to continue providing these critical services, as required under federal regulations, to support the State's continued success in operating its manage care programs. If anything further is required from Qlarant in connection with the renewal, please do not hesitate to contact Angela Townsend-Williams, Esq., Director of Contract Administration, by email at townsend-williams@qlarant.com or by phone at (410) 763-6240.

Thank you for the opportunity to provide services to the citizens of the State of West Virginia. We look forward to another productive year.

Sincerely,

Ronald G. Forsythe, Jr., PhD
Chief Executive Officer

Cc: Bob Foley
Peter Calderwood

Activities Priced Per MCO	Base Year 1			Optional Renewal Year 1			Optional Renewal Year 2			Optional Renewal Year 3		
	# of MCOs	Price	Total (C*U)	# of MCOs	Price	Total (F*G)	# of MCOs	Price	Total (H*J)	# of MCOs	Price	Total (K*M)
External Quality Review Activity												
Systems Performance Review and All Subcomponents (4.1.1)	4	\$ 23,510.25	\$ 94,081.01	4	\$ 24,225.86	\$ 96,903.44	4	\$ 24,952.54	\$ 99,810.54	4	\$ 25,701.21	\$ 102,804.86
Development and Validation of Performance Improvement Projects (4.1.3)	4	\$ 20,418.69	\$ 81,674.75	4	\$ 21,031.25	\$ 84,124.99	4	\$ 21,652.19	\$ 86,648.74	4	\$ 22,312.05	\$ 89,248.20
Quarterly Analysis of Pre-Service Denial, Appeals, and Performance Reports (4.1.5)	4	\$ 16,213.03	\$ 64,852.13	4	\$ 16,699.42	\$ 66,797.69	4	\$ 17,200.41	\$ 68,801.62	4	\$ 17,716.42	\$ 70,865.67
Activities Priced Per Service												
External Quality Review Activity												
Validation of Performance Measures (4.1.2)	1	\$ 108,473.77	\$ 108,473.77	1	\$ 111,772.99	\$ 111,772.99	1	\$ 115,079.83	\$ 115,079.83	1	\$ 118,532.22	\$ 118,532.22
Encounter Data Validation (4.1.4)	1	\$ 163,335.64	\$ 163,335.64	1	\$ 166,048.62	\$ 166,048.62	1	\$ 172,903.00	\$ 172,903.00	1	\$ 177,963.00	\$ 177,963.00
Annual Technical Report (4.1.6)	1	\$ 48,194.50	\$ 48,194.50	1	\$ 49,640.34	\$ 49,640.34	1	\$ 51,129.55	\$ 51,129.55	1	\$ 52,663.43	\$ 52,663.43
Performance Improvement (4.1.8)	1	\$ 42,814.65	\$ 42,814.65	1	\$ 44,099.09	\$ 44,099.09	1	\$ 45,422.06	\$ 45,422.06	1	\$ 46,784.73	\$ 46,784.73
Activities Priced Per Hour												
External Quality Review Activity												
Ad Hoc Reporting Services (4.1.9)	5000	\$ 73.50	\$ 367,500.00	5000	\$ 73.50	\$ 367,500.00	5000	\$ 73.50	\$ 367,500.00	5000	\$ 73.50	\$ 367,500.00
Ad Hoc Services (4.1.3)	5000	\$ 73.50	\$ 367,500.00	5000	\$ 73.50	\$ 367,500.00	5000	\$ 73.50	\$ 367,500.00	5000	\$ 73.50	\$ 367,500.00
Quality Rating System (4.1.9)	2500	\$ 73.50	\$ 183,750.00	2500	\$ 73.50	\$ 183,750.00	2500	\$ 73.50	\$ 183,750.00	2500	\$ 73.50	\$ 183,750.00
Base Year 1 Subtotal			\$ 1,522,176.45			\$ 1,446,992.16			\$ 1,558,543.34			\$ 1,577,552.11
Total Project Cost		\$	6,198,366.05									

- Vendor shall populate each of the highlighted cells. The total for each subsection, annual subtotal, and total project proposed price will auto-calculate. In the event the information does not auto-calculate, for each subsection, multiple the value in column C by its associated counterpart in column D for a per activity cost. The annual subtotal is the sum of all subsections combined. The total project proposal is the 4 annual subtotals added together.
- The vendor shall be reimbursed in 12 equal monthly installments for the delivery of all services outlined in the Activities Priced per MCO and Activities Priced per Service sections. All costs shall be summed together and divided by 12 for billing purposes. The vendor shall submit a detailed invoice outlining the time spent on each activity, even if no activity occurred specific to that deliverable. The prices outlined in column C are to be the total annual cost for each service.
- Ad hoc hours are for estimation purposes only for the cost proposal.
- Total Project Cost will be used for purposes of bid evaluation.
- Contract services will be paid monthly in arrears
- Payment for Ad Hoc Services will be based on an approved Statement of Work
- All amounts bid shall include all general and administrative expenses, including travel, training and supplies necessary to provide the services required in this solicitation.
- Reimbursement amounts are subject to change pending any programmatic changes that will result in modifications to the level of service being required.
- Pricing for Quality Rating System should include Design and Implementation Costs in Year One, with ongoing Operations/Maintenance Cost presented in subsequent years.
- The number of MCOs is subject to change pending the selected vendor for the Specialized Managed Care procurement.

Vendor Signature _____ Vendor Date _____



STATE OF WEST VIRGINIA
DEPARTMENT OF HEALTH AND HUMAN RESOURCES
BUREAU FOR MEDICAL SERVICES


Bill J. Crouch
Cabinet Secretary

Office of Procurement Services
350 Capitol Street, Room 251
Charleston, West Virginia 25301-3712
Telephone: (304) 558-1700 Fax: (304) 558-4398

Cynthia E. Beane
Commissioner

DATE: November 2, 2021

TO: Robert L. Price, CPPB, CPPO, NIGP-CPP
Administrative Services Manager II

FROM: K. Lee. Bowling 
Procurement Specialist, BMS Procurement Services
CMA

RE: PF646737 ~~000~~ BMS20*03, Request for Approval – Change Order No. 3

The WV Bureau for Medical Services (BMS) respectfully requests approval of Change Order No. 3 for renewal of the Medicaid External Quality Review Organization (EQRO) contract. The current contract in place is CMA BMS20*03 with Qlarant Quality Solutions, Inc. The current contract expires 10/31/2021. The estimated cost of the renewal is \$1.6 million dollars and will cover the period from 11/01/2021 – 10/31/2022. There will be one (1) renewal remaining.

This renewal is needed to meet requirements for the State to have an External Quality Review Organization (EQRO) vendor as a component of its Medicaid Managed Care program to ensure ongoing compliance with all federal requirements.

If you have any questions, or need additional information, please feel free to contact me at 304-352-4319 or Lee.K.Bowling@wv.gov.

Thank you for your consideration in this matter.


Agree