



**EP&P Consulting, Inc.**

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October 30, 2006

Roberta Wagner  
Purchasing Division  
2019 Washington Street, East  
Charleston West Virginia 25305-0130

Re: Money Follows the Person and Rebalancing Study RFQ #BHS70090

Dear Ms. Wagner:

EP&P Consulting, Inc. (EP&P) is pleased to submit our response to the RFQ for Money Follows the Person and Rebalancing Study in West Virginia. EP&P has had consulting experience with 36 state health care programs in the last 13 years. EP&P and its subcontractor Pacific Health Policy Group (PHPG) are currently providing consulting services to Mississippi for "Money Follows the Person". In addition, both EP&P and PHPG have more than ten years of experience with Medicaid home and community-based service programs for people with disabilities, public long term care systems, budgeting, and national rebalancing initiatives. PHPG has assisted the Department of Health and Human Resources, Health Care Authority, and the Public Employees Insurance Agency in West Virginia. We believe we have assembled an exceptionally qualified team with years of relevant long term care experience that will be able to meet the goals of the State of West Virginia on this project.

Enclosed you will find one (1) original and six (6) copies of our bid. Our proposal includes our experience and qualifications, key staff resumes, subcontractor letter, work plan schedule of deliverables, bid quotation, and Addendum 1 acknowledgement.

Sincerely,



Yvonne Powell  
Corporate Director

## Bid Quotation for Money Follows the Person and Rebalancing Study

Deliverables	Bid Amount
Projections	\$9,250
Summary tables	\$4,930
On-Site interviews	\$17,200
On-Site interviews with stakeholders	\$7,200
Statewide public forums	\$7,200
Presentation to LOCHHRA	\$3,600
A. Analyze long term care system	\$40,200
B. Analyze methods for accessing the LTC system	\$16,360
C. Analyze Institutional bias	\$10,020
D. Analyze Nurse Practice Act	\$4,980
E. Methods of Other states	\$17,500
F. Fiscal impact for MFP	\$22,660
Total MFP	\$161,100
Presentation to Olmstead Advisory Council	\$3,600
G. Fiscal impact for rebalancing	\$21,220
H. Analyze whether HCBS waivers impose unnecessary or unwanted services and recommend modifications	\$17,420
I. Analyze alternative uses for NF and ICF/MR	\$11,120
J. Analyze reimbursement for LTC	\$15,900
K. Analyze incentives for Institutionalization	\$8,180
L. Analyze supports for Underserved	\$15,600
M. Analyze Federal initiatives	\$13,900
N. Analyze LTC Infrastructure and Improvements	\$17,400
O. Analyze Investments	\$12,200
Total for Rebalancing	\$136,540
<b>Money Follows the Person Objectives of the Study</b>	<b>\$161,100</b>
<b>Rebalancing Objectives of the Study</b>	<b>\$136,540</b>
<b>Total Cost for the "Money Follows the Person and Rebalancing Study"</b>	<b>\$297,640</b>



JOE MANCHIN III  
GOVERNOR

STATE OF WEST VIRGINIA  
**DEPARTMENT OF ADMINISTRATION**  
**PURCHASING DIVISION**  
2019 WASHINGTON STREET, EAST  
P.O. BOX 50130  
CHARLESTON, WEST VIRGINIA 25305-0130

ROBERT W. FERGUSON, JR.  
CABINET SECRETARY

DAVID TINCHER  
DIRECTOR

## MEMORANDUM

TO: Vendors

FROM: Roberta Wagner, Senior Buyer *rw/wsm*  
Purchasing Division

RE: BHS70090

DATE: November 1, 2006

The Request for Quotation will not be scanned on the Internet due to the volume. Vendors may view the Proposals at the office of the WV State Purchasing Division, 2019 Washington Street, East Charleston, WV 25305. You may call me for an appointment at the (304) 558-0067 fax: (304)558-4115 or e-mail [rwagner@wvadmin.gov](mailto:rwagner@wvadmin.gov).

RFQ's received from the following:

EP&P Consulting, Inc.  
Halleland Health Consulting  
Navigant Consulting  
Public Consulting Group

RW/wf

cc: File