



Max Chmura  
Managing Director

mchmura@navigantconsulting.com  
312.583.2705 direct

October 30, 2006

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

Dear Ms. Wagner:

Navigant Consulting, Inc. (NCI) is pleased to submit a proposal to the State of West Virginia's Department of Health and Human Resources in response to Request for Quotation (RFQ) No. BHS70090, Study of the Long Term Care System in West Virginia and Recommendations for "Rebalancing" and "Money Follows the Person".

As demonstrated in our proposal, we have assembled a project team with unparalleled knowledge of and experience in delivering public policy solutions in long-term care that involve cost modeling; system assessment, redesign and rebalancing; leveraging strong stakeholder partnerships; and creating tactical plans to support strategic decisions. This work has involved all components of long-term care, with special experience in the areas of aging and disabled populations, people who have developmental disabilities, mental health issues and traumatic brain injuries. NCI consultants have broad and extensive experience and knowledge of Medicaid issues, Federal regulations and court decisions, with particular strengths in the area of home- and community-based services and consumer-directed services, including "Money Follows the Person". Supplementing our highly experienced NCI team is Charles Moseley, Ph.D. He brings to the effort significant, relevant experience and a national perspective that will provide great value to the Department's efforts. Our project team will respond to the Department's needs in a timely and efficient manner, creating the appropriate information base and public policy framework for these critical changes.

We have provided a wealth of information about NCI as a firm and our experience. We would welcome the opportunity to meet in person with the Department staff and other State representatives – we believe that a face-to-face meeting would enable you to gain a more accurate and thorough understanding of the value we bring to the State. During a face-to-face meeting, we could respond to your outstanding questions and demonstrate to you first-hand how we propose to conduct our work.

Ms. Roberta Wagner  
October 30, 2006  
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Please see the following Appendices for the required State forms:

- Appendix A: Quotation Form
- Appendix B: No Debt Affidavit
- Appendix C: Addendum Acknowledgement

We look forward to hearing from the Department. In the meantime, should you have any questions about our proposal or our firm, please do not hesitate to contact me. Please address any faxes directly to me. My contact information is in the footer of this letter

Thank you for the opportunity to bid on this very important work.

Very truly yours,

Navigant Consulting Inc.



Max E. Chmura  
Managing Director, Navigant Consulting, Inc.



**Section 4: Cost Quotation**

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market impact it expects from both the low and high models that are to be developed.

**Grand Total Breakdown**

Money Follows the Person Objectives of the Study:	\$176,360
Rebalancing Objectives of the Study:	<u>\$304,695</u>
<b>Total Cost for "Money Follows the Person and Rebalancing Study:</b>	<b>\$481,315</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/sm*  
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