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

Request for Quotation

RFQ NUMBER	PAGE
HCC0690	1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
RON PRICE
304-558-0492

VENDOR
RFQ COPY
TYPE NAME/ADDRESS HERE

SHIP TO
HEALTH CARE AUTHORITY

SUITE 201
100 DEE DRIVE
CHARLESTON, WV
25311-1692 304-558-7000

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
12/16/2005				

BID OPENING DATE: 01/26/2006 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	EA		920-20		

PER THE ATTACHED COST SHEET

REQUEST FOR PROPOSAL

TO PROVIDE CLINICAL RISK GROUPER SOFTWARE AND RELATED HEALTH CARE INFORMATION SERVICES FOR THE WEST VIRGINIA HEALTH CARE AUTHORITY. THIS SOFTWARE WILL ALLOW THE AUTHORITY TO ANALYZE ITS EXTENSIVE HEALTH CARE DATABASES IN ORDER TO ASSESS HEALTH CARE RISK OF THE POPULATIONS IN VARIOUS HEALTH MARKET AREAS THROUGHOUT WV AND MATCH HEALTH CARE NEEDS AGAINST AVAILABLE HEALTH CARE RESOURCES.

PLEASE SEE ATTACHED

****** THIS IS THE END OF RFQ HCC0690 ****** TOTAL:

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE

TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

GENERAL TERMS & CONDITIONS
(REQUEST FOR QUOTATION) RFQ AND (REQUEST FOR PROPOSAL) RFP

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. All quotations are governed by the ***West Virginia Code*** and the ***Legislative Rules*** of the Purchasing Division.
4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required $45 fee.
5. All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
6. Payment may only be made after the delivery and acceptance of goods or services.
7. Interest may be paid for late payment in accordance with the ***West Virginia Code.***
8. Vendor preference will be granted upon written request in accordance with the ***West Virginia Code.***
9. The State of West Virginia is exempt from Federal and State taxes and will not pay or reimburse such taxes.
10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
11. The laws of the State of West Virginia and the ***Legislative Rules*** of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
12. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, this contract is automatically null and void, and is terminated without further order.
14. **HIPAA Business Associate Addendum** - The West Viginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (**http://www.state.wv.us/admin/purchase/vrc/hipaa.htm**) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Covered Entity (45 CFR ü160.103) and will be disclosing Protected Health Information (45 CFR ü160.103) to the vendor.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division.
2. **SPECIFICATIONS:** Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Complete all sections of the quotation form.
4. Unit prices shall prevail in cases of discrepancy.
5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
6. **DUPLICATE BIDS:** All quotations must be delivered by the bidder to the respective offices listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications.

ORIGINAL SIGNED BID TO:

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

DUPLICATE BID TO:

State Auditor's Office
Bid Observer
Building 1 Room W114
1900 Kanawha Boulevard, East
Charleston, WV 25305-0230

MICHAEL A MADALENA, CONSULTANT

February 13, 2006

Mr. Chris Clark
Director of Analysis
West Virginia Health Care Authority
Suite 201
100 Dee Drive
Charleston, WV 25311-1692

Dear Mr. Clark:

SUBJECT: RFP HCC0690 – CLINICAL RISK GROUPER

Michael A Madalena, Consultant is pleased to have the opportunity to submit a proposal to provide clinical risk grouper software and associated professional services to the West Virginia Health Care Authority. The attached proposal sets forth our understanding of the work to be performed and the qualifications, capabilities, and technology we propose to use in fulfilling the requirements of the RFP. **We accept all terms of the RFP and certify that the price was determined without conflict of interest.**

Below is the organization's general information:

Name of the Organization: Michael A Madalena, Consultant

Submission Date: February 15, 2006

RFQ Number: HCC0690

Contact Name: Mike Madalena

Address: 103 Sunrise Lane, Venetia, PA 15367

Phone: 724.941.5065

FAX: 724.941.5322

Email: mikem@mm4q.com

We look forward to expanding our long-standing relationship with the HCA. We value your business and are confident that we can continue to provide the same high quality service that we have done so since 1997. If you have any questions or need further clarification, please feel free to contact me. Thank you for your consideration.

Sincerely,

Michael A. Madalena
Consultant

103 SUNRISE LANE • VENETIA, PA • 15367
PHONE: 724.941.5065 • FAX: 724.941.5322 • EMAIL: MIKEM@MM4Q.COM

4.6 REVISED Cost Proposal Format/Bid Sheets		
Basic License and Service Fees:		
These amounts SHALL be the annual fee to cover all software, licenses, and training, to include all software maintenance costs for the initial twelve (12) months of the contract.		
Initial Installation		$ 2,240.00
Project Management		$ 16,800.00
Data Preparation		$ 40,000.00
Other (Please specify)		
ACG License*		$ 115,054.22
ZIP Code to County Database		$ 299.95
Training		$ 6,720.00
Reporting Development		$ 67,200.00
Semi-Annual Data Update (2)		$ 2,240.00
Total Cost Year ONE		$ 250,554.17
These amounts SHALL be the annual fee to cover all software, licenses, and training, to include all software maintenance costs for Year TWO.		
Extension License and Service Fee		$ 115,354.17
Project Management		$ 13,440.00
Data Preparation		$ -
Other (Please specify)		
Training		$ 3,360.00
Reporting Development		$ 98,000.00
Semi-Annual Data Update (2)		$ 2,240.00
Total Cost Year TWO		$ 232,394.17
These amounts SHALL be the annual fee to cover all software, licenses, and training, to include all software maintenance costs for Year THREE		
Extension License and Service Fee		$ 115,354.17
Project Management		$ 13,440.00
Data Preparation		$ -
Other (Please specify)		
Training		$ 3,360.00
Reporting Development		$ 42,000.00
Semi-Annual Data Update (2)		$ 2,240.00
Total Cost Year THREE		$ 176,394.17

These amounts SHALL be the cost of the proposal for evaluation purposes. The Vendor whose total is the lowest total in this block, taking into account any in-state Vendor preference, SHALL be awarded the maximum thirty (30) points.	Year One	$ 250,554.17
	Year Two	$ 232,394.17
	Year Three	$ 176,394.17

Optional Costs per year:	Year One	NA
	Year Two	NA
Section 3.2.3 Access National Databases	Year Three	NA

Pricing Notes:

* ACG License fees are based upon the number of lives quoted in the RFP (982,804). ACGs are licensed on actual members processed in the model and to the exent actual member counts vary, the license fee shall also vary. The license fee schedule is included with the sample ACG contract

Service lines for Initial Installation, Project Management, Data Preparation, Training, Report Development, and Semi-annual data updates are expressed as "not to exceed amounts" and will be billed using a standard rate of 140.00 per hour.