



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
Purchasing Division

RE: BMS80641

DATE: October 16, 2007

RW
10/16/2007

The "Request for Proposal" for External Quality Review Organization Services will not be scanned on the Internet due to the volume. Vendors may view the Proposal at the office of the WV State Purchasing Division, 2019 Washington Street, East Charleston, WV 25305. You may call me for an appointment at (304) 558-0067, fax (304) 558-4115, or email rwagner@wvadmin.gov.

RW/ks

cc: File



October 12, 2007

Ms. Roberta Wagner
Department of Administration
Purchasing Division
2019 Washington Street, East
Charleston, WV 25311

RE: External Quality Review Services, RFQ Number BMS80641

Dear Ms. Wagner:

Health Services Advisory Group, Inc. (HSAG) is pleased to submit this response to the Request for Quotation for External Quality Review Organization Services for the State of West Virginia.

We have carefully studied the RFP and believe we are uniquely qualified and capable to provide the services required in the manner most advantageous to the Mountain Health Trust enrollees and to the State. The significant experience we have had with managed care, in both Medicaid and Medicare, positions HSAG as uniquely qualified and deeply committed to becoming your successful bidder.

HSAG conducts External Quality Review activities in 11 states: Arizona, Colorado, Florida, Hawaii, Illinois, Michigan, Ohio, Nevada, Tennessee, Utah, and Washington. Our reputation with the Centers for Medicare and Medicaid Services (CMS) is outstanding, and we are known nationally for being a firm that works very successfully with managed care organizations and state Medicaid agencies. HSAG brings to the Bureau of Medical Services organizational capacity possessed by relatively few organizations in the country. Moreover, HSAG has been the designated Quality Improvement Organization (QIO) for Arizona since 1979. HSAG provides the State a company with the infrastructure and experience in place to begin work on this contract immediately.

We believe our attached proposal demonstrates our skill, resources, experience and commitment to serve the West Virginia Department of Health and Human Resources, and the Bureau of Medical Services in providing external quality review services for the Mountain Health Trust.

If further information is needed, please do not hesitate to contact me at 602.665.6101 or by e-mail mdalton@hsag.com.

Sincerely,

A handwritten signature in black ink that reads "Mary Ellen Dalton". The signature is written in a cursive, flowing style.

Mary Ellen Dalton, RN, MBA
Chief Executive Officer

MED/blh

Information for Health Care Improvement

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