



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](mailto:rwagner@wvadmin.gov).

RW/ks

cc: File



October 10, 2007

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

Attn: Ms. Roberta Wagner

Subj: Delmarva Foundation for Medical Care, Inc.'s Response to RFQ No. BMS80641 (and Addendums 1 and 2) for External Quality Review Organization Services

Dear Ms. Wagner:

Delmarva Foundation for Medical Care, Inc. (Delmarva) is pleased to provide our proposal in response to the above referenced RFQ. The following signed documents follow this letter:

- RFQ Form and Addendum Acknowledgement (1, 2)
- West Virginia Department of Health and Human Resources Federal Program Participation Acknowledgement, Authorization, Consent & Release
- Purchasing Affidavit
- West Virginia State Government HIPAA Business Associate Addendum
- Certification Regarding Drug-Free Work Place Requirements
- Certification to Conduct Business in West Virginia

Delmarva certifies that we have not been debarred or suspended

Delmarva's history, knowledge, and national experience combined with our local knowledge of the goals and objectives outlined in the RFQ uniquely qualify us to continue as the West Virginia EQRO. As demonstrated in prior contracts, we not only understand the Bureau for Medical Services' (BMS') requirements, but also are fully committed to achieving its goals for managed care and program re-design. Delmarva has been the West Virginia EQRO since 1998 and, as such, is as familiar with BMS' requirements as BMS is familiar with Delmarva.

To ensure that all of the project requirements are completed in the most timely and cost-efficient manner, Delmarva has teamed with several organizations that are also familiar to BMS: Medstar, Medstat, and Ashley Consulting, LLC will participate as subcontractors to Delmarva on the resultant contract. Each of these organizations is familiar to BMS and is well-respected and known throughout the industry. Together, with Delmarva, we are confident that this proven and successful team provides the sophisticated skills and knowledge necessary for performing all of the tasks addressed in the RFQ.