



**State of West Virginia  
Department of Administration  
Purchasing Division**

**NOTICE**

Due to the size of this bid, it was impractical to scan every page for online viewing. We have made an attempt to scan and publish all pertinent bid information. However, it is important to note that some pages were necessarily omitted.

If you would like to review the bid in its entirety, please contact the buyer. Thank you.

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February 12, 2008

Roberta Wagner  
Department of Administration  
Purchasing Division  
Building 15  
2019 Washington Street East  
Charleston, WV 25305-0130

RE: Project Management for MMIS Re-procurement  
RFP No.: BMS80650

Dear Ms. Wagner:

FOX Systems, Inc. (FOX) is pleased to submit this proposal to the West Virginia Department of Health and Human Resources (DHHR), Bureau of Medical Services (BMS) to perform Project Management services for the MMIS Re-procurement Project in response to the above-referenced Request for Proposal (RFP). In addition to the original RFP, FOX has received and reviewed Addendum 1 to this RFP and has signed and included a copy in Section V - *Documentation* below.

FOX is one of the nation's premier MMIS consultants and offers a rich background of projects performed for three-fourths of the State Medicaid agencies. We offer in-depth experience in all services identified in the RFP scope of work and believe that BMS will benefit from our extensive experience as a leader in the evolution of Medicaid program structure and information technology. In particular, FOX is currently providing MMIS/Fiscal Agent procurement or implementation services to the states of Florida, California, Georgia, Missouri, Montana, New Hampshire, New York, Oregon, and most recently, Utah. The States of Alaska and Tennessee have chosen FOX for these services for two separate engagements each, and the State of Florida has chosen FOX three times.

As a Medicaid thought leader, FOX has had a long-standing involvement with national standards organizations and Federal projects that are shaping the future of Medicaid. For example, FOX is currently a key subcontractor for the Centers for Medicare & Medicaid Services (CMS) Medicaid Information Technology Architecture (MITA) Project. We are providing Medicaid subject matter expertise and recommendations regarding enabling technologies and the use of technical and data standards to produce the MITA model for the future Medicaid system. Members of the FOX CMS MITA team will be a part of our West Virginia Project Team to ensure that the State receives the services of the nation's most knowledgeable MITA experts.

Ms. Roberta Wagner  
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As Executive Vice President, I am authorized to enter into contracts and bind the firm to the contents of this proposal. We appreciate the opportunity to respond to this RFP and hope to work with the West Virginia BMS on this important project. Please do not hesitate to contact us if you have any questions about our proposal and the services we are offering.

Sincerely,



Desh Ahuja  
Executive Vice President