



**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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# WEXFORD HEALTH SOURCES, INC.

Wednesday, October 24, 2007

Mr. John Abbott  
Senior Buyer  
WV Purchasing Division  
2019 Washington Street, East  
P.O. Box 50130  
Charleston, West Virginia 25305-0130  
Phone: (304) 558-2544, extension 260  
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E-mail: [jabbott@wvadmin.gov](mailto:jabbott@wvadmin.gov)

**Re: Transmittal Letter for RFQ COR61359 for Inmate Healthcare and Mental Health Services**

Dear Mr. Abbott:

Wexford Health Sources, Inc., is pleased to submit our response to the Request For Quotation (RFQ) # COR61359 for Inmate Healthcare and Mental Health Services for inmates in the custody of the West Virginia Division of Corrections (DOC) and the Regional Jail and Correctional Facility Authority (RJA).

Our proposal demonstrates Wexford Health's thorough knowledge and understanding of West Virginia's inmate health care system. Incorporated in 1992 for the sole purpose of providing health care services to correctional institutions, our 15-year history includes the delivery of health care services to 194 prisons, 42 jails, and 22 juvenile detention centers. Large enough to efficiently deliver the services required by the RFQ, yet not so large that we cannot respond quickly to the Agencies' needs and concerns, Wexford is ready and willing to take on the responsibility of becoming the primary provider of inmate health services to the West Virginia DOC and RJA.

Wexford Health can provide unique resources and experience to the West Virginia DOC and RJA, including the following.

- **Strong, practical experience with statewide correctional health care systems that encompass rural areas**, including:
  - A current contract to provide statewide inmate health services for the Mississippi Department of Corrections
  - Past service as the premier health services provider for the Florida Department of Corrections
  - A Regional Medical Director with 14 years of clinical experience providing and managing correctional health care — on the State Agency side as well as the Vendor side of the relationship

Mr. John Abbott

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Page 2 of 2

- An experienced Senior Vice President of Operations for the contract with 20 years of private and correctional health care experience across many statewide contracts
- **Proven cost containment through assertive, comprehensive utilization management** — We effectively integrate operational experience from our site-level clinical staff with the deep knowledge of senior Utilization Management physicians. This allows Wexford to produce results including a 9% overall decrease in the number of Wexford-denied referrals, a 3.4% decrease in unapproved hospital days, and a 19% decrease in emergency department referrals.
- **Technology-based solutions** — In addition to telemedicine technology, Wexford is able to provide additional value and cost control to the WVDOC and RJA through a state-of-the-art human resources information management system; centralized, bar-coded ordering of medical supplies; and one of the industry's only fully automated claims management systems — our WexCare software, that fully integrates claims, contracting, and utilization management, resulting in greater productivity, increased efficiency, and cost savings.
- **A stellar track record of compliance with clinical standards** — Wexford has an excellent record of helping to achieve success for our clients who have chosen to undergo review in support of ACA and/or NCCHC accreditation or re-accreditation, including first-time candidates.

If you require more information after reviewing our proposal, please do not hesitate to contact me via telephone at 412-937-8590 (extension 280), via fax at 412-937-8599, or via e-mail at [sales@wexfordhealth.com](mailto:sales@wexfordhealth.com)

Wexford's highly sophisticated cost containment and technology programs — applied in conjunction with our practical knowledge of statewide correctional health care systems and our strong presence in the West Virginia/Pennsylvania region — will form a state-of-the-art health care delivery system capable of reducing the WVDOC's and RJA's inmate health care costs by millions of dollars over the course of this contract. We look forward to partnering with the West Virginia Division of Corrections and the Regional Jail and Correctional Facility Authority to achieve these high levels of cost savings and quality health care.

Sincerely,



Daniel L. Conn

Executive Vice President, Chief Operating Officer & Chief Financial Officer

WEXFORD HEALTH SOURCES, INC.

# **Inmate Healthcare & Mental Health Services**

*For the*

## **West Virginia Division of Corrections & Regional Jail Authority**



**Due Date  
October 25, 2007  
1:30 p.m. EDT**

**ORIGINAL  
Technical Proposal  
Alternate #2**

Prepared for:

Mr. John Abbott, Senior Buyer  
WV Purchasing Division  
2019 Washington Street, East  
P.O. Box 50130  
Charleston, West Virginia 25305-0130

Prepared by:

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