



**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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State of West Virginia

October 23, 2007

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

**Re: Request for Quotation/Request for Proposal (RFQ/RFP) # COR61359**

Mr. Abbott:

Thank you for inviting NaphCare, Inc. to submit a proposal in response to Request for Quotation (RFQ) and Request for Proposal (RFP) # COR61359 and all addenda, to provide inmate medical services for the West Virginia Division of Corrections (WV DOC) and the West Virginia Regional Jail and Correctional Facility Authority (WV RJCFA). NaphCare is the industry leader in innovative, correctional healthcare and we are committed to continually advancing our technology, resulting in greater accuracy, improved services, reduced liability, and reduced costs. Our competitive advantage is our Electronic Medical Records (EMR) system, *TechCare*<sup>™</sup>, developed in-house; enabling us to offer this system to our clients with no licensing fees, upgrades, or other costs typically associated with management information systems. Offering an EMR system is just part of the package, and builds a solid foundation for the exceptional service we provide.

NaphCare, Inc. has over 18 years of experience providing quality healthcare services to the incarcerated population, including both state and federal inmates. As a current provider of comprehensive medical services, dialysis services, and provider network and billing services for the Federal Bureau of Prisons (BOP) for many years, this experience proves that we can successfully operate inmate healthcare programs at the WV DOC and WV RJCFA facilities. We have proposed a comprehensive, statewide, healthcare program designed to meet the unique needs of the inmates incarcerated in the WV DOC and WV RJCFA facilities. NaphCare's program meets and exceeds all constitutional and community standards, as well as National Commission on Correctional Healthcare (NCCHC), American Correctional Association (ACA), and West Virginia Minimum standards regarding the provision of inmate healthcare services.

Our company is one of the most financially viable in the correctional healthcare industry, and will be a strong financial partner for the State of West Virginia. Our bank has provided us with an eight-figure revolving line of credit to be used as capital for our business ventures, and we have long enjoyed this relationship. The privatization of correctional healthcare continues to grow and NaphCare is extremely well-positioned to take advantage of new opportunities in the market as our projected revenues continue to increase.

- Revenues increased 35% from 2005 to 2006
- Revenues increased 46% from 2004 to 2005
- *Since inception*, NaphCare, Inc. has always reported positive Net Operating Income

Our correctional healthcare experience is paired with our ability to successfully operate large-scale jails, such as the Clark County Detention Center in Las Vegas, Nevada, with an Average Daily Population (ADP) of 3,500 inmates. We have also operated a statewide correctional system within the last five years for the Alabama Department of Corrections, and references for each of these facilities are included, attesting our qualifications for this project. NaphCare has also partnered with Mr. Roy White, who has over 30 years of correctional experience in the State of West Virginia and would be appointed Vice President of West Virginia Operations upon contract award, to ensure the orderly and efficient transition of services. We have the experience, resources, and personnel to successfully implement our health services program for the WV DOC (and WV RJCFA), within 60 days, as outlined in our Transition Plan.

NaphCare intends to subcontract for the provision of Mental Health services with PSIMED, a West Virginia based company. As the current provider of Mental Health services for the WV DOC, their experience will allow a smooth transition and continued level of care in the facilities, and reduce any unnecessary expenses for recruitment and training of Mental Health staff.

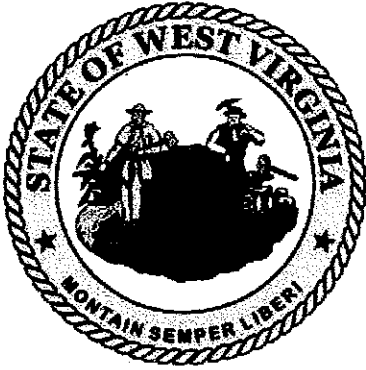
The contact person for this proposal is Catherine Gross, Director of Business Development. She can be reached via email at [catherine.gross@naphcare.com](mailto:catherine.gross@naphcare.com), telephone (800) 834-2420, extension 8751, or facsimile at (205) 244-8016. Should any further information be needed to evaluate our proposal, or to schedule an oral presentation or *TechCare*™ demonstration, please do not hesitate to contact us.

As an officer of the company I am authorized to commit NaphCare to the services proposed in the Base Proposal, and the joint, Alternate Proposal. We look forward to the opportunity to serve the State of West Virginia.

Sincerely,

NAPHCARE, INC.

  
B. Lee Harrison  
President



**ORIGINAL**

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**ALTERNATE PROPOSAL  
TO**

**State of West Virginia**

**Inmate Healthcare and  
Mental Health Services**

**RFQ/RFP# COR61359**

**October 25, 2007, 1:30 P.M.**



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***The Leader in Innovative Correctional Health Care***

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950 22nd Street North, Suite 825, Birmingham, AL 35203  
(800) 834-2420 ~ [www.naphcare.com](http://www.naphcare.com)