

October 3, 2012

Response to Request for Information NO. INS 13004 Statewide Credentialing Verification Organization

WV Offices of the Insurance Commissioner
and WV Department of Health and Human
Services



RECEIVED

2012 OCT -4 AM 10:12

WV PURCHASING
DIVISION



Verisys Credentialing Verification
Solutions have the exclusive
endorsement of the American
Hospital Association.

THE LEADER IN
PROVIDER
HEALTH CARE
DATA
20TH
ANNIVERSARY

Table of Contents

- A. Company Information
- B. CheckMedic®
- C. Request for Information Responses
- D. Contact Information
- E. Affidavit, Certificate and Addendums
- F. CheckMedic® Collateral

A

Company Information

Verisys Corporation (Verisys®) is in the business of delivering critical information to its health care customers to ensure that they have the tools needed to comply with federal and state laws governing their employment of, and relationships with, health care providers. Verisys' products and services include provider data and content, credentialing verification services, health care compliance consulting, data projects (hosting, data fusion and resolution and analytics) and regulatory compliance products and services. Verisys' flagship product, FACIS® (Fraud and Abuse Control Information System), identifies medical providers who have been sanctioned or disciplined by governmental agencies, regulatory bodies or through the judiciary.

Verisys is a "primary source" aggregator of health care data. Our services/products are used to verify, validate or authenticate the credentials of persons, professionals and businesses that provide medical goods and services. We perform batch, XML integrations and provide a Web interface into the content for health care stakeholders that monitor providers in health care reimbursement systems. Verisys is a content/data and technology company with a highly secure (SSAE 16 certified (http://ssae16.com/SSAE16_overview.html) SSAE 16 has replaced SAS 70 effective 6/15/11, HIPAA Compliant) IT/IS platform and infrastructure.

Verisys serves hospitals, hospital systems, health care in-patient and out-patient facilities, long-term care facilities, rehabilitation facilities, skilled nursing facilities and ambulatory surgery centers, pharmaceutical companies, independent pharmacies, national pharmacy chains, PBMs, DME manufacturers and distributors, nurse staffing companies, home health providers, independent providers and provider groups/systems, medical staff services companies, background screening companies and medical malpractice insurers across the United States. Verisys is the largest single provider of objective primary source health care data to both the health care industry directly and the health care screening industry as a data supplier. Verisys resells its content to approximately 85% of the background screening market.

- Verisys is a fully accredited credentials verification organization by URAC.
- Verisys is also a NCQA certified credentials verification organization.

- Verisys' Credentials Verification Services have earned the exclusive endorsement of the American Hospital Association (AHA).

Verisys' mission is to serve the health care sector with accurate and timely data on persons, professionals and businesses interacting (contracting, privileging, employment, reimbursement, referral) with any health care system, primarily related to providers and vendors, in an effort to deliver critical information accurately to ensure regulatory compliance and prevent health care waste, abuse and fraud. Verisys does not serve any other sector; we are solely dedicated to the health care community.

Verisys differentiators:

- Verisys obtains data only from primary sources; it does not source its content from third parties onshore or offshore.
- Verisys is fully insured, including errors and omissions and in 18 years has never been involved in a claim or any litigation.
- Verisys captures current data and maintains historical content, and has been doing so since 1993; therefore, the data sets contain content not always found during an OIG/GSA/State search after a period beyond which a reinstatement has been issued or data is purged. As a result, our clients will be alerted to false employee reporting regarding their credentials (e.g., if an individual knows they are no longer found during a search they may attest that they have "never" been sanctioned, when, in fact they have been). The ability to discern discrepancies in self-reported data, on applications and other forms of information about a provider is critical in mitigating risk.
- Historical data is an excellent source of related criminal actions (county/state).
- Historical data is an excellent source of related abuse actions (county/state).
- Historical and current data can provide links to related persons and entities.
- Verisys identifies people, professionals and entities that state hop.
- Verisys identifies profession hoppers.
- Verisys identifies name changers or identity evaders.
- Verisys can help identify individuals and entities who are trying to hide their record through changes in business names or paper ownership.
- Verisys provides more than GSA and OIG content; Verisys aggregates data from all federal sources, all available state Medicaid data sets, state debarment lists and the disciplinary boards from all 50 states, the District of Columbia and U.S. territories and commonwealths

across all provider types (not just MDs and DOs).

- Verisys has the largest and broadest coverage sanctions database with more historical data than any single data provider, now approximately 150 million records and approximately 40,000 new records are added over the course of an average month and Verisys is updated in near real-time, not merely once a month, or in many cases only once a year.
- Data undergoes a rigid Quality Assurance process to make sure the data recipient is getting the complete unaltered primary source record.
- Verisys maintains a strong IT infrastructure to support its operations with fully-scalable, redundant Systems with DR, a fully Managed 24x365 NOC, two separate and secure Co-Location Facilities with SSAE 16 certification (http://ssae16.com/SSAE16_overview.html) SSAE 16 has replaced SAS 70 effective 6/15/11, HIPAA Compliant, managed switching, carrier- neutral, multi-carrier connections with network uptime of 99% and system uptime of 99%.

Verisys Corporation was originally formed in 1992 as Government Management Services, Inc. (a Virginia corporation, corp. ID#: 0400296-0). In 2007, GMS changed its name in a rebranding initiative to Verisys Corporation. The company's original founders were John J. O'Shaughnessy (former S.V.P for GNYHA (1986 - 1988) and former Assistant Secretary and Acting Undersecretary for the Department of Health and Human Services under President Ronald Reagan (1983 – 1986)) and Richard P. Kusserow (former Inspector General for the Department of Health and Human Services appointed by President Reagan in 1981 and serving under President Bush until 1992). Mr. Kusserow left the business in 2005 and Mr. O'Shaughnessy remained the sole owner of GMS, Inc. until June of 2007. John P. Benson joined Verisys in 2007 as its COO and the company remains privately held by both Messrs. Benson and O'Shaughnessy. Mr. Benson has an extensive career in health care and insurance waste, abuse and fraud prevention, investigation and prosecution, as well as regulatory compliance. Prior to joining GMS, Inc. Mr. Benson was V.P of Health Care and Insurance for LexisNexis Risk, Information and Analytics Group.

Verisys has three additional officer level positions, Chief Sales Officer, Chief Information Officer and Chief Legal Officer. Not including its owners and officers, the company has a total of 100 FTE's located in Nashville, New Jersey, Utah, Virginia and Washington. Non-office based personnel are sales or work from home IT staff. Four employees are fully devoted to customer service. However, as Verisys is a customer driven organization, company culture mandates that it is the job of each of our employees to serve our customers.

The company operates in three locations. Its corporate office is located at 1001 N. Fairfax Street, Suite 640, Alexandria, VA 22314-1797 and operation centers are located at 10813 South River Front Parkway, Suite 140 South Jordan, UT 84095 and 9 S. Washington St. Spokane, WA 99201. Verisys' main telephone number is 888.VERISYS (888. 837.4797). The company's operating hours are 8 a.m. EST to 8 p.m. EST Monday through Friday. In the event of an escalation outside of business hours, staff is on call 24x365.

The company, being privately held, maintains the privacy and confidentiality of its shareholders and does not disclose its financials to any credit rating program or to Dun & Bradstreet. That said, the company has a strong history of performance with year over year double-digit growth since 2005. The company has no debt, no outside investors, or any other financial obligations, including no outstanding accounts payable.

B

CheckMedic®

CheckMedic® is a web-based solution that empowers practitioners to take responsibility of their data, revolutionizing health care credentialing, recruitment, on-boarding and enrollment. Practitioners simply create a MedPass® with their credentials and information, and then manage their data as needed. Once the MedPass is completed, CheckMedic continuously monitors any credentialed data that can change over time protecting both practitioners and organizations. Exceeding primary source verification standards set by The Joint Commission, DNV and HFAP as well as certified by NCQA, accredited by URAC and exclusively endorsed by the American Hospital Association, CheckMedic ensures that Practitioners' credentials have been checked and verified, saving time, money and effort for health care organizations, physician practices and third-party payers. It benefits consumers as well, offering a robust "Practitioner Finder" service so they can identify health care professionals who best meet their health care needs.

CheckMedic provides organizations with powerful benefits, including but not limited to:

- One-time setup
- Accessible 24/7 from any computer, tablet or smartphone
- Accelerates phase one credentialing*
- Continuous monitoring of credentialing data that can change over time
- Online peer referencing in days not weeks
- MedPass, credentialing/due diligence and screening profile, consolidates credentials and self-reported information
- Automatically notifies organizations and practitioners of any status change within the MedPass
- Faster privileging
- Totally paperless
- Integrates with traditional credentialing software
- Confidential, safe and secure

* Data gathering, verification, storage and dissemination.

C

Request for Information Responses

- (a) **Based on the large number of West Virginia health practitioners subject to credentialing for which the CVO would be responsible, what computer platform and network and data base capabilities would be required or be desirable to meet the 22 organizations need.**

Verisys Corporation has developed CheckMedic®, a web-based “Software as a Service” (SaaS) solution for credentialing. CheckMedic works on virtually any browser on any platform (Microsoft Internet Explorer, Apple Safari, Google Chrome or Firefox) as the software is cloud-based. The software is accessed via the Internet.

Since the software is cloud-based there is no investment, no integration, and no hardware or software purchases required. Verisys maintains all operational aspects of the solution including but not limited to: access, security, updates, CVO products and services, primary source verification services, data management, customer service and client care.

- (b) **Due to the confidential nature of the information involved and being readily accessible and transmitted, what computer security systems or safe guards would be necessary to protect the integrity of the system, both for access and storage purposes?**

Verisys takes the security of its systems and data very seriously. Here are some of the safeguards we have put in place:

1. All users must authenticate with a username and strong password (we do not allow foreign IPs and we also track IPs and e-mail extensions and block known problem extensions).
2. All traffic between the application and the user is 256-bit SSL encrypted and via HTTPS.
3. We use an "Extended Validation Certificate" which ensures our identity and provides our users additional protection (from spoofed or phished sites).
4. We encrypt key personal identifying information (such as social security numbers) in our databases.
5. Our application supports permissions for all users and restricts individual user access to those pages, data points, and functionality to which they have a “need to know” and they have been properly granted.

6. All Verisys systems are routinely audited and updated to provide the latest security features and patches.
7. Verisys has firewalls and other network security devices in place to prevent unauthorized access or intrusion.
8. Verisys has strong policies and procedures (P&P's) in place, is audited routinely against those P&P's by multiple independent auditing entities and has never failed an independent security audit or suffered a breach or loss of data.

(c) Based on scope of the statewide CVO and the incumbent reliance of the entire state health care system, what type of financial security and resources would be needed to insure continued and effective service over the long run?

Verisys is enjoying its 20th year in business in 2012. Verisys is a privately held corporation incorporated in the Commonwealth of Virginia with offices in Spokane, WA, Alexandria, VA and South Jordan, UT. Verisys does not release its financial information in the absence of a non-disclosure and limited use and dissemination agreement. Verisys is a financially solvent company with unencumbered cash flow, immaterial debt (from a balance sheet perspective), and significant cash reserves and has no outside investors or equity holders. Verisys 5-year (2007-11) CAGR is 30%. Verisys profitability, on a strict cash accrual basis, runs between 20 – 25%. Year over year growth CY 2010-2011 was 45%. Verisys has been profitable every year since 2001 (as well as from 1995-1998).

(d) In terms of personnel and other resources, what types and how many personnel would need to be dedicated, wholly or partially, to support the services provided?

One of the many benefits of CheckMedic is that it is a Web-based solution. There is no software or hardware to purchase and maintain. Therefore, in terms of application support the answer is zero. In terms of supporting the providers in maintaining their credentialing files, Verisys provides 100% support (phone, chat and e-mail). In terms of evaluating completed credentialing files (called a MedPass® in our system), the users will still need staff to review completed files against their bylaws and to support the credentialing committee in its activities.

Verisys would expect, however, significant saving to be experienced by its users because the application reduces timeframes, compresses activity critical paths and eliminates a significant amount of work around data gathering, peer referencing, primary source verification and data analysis (via automated business rule/algorithm application) and entry. Verisys will provide the state a mutually agreed to limited beta test

trial of CheckMedic to prove the efficiency of the solution in a real environment. Verisys also provides, at no cost to all stakeholder users, training and re-training.

(e) What credentialing processes or procedures, in general and specific, do you see as best serving the requirements and needs of the overall service provided and the flexibility to serve individual clients?

First, Verisys the provider of CheckMedic is a NCQA certified and URAC accredited Credentialing Verification Organization (CVO). Thus, Verisys meets all primary source requirements, procedures and standards as set forth by these two certifying and accrediting bodies.

Second, CheckMedic meets and exceeds all standards and principles set forth by The Joint Commission, DNV and HFAP.

Thirdly, we engage and employ the world's leading experts in the credentialing field. Our medical director is Mark Smith, M.D. (see: <http://www.hghealthcare.com/who-we-are/20>) and our thought-leader is Hugh Greeley (see: <http://www.hghealthcare.com/who-we-are/6>).

Finally, Verisys credentials verification solution, CheckMedic, has the exclusive endorsement of the American Hospital Association (AHA). Before giving its endorsement, the AHA conducts an extensive due diligence process. This process is further explained at: <http://www.aha-solutions.org/what/due-diligence.shtml>. There is no other application or company in the market place that has gone through the rigorous audit and re-audit process to establish our credentials as a gold-standard credentialing company.

(f) What direct source, or other, methods of verification of information best serve the credentialing process.

Verisys obtains all credentialing data and information only from primary sources; we do not source content from third party data aggregators or consolidators. We do not outsource our primary source functions and we go directly to the source. We do not send our work offshore. One hundred percent of what Verisys does is done in-house and in the United States, including its own call center.

- (g) What type of electronic interface or network, webpage, etc., do you see best facilitating electronic exchange of data and information? What type and nature of access would clients, both practitioners and credentialing entities, have? How would paper transactions be accommodated?**

CheckMedic is a Web-based “Software as a Service” (SaaS) solution for practitioner credentialing. All authorized users (practitioners and credentialing entities) can securely access content with a username and strong password from any Web enabled PC, Mac, smart phone or tablet. CheckMedic eliminates all the barriers, limitations, costs and maintenance headaches of traditional client server based software products and systems.

CheckMedic systems accommodate the dissemination of and the storage of paper in an electronic format (.pdf). Paper forms and documents can be scanned, faxed and converted and uploaded and downloaded off the Website. The system has a fully functional electronic document management system.

- (g) What are possible methods of assimilating and transitioning all West Virginia practitioners into a single CVO process and practical time frames?**

Verisys have developed a communication plan and has a written implementation guide to implement CheckMedic. Once a formal go-live date is established Verisys will hold regular planning meetings and publish timelines and milestones for practitioners to comply with the transition. These implementation activities could be scoped to include direct mail, out bound call centers, town hall meetings, conference calls, on/off-site meetings, and informational emails to list a few. Verisys believes the transition could realistically be achieved in a matter of weeks to months depending on stakeholder buy-in and existing limitations on access to legacy systems and data stores.

CheckMedic can go “live” for a client today. New providers may begin using the system instantly. Moving existing data into the system and cleansing and updating will depend on the quality of the underlying content, its currency and its accessibility and the timeframe is wholly dependent on the numbers of providers being added from legacy systems (typically days to weeks). Paper credentialing files can be moved into CheckMedic as well, however, those files have to be scanned, OCR'd or keyed and add additional time for this particular the process (Verisys has its own data entry team, so this is not a challenge for our organization).

(h) Possible fee arrangement considering credentialing entities fees and possible annual fee for practitioners.

Verisys created CheckMedic with multiple options for payment. The incredible flexibility of the CheckMedic system allows for cost-shifting or cost-sharing models, e.g. from the state to the provider or the facility to the provider or shared between parties. Further, billing models can be annual, quarterly or monthly and payment options can be via invoice, credit card or EFT. Specifically, the billed party could be the physician, the state, a hospital, a practice or any identified stakeholder entity. We have also made programming provisions for a shared responsibility for payment among the stakeholders.

U) What procedures would be useful to ensure confidentiality of information?

Verisys uses technical and organizational security precautions to protect your data from manipulation, loss, destruction or access by unauthorized persons. Any personal data that is provided to Verisys by users will be encrypted in transit to prevent its possible misuse by third parties. Our security procedures are continuously revised based on new technological developments. Verisys maintains multiple back-ups, data center site redundancy, disaster recovery and a CERT team.

The following is an overview of CheckMedic's security features:

Physical Security:

- CheckMedic production site is hosted out of a data center in Salt Lake City, Utah.
- CheckMedic backup site is hosted out of a data center in Las Vegas, Nevada.
- Data centers are SSAE 16 certified (http://ssae16.com/SSAE16_overview.html), SSAE 16 has replaced SAS 70 effective 6/15/11.
- Data centers are equipped with card and biometric access systems.
- Data centers have video surveillance and 24x7 monitoring services.
- CheckMedic servers are mounted in secure cages with key or combination locks.

Network Security:

- Firewalls are in place to prevent unauthorized traffic.
- Intrusion prevention features are enabled on all firewalls.
- CheckMedic web servers are isolated in a DMZ, back-end files and databases are secured by an additional firewall layer.
- All network devices are kept up-to-date with all relevant security patches.

Application Security

- 256-bit SSL via HTTPS is used to protect all data transferred between CheckMedic users and the system.
- EV (Extended Validation) certificates are used by CheckMedic to provide additional confidence to CheckMedic users.
- Users are required to use strong passwords on production systems.
- User access to data is guarded by software access validation checking algorithms.
- All application systems are hardened and audited against security best practices.
- All systems are kept up-to-date with all relevant security patches or updates.
- Additional IP based access restrictions can be added upon request.

Data Security

- PII (Personal Identifying Information) such as social security numbers are stored encrypted in our data systems (AES 256-bit).
- All data systems are hardened and audited against security best practices.
- All data is stored on servers residing in a “trusted” back-end network.
- All data is backed-up and replicated to prevent data loss.

(k) What procedures are available to handle and resolve any disputes between practitioners and the CVO with regard to information verification results?

Our dispute resolution procedures are mirrored after the FCRA as amended by FACTA. If a practitioner disputes information within the credentialing file the practitioner can reach out to our dedicated CheckMedic client service team. At that point a timely reinvestigation of the disputed content will take place. Results of the reinvestigation are then reported back to the practitioner with supporting primary sourced documentation. Further, Verisys will direct the party, if interested, to the individual or entity (or both) that can rectify any primary source data inaccuracies.

(l) Does credentialing for Medicare/Medicaid purposes present any special considerations?

No. Verisys can handle any federal or state specific applications, including prepopulating mandated forms with data found in CheckMedic, including the 855.

(m) Any other information, which might be valuable in assessing the needs of the statewide CVO?

Verisys was founded by two senior level government officials from the Department of Health and Human Services both of whom served with distinction under President Reagan. We have been serving the health care community, exclusively, for 20 years. We have always taken a “best and brightest” approach to running our business. The company is extremely stable with no debt, outside investors or stakeholders, which allows us to focus on our key stakeholder – the customer. Our company has never been involved in any litigation with its clients, business partners, vendors or end users in the last 20 years. We pride ourselves for delivering a high-quality product at a very reasonable price and have not resorted to, like many of our competitors, off-shoring and outsourcing our work - - we are always accountable for our product and we stand by it.

Verisys is also the largest single provider of objective primary source health care data in the United States to both the health care industry directly and the health care screening industry as a data supplier. Verisys has significant intellectual property in the area of health care provider data analytics and informatics as well as link analysis, clustering and house holding. Verisys has its own technology team who come from the top tier “big data” companies. Again, unlike many providers (most) we are not outsourcing and offshoring our business to companies that do not have the subject matter expertise or full understanding of data in its native context.

Verisys’ credentials verification solution, CheckMedic, has the exclusive endorsement of the American Hospital Association (AHA). Before giving its endorsement, the AHA conducts an extensive due diligence process. This process is further explained at: <http://www.aha-solutions.org/what/due-diligence.shtml>.

In 2012 Verisys launched *Hugh’s Weekly credentialing Digest* (www.hughsdigest.com), a collaboration with Hugh Greely, the recognized authority and expert on credentialing. Within the Digest, you will find regular feature articles concerning either credentialing or Medical Staff issues, as well as useful resources like news about upcoming conferences and education programs, consultants, speakers, free monographs, information concerning accreditation and much, much more.

(n) What type of disaster recovery system can be provided?

We have a documented business continuity/disaster recovery plan; this is available upon request with a signed NDA.



Contact Information

Company Name: Verisys Corporation

Address: 1001 N. Fairfax Street, Suite 640

Alexandria, VA 22314-1798

Name of individual who will act as primary point of contact for inquiries: Brent Klich

Contact Person's Telephone Number: Office 804 355 1433, Mobile 804 937 3334

Contact Person's Email Address: bklich@verisys.com



Affidavit, Certificate and Addendums

RFQ No. INS13004

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

MANDATE: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:

Vendor's Name: Verisys Corporation

Authorized Signature: *Kenneth H. Coronel* Date: September 28, 2012

State of Virginia

County of Alexandria, to-wit:

Taken, subscribed, and sworn to before me this 28th day of September, 2012.

My Commission expires March 31, 2014

AFFIX SEAL HERE

NOTARY PUBLIC *John Woodward Womack*
Purchasing Affidavit (Revised 07/01/2012)



John Woodward Womack
NOTARY PUBLIC
Commonwealth of Virginia
Reg. #7373858
My Commission Expires
March 31, 2014

WV-96A
Rev. 9/11

AGREEMENT ADDENDUM FOR SOFTWARE

In the event of conflict between this addendum and the agreement, this addendum shall control:

1. **DISPUTES** - Any references in the agreement to arbitration or to the jurisdiction of any court are hereby deleted. Disputes arising out of the agreement shall be presented to the West Virginia Court of Claims.
2. **HOLD HARMLESS** - Any provision requiring the Agency to indemnify or hold harmless any party is hereby deleted in its entirety.
3. **GOVERNING LAW** - The agreement shall be governed by the laws of the State of West Virginia. This provision replaces any references to any other State's governing law.
4. **TAXES** - Provisions in the agreement requiring the Agency to pay taxes are deleted. As a State entity, the Agency is exempt from Federal, State, and local taxes and will not pay taxes for any Vendor including individuals, nor will the Agency file any tax returns or reports on behalf of Vendor or any other party.
5. **PAYMENT** - Any references to prepayment are deleted. *Fees for software licenses, subscriptions, or maintenance are payable annually in advance.* Payment for services will be in arrears.
6. **INTEREST** - Any provision for interest or charges on late payments is deleted. The Agency has no statutory authority to pay interest or late fees.
7. **NO WAIVER** - Any language in the agreement requiring the Agency to waive any rights, claims or defenses is hereby deleted.
8. **FISCAL YEAR FUNDING** - Service performed under the agreement may be continued in succeeding fiscal years for the term of the agreement, contingent upon funds being appropriated by the Legislature or otherwise being available for this service. In the event funds are not appropriated or otherwise available for this service, the agreement shall terminate without penalty on June 30. After that date, the agreement becomes of no effect and is null and void. However, the Agency agrees to use its best efforts to have the amounts contemplated under the agreement included in its budget. Non-appropriation or non-funding shall not be considered an event of default.
9. **STATUTE OF LIMITATION** - Any clauses limiting the time in which the Agency may bring suit against the Vendor, lessor, individual, or any other party are deleted.
10. **SIMILAR SERVICES** - Any provisions limiting the Agency's right to obtain similar services or equipment in the event of default or non-funding during the term of the agreement are hereby deleted.
11. **FEES OR COSTS** - The Agency recognizes an obligation to pay attorney's fees or costs only when assessed by a court of competent jurisdiction. Any other provision is invalid and considered null and void.
12. **ASSIGNMENT** - Notwithstanding any clause to the contrary, the Agency reserves the right to assign the agreement to another State of West Virginia agency, board or commission upon thirty (30) days written notice to the Vendor and Vendor shall obtain the written consent of Agency prior to assigning the agreement.
13. **LIMITATION OF LIABILITY** - The Agency, as a State entity, cannot agree to assume the potential liability of a Vendor. Accordingly, any provision limiting the Vendor's liability for direct damages to a certain dollar amount or to the amount of the agreement is hereby deleted. Limitations on special, incidental or consequential damages are acceptable. In addition, any limitation is null and void to the extent that it precludes any action for injury to persons or for damages to personal property.
14. **RIGHT TO TERMINATE** - Agency shall have the right to terminate the agreement upon thirty (30) days written notice to Vendor. Agency agrees to pay Vendor for services rendered or goods received prior to the effective date of termination. *In such event, Agency will not be entitled to a refund of any software license, subscription or maintenance fees paid.*
15. **TERMINATION CHARGES** - Any provision requiring the Agency to pay a fixed amount or liquidated damages upon termination of the agreement is hereby deleted. The Agency may only agree to reimburse a Vendor for actual costs incurred or losses sustained during the current fiscal year due to wrongful termination by the Agency prior to the end of any current agreement term.
16. **RENEWAL** - Any reference to automatic renewal is deleted. The agreement may be renewed only upon mutual written agreement of the parties.
17. **INSURANCE** - Any provision requiring the Agency to purchase insurance for Vendor's property is deleted. The State of West Virginia is insured through the Board of Risk and Insurance Management, and will provide a certificate of property insurance upon request.
18. **RIGHT TO NOTICE** - Any provision for repossession of equipment without notice is hereby deleted. However, the Agency does recognize a right of repossession with notice.
19. **ACCELERATION** - Any reference to acceleration of payments in the event of default or non-funding is hereby deleted.
20. **CONFIDENTIALITY** - Any provision regarding confidentiality of the terms and conditions of the agreement is hereby deleted. State contracts are public records under the West Virginia Freedom of Information Act.
21. **AMENDMENTS** - All amendments, modifications, alterations or changes to the agreement shall be in writing and signed by both parties. No amendment, modification, alteration or change may be made to this addendum without the express written approval of the Purchasing Division and the Attorney General.

ACCEPTED BY:

STATE OF WEST VIRGINIA

VENDOR

Spending Unit: _____

Company Name: Verisys Corporation

Signed: _____

Signed: Kenneth H. Corneil

Title: _____

Title: Chief Legal Officer

Date: _____

Date: September 28, 2012

CERTIFICATION AND SIGNATURE PAGE

By signing below, I certify that I have reviewed this Solicitation in its entirety; understand the requirements, terms and conditions, and other information contained herein; that I am submitting this bid or proposal for review and consideration; that I am authorized by the bidder to execute this bid or any documents related thereto on bidder's behalf; that I am authorized to bind the bidder in a contractual relationship; and that to the best of my knowledge, the bidder has properly registered with any State agency that may require registration.

Verisys Corporation
(Company)


(Authorized Signature)

John Benson, Chief Operating Officer
(Representative Name, Title)

703.535.1471 888.224.4551
(Phone Number) (Fax Number)

September 28, 2012
(Date)

ADDENDUM ACKNOWLEDGEMENT FORM

SOLICITATION NO.: INS13004

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

<input checked="" type="checkbox"/> Addendum No. 1	<input checked="" type="checkbox"/> Addendum No. 6
<input checked="" type="checkbox"/> Addendum No. 2	<input checked="" type="checkbox"/> Addendum No. 7
<input checked="" type="checkbox"/> Addendum No. 3	<input checked="" type="checkbox"/> Addendum No. 8
<input checked="" type="checkbox"/> Addendum No. 4	<input checked="" type="checkbox"/> Addendum No. 9
<input checked="" type="checkbox"/> Addendum No. 5	<input checked="" type="checkbox"/> Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Verisys Corporation

Company

Kenneth H. Coronel

Authorized Signature

September 28, 2012

Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.



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

Solicitation

NUMBER
INS13004

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
CONNIE OSWALD 304-558-2157

VENDOR

RFQ COPY
 TYPE NAME/ADDRESS HERE

SHIP TO

INSURANCE COMMISSION

 1124 SMITH STREET
 CHARLESTON, WV
 25305-0540 304-558-3707

DATE PRINTED
09/25/2012

BID OPENING DATE: 10/04/2012 BID OPENING TIME 1:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
				ADDENDUM NO. 01		
				1. TO MOVE THE BID OPENING DATE FROM: 09/27/2012 @ 1:30 PM TO 10/04/2012 AT 1:30 PM. LOCATION IS THE SAME.		
				2. TO PROVIDE ADDENDUM ACKNOWLEDGMENT. THIS DOCUMENT SHOULD BE SIGNED AND RETURNED WITH YOUR BID. FAILURE TO SIGN AND RETURN MAY RESULT IN DISQUALIFICATION OF YOUR BID.		
				END OF ADDENDUM NO. 1		

SIGNATURE		TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE	

WHEN RESPONDING TO SOLICITATION, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: INS13004

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

- | | |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Verig Corporation
 Company

[Signature]
 Authorized Signature

10/03/12
 Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.
 Revised 6/8/2012

SOLICITATION NUMBER: INS13004
Addendum Number: 01

The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

Applicable Addendum Category:

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

Description of Modification to Solicitation:

To move the bid opening to October 4, 2012 at 1:30 pm
Same location.

Additional Documentation: Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.



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

Solicitation

NUMBER
INS13004

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
CONNIE OSWALD 304-558-2157

V
E
N
D
O
R

RFQ COPY
 TYPE NAME/ADDRESS HERE

S
H
I
P
T
O

INSURANCE COMMISSION

 1124 SMITH STREET
 CHARLESTON, WV
 25305-0540 304-558-3707

DATE PRINTED
09/27/2012

BID OPENING DATE: 10/04/2012 BID OPENING TIME 1:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 02						
1. TO PROVIDE ANSWERS TO QUESTIONS RECEIVED FOR THIS SOLICITATION. 2. TO PROVIDE ADDENDUM ACKNOWLEDGMENT. THIS DOCUMENT SHOULD BE SIGNED AND RETURNED WITH YOUR BID. FAILURE TO SIGN AND RETURN MAY RESULT IN DISQUALIFICATION OF YOUR BID.						
END OF ADDENDUM NO. 02						

SIGNATURE		TELEPHONE		DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE		

WHEN RESPONDING TO SOLICITATION, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

SOLICITATION NUMBER: INS13004

Addendum Number: 02

The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

Applicable Addendum Category:

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

Description of Modification to Solicitation:

1. Answers to questions received.
2. Addendum acknowledgment.

Additional Documentation: Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

ATTACHMENT A

RFI # INS13004

Addendum #02

Questions & Answers

1. We would like to ask how many practitioner credentialing files are included in this RFI. Knowing the volume on a monthly or annual basis is necessary in order to provide the best possible pricing.

Answer:

Below please find the current number of licensed practitioners in WV which would be subject to credentialing if otherwise required. We have been unable to ascertain the number of licensed pharmacists. Not all practitioners would be re-credentialed in any given year due to the two year recertification cycle. Others might not be required to be credentialed due to employment situation, but we have no way of obtaining this information at this time.

Radiologic Technologists and Radiation Therapists – 2,895

Nurse Anesthetists – 470

Optometrists – 296, generally stays around 300

Psychologists – say none are credentialed

Physical Therapists – 1,267

Physical Therapy Assistants – 953

Chiropractors – 341

Dentists – 1,268

Dental Hygienists – 1,378

D.O. – 1,114

Osteopathic Physician Assistant – 198

Physicians (including Radiologists) – 4,030

Podiatrists – 71

Physician Assistants – 725

Nurse Practitioners and Anesthetists – 1,454

Nurses – 30,580

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: INS13004

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

- | | |
|--|--|
| <input type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Vervys Corporation
 Company

[Signature]
 Authorized Signature

10/03/12
 Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.
 Revised 6/8/2012



CheckMedic® Collateral