

A Proposal created for

State of West Virginia

RFQ Number: BHS14012
Bid Opening Date: 08/15/2013
Bid Opening Time: 1:30PM

08/15/13 11:06:08 AM
West Virginia Purchasing Division


PharMerica[®]
Value. Trust. Performance.®

PharMerica

1901 Campus Place

Louisville, KY 40299

www.PharMerica.com

502.627.7000

Roberta A. Wagner
State of West Virginia
2019 Washington Street East
Charlestown, WV 25305

On behalf of PharMerica, thank you for allowing us the opportunity to present this proposal. We look forward to continuing to develop a long-term partnership with you and the State of West Virginia Department of Health and Human Services team.

While we understand the challenges, goals and issues that impact your facilities daily, we are also keenly aware of the challenges the skilled nursing industry will face in the years ahead. As we each look toward the future, the need for productive partnerships is elemental to achieving success.

You want a partner that acts with your interests at heart and willingly collaborates to find solutions that strengthen the partnership. We want the same thing as you do. Consider PharMerica as your opportunity for achieving your vision of the pharmacy program you want for your facilities in the years to come. You have our assurances that we will work cooperatively to craft the programs and services you want to achieve that vision.

The PharMerica pharmacies serving you are neighborhood pharmacies staffed with local professionals who understand the specific needs and requirements of nursing facilities within the area. PharMerica can readily assist with individual pharmacy roadmaps for each facility.

Once again, thank you for the opportunity to present this unique service offering. Please feel free to contact me if you have any questions in the interim.

Respectfully yours,

Paul Krimm
Account Executive
PharMerica Corporation (NYSE Symbol: **PMC**)

Meet PharMerica

At PharMerica, we redefine the way skilled nursing facilities (SNF), assisted living facilities (ALF), hospitals, and other institutional care settings manage pharmacy services. We set industry benchmarks in groundbreaking solutions and exceptional customer service.

Through our innovative solutions and professional support team, PharMerica:

- Provides assistance in controlling your pharmacy related costs
- Ensures ease of access to medications
- Assists your facility to remain in compliance with state & federal regulations

We are a leader in institutional pharmacy services with:

- Over 90 pharmacies with national coverage
- Over 6000 employees serving over 3000 facilities nationwide
- Over 25 years of continuously improving the pharmacy experience to meet your facilities' changing needs

Our Mission

PharMerica is the pharmacy standard for healthcare facilities that demand cost-effective solutions, integrity, and superior pharmacy services. We make people healthier and facilities stronger through superior pharmacy services.

Our Principles

These principles guide every decision we make. We want to earn your trust as a valued partner that delivers industry-leading performance every day.

- Value—We offer you exceptional value through cost-effective solutions, efficient management, and documented savings.
- Trust—We develop collaborative relationships built on price transparency and ethical business practices.
- Performance—We provide quality core services, such as accurate, on-time medications, integrated end-to-end solutions to meet every need, and valuable educational programming to keep your staff at their best.

With more than 25 years in institutional pharmacy services, we know long-term care and alternative care better than any other long-term care pharmacy. From industry leading consultant pharmacist services, streamlined billing options, or maintaining regulatory compliance, our services enable you to increase efficiency, save money, and optimize resident care. PharMerica customers have access to our wealth of information and resources, including specialized education programs, trained pharmacists, and business experts. You can rely on us to ensure superior pharmacy services.

At PharMerica, we streamline, automate, and improve our pharmacy services every day. We place the needs of your nursing facility staff and residents ahead of our own. Most of all, we help you focus on what's truly important -- providing top-quality resident care.

Our Comprehensive Pharmacy Services Overview

Core pharmacy services:

- 24/7 access to a pharmacist
- Accurate medications, billing and medical records
- On-time multiple daily medication deliveries and STAT deliveries
- Back-up pharmacy services

Cost Containment Suite

- **ViewMasterRx** is an on-line pharmacy management system that is easy to use, secure, providing users on demand access to pharmacy information and services.
 - Users access prescription orders in real-time, manage medication spending using at-a-glance medication reports, and download billing data in the desired formats.
- **RxExact** is our comprehensive cost-containment and price adjudication platform offered exclusively to preferred clients.
 - Extends to clients the means to implement or adopt medication management policies such as medication specific quantity limits, formulary prescribing edits, substitution and duration of therapy directives.
- **RxAllow** is a proprietary service for achieving approval of previously denied Medicare Part D prescriptions offered exclusively to preferred clients.
 - Fast, systematic identification of Part D prescription denials followed by the timely, proactive intervention of the PharMerica clinical support team to achieve therapeutic interchanges in collaboration with nursing staff and physicians.
- **Plan Alert** will keep your residents aware of all of their Part D Plan choices.
 - Individualized, resident specific notices that compare Medicare Part D formulary drug coverage among plans making it perfect for consultation with the family or physician.
- **RxForecaster** will identify lower cost alternatives and therapeutic interchange recommendations prior to or during the admission process.
 - Available as either a self-service, on-line tool or traditional telephonic consultation, medication cost and cost-reduction recommendations are quickly revealed through our comprehensive pre-admission evaluation service.
- **Show N Tell** is an order tracking system that connects customers to their pharmacy in real-time.
 - Allows customers to monitor the status of medication orders through easy to follow dashboards that dynamically update each order's status.

Advanced Technology & Service

Utilizing superior technology coupled with direct connectivity between customers and our pharmacies, PharMerica provides immediate responses to customer needs.

- **RxNow** - PharMerica's advanced on-site dispensing system provides availability to highly utilized medications typically necessary for late admissions. In an environment where delayed medication administration could negatively impact the quality of patient care, RxNow provides immediate access to essential medications and alerts PharMerica of the need for replenishment.
 - Immediate on-site availability of your most highly utilized new admission/STAT medications.
 - Allows nurses to provide timely medication administration in emergency and first dose situations.
 - Minimize the time nurses spend ordering and tracking new admission/STAT requests.
 - Automatically managed and replenished medication inventory.
 - Storage for 350 medications, customized to those most highly utilized within each facility.

- Real-time data transfer between RxNow and PharMerica systems actively manages medication inventory.
- Increased security through biometric fingerprint scanning ensuring comprehensive tracking of users and usage.
- **Customer Service Center** – Your facility nursing staff will always reach a “live person” when they call their PharMerica pharmacy. The PharMerica Customer Service Center provides around-the-clock coverage for your facilities even when their pharmacy is closed. We’re there for you, around the clock, 24/7.

Medication Administration Records Services

- **Paper** - Provided monthly, PharMerica’s medical records services chart procedures, treatments, and medications. We also support a multitude of chart formats to fit your needs.
- **EZ-MAR** – PharMerica’s industry leading eMAR and eOrdering system makes ordering medications and maintaining medication administration records easy. You will save nursing time and document MAR, TAR and POS information legibly and instantly.

Professional Services

PharMerica actively engages clients to discover how we can fulfill their needs beyond satisfying their regular and urgent medication needs.

- **Consult Pro®** - PharMerica’s industry leading consultant pharmacist service assures compliance with regulations, control over facility costs and the latest treatment information to enhance resident care.
- **IV Therapy Services** - PharMerica offers on-site IV services with 24/7 access to IV pharmacists and nurses. With our specialized LTC IV drug formulary and nationally-accredited IV therapy CE program and training, your staff can confidently treat residents requiring IV therapies.
- **Professional Education** – We offer our customers a complete array of educational services including on-site clinical and med-pass training and Continuing Education (CE) credit opportunities through our convenient Teleconference Series or symposia events hosted at convenient locations near you.
- **Customer Field Services** – Our professional cadre of nurse consultants, pharmacy technician and pharmacists, each specifically trained in medication storage and administration audits, are ready to assist you in a variety of ways such as mock surveys and pre-survey audits, med-pass observations, cart audits or repairs, medication destruction and medication room inspections or audits.

Account Management & Customer Service

Our Account Managers will pay close attention to your business goals and bring you solutions and value added services to help you achieve them. Our pharmacy directors and pharmacy staff are charged with assuring you receive exemplary customer service every day. At PharMerica we set our Account Management and Customer Service apart by:

- Dedicating Account Manager to key client accounts.
- Supporting them and their clients with professional business analytic services.
- Making them easily and quickly accessible to clients and facility staff.
- Empowering all of our employees, especially Account Managers and Pharmacy Directors, with the authority to solve problems quickly.

Your Local Pharmacies

PharMerica has more than two decades of extensive experience in managing the needs of facilities at the local, regional and national level. With more than 90 pharmacies throughout the United States, we are sure to be in your neighborhood. These pharmacies are well versed in the needs of the customers in their community and tailor our services, hours of operation, delivery and other offerings, according to each market's presence.

The PharMerica pharmacies that will be serving you are:

PharMerica – Huntington

Regional Pharmacy Director: Susanne Sopko, RPh, FASCP

78 Perry Winkle Lane

Huntington, WV 25702

Phone: 740.442.0392

Hours: Monday – Friday 8:00am to 5:30pm

Saturday 8:00am to 5:30pm

Facility Information

Jackie Withrow Hospital

105 Eisenhower Dr.
Beckley, WV 25801-4999
Phone: 304. 256.6600

Hopemont Hospital

150 Hopemont Drive
Terra Alta, WV 26764
Phone: 304.789.2411

Lakin Hospital

11522 Ohio River Rd.
West Columbia, WV 25287
Phone: 304. 675.0860

John Manchin Sr. Health Care Center

401 Guffey Street
Fairmont, WV 26554
Phone: 304.363.2500

Welch Community Hospital

454 McDowell Street
Welch, WV 24801-2029
Phone: 304.436.8461

11. Miscellaneous

11.1. Contract Manager: During its performance of this contract, vendor must designate and maintain a primary contract manager responsible for overseeing vendor's responsibilities under this contract. The contract manager must be available during normal business hours to address any customer service or other issues related to this contract. Vendor should list its contract manager and his or her contract information below.

Contract Manager: Paul Krimm
Telephone Number: 304.419.1541
Fax Number: 855.804.3577
Email Address: paul.krimm@pharmerica.com

PHARMACY SUPPLIES & SERVICES

NOTE: For the purpose of evaluation and award, bidders must incorporate all direct and peripheral costs into a set monthly fee to be charged on a per licensed bed basis for each facility. The bidder must provide both the unique per bed fee and the monthly rate for each facility based on the fee times the number of beds for that facility. The combination of the monthly rate for the five facilities will be the total over cost.

Monthly Service Fee:

Facility and Licensed Beds (LTC)	Cost Per Licensed Bed Per Month	Extended Monthly Rate
Jackie Withrow Hospital 199 Licensed Beds	\$3.08	\$612.92
Hopemont Hospital 98 Licensed Beds	\$3.08	\$301.84
Lakin Hospital 114 Licensed Beds	\$3.08	\$351.12
John Manchin Sr. Health Care 41 Licensed Beds	\$3.08	\$126.28
Welch Community Hospital 59 Licensed Beds	\$3.08	\$181.72
	TOTAL OVERALL COST	\$1573.88

Vendor Name: PharMerica Corporation

Vendor Address: 78 Perry Winkle Lane
Huntington, WV 25702

Remit to Address: 1901 Campus Place
Louisville, KY 40299

Phone #: 502.627.7000

Fax #: 502.261.2469

E-Mail: marketing@pharmerica.com

Date: August 9, 2013

State of West Virginia

VENDOR PREFERENCE CERTIFICATE

Certification and application* is hereby made for Preference in accordance with West Virginia Code, §5A-3-37. (Does not apply to construction contracts). West Virginia Code, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the West Virginia Code. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

1. Application is made for 2.5% resident vendor preference for the reason checked:

- Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or, Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or, Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,

2. Application is made for 2.5% resident vendor preference for the reason checked:

- Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,

3. Application is made for 2.5% resident vendor preference for the reason checked:

- Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,

4. Application is made for 5% resident vendor preference for the reason checked:

- Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,

5. Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:

- Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,

6. Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:

- Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

7. Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with West Virginia Code §5A-3-59 and West Virginia Code of State Rules.

- Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: PharMerica

Signed: [Signature]

Date: 08/09/2013

Title: SVP Purchasing and Trade Relations

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 exceed 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: PharMerica

Authorized Signature:  Date: ~~08/09/2013~~ 8/12/2013

State of Kentucky

County of Jefferson, to-wit:

Taken, subscribed, and sworn to before me this 12 day of August, 2013.

My Commission expires May 4, 2017.

AFFIX SEAL HERE

NOTARY PUBLIC

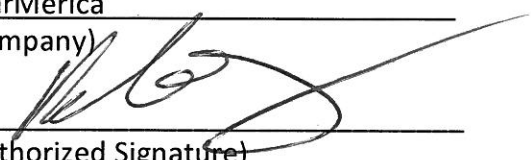

Purchasing Affidavit (Revised 07/01/2012)

5/4/17

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.

PharMerica
(Company)


(Authorized Signature)

Bob McKay, Senior Vice President Purchasing and Trade Relations
(Representative Name, Title)

1-800-564-1640
(Phone Number)

08/09/2013
(Date)

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: BHS14012

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.

PharMerica Corp.

 Company



 Authorized Signature

8-14-13

 Date

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

Revised 6/8/2012