



West Virginia Purchasing Division

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Charleston, WV 25305
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The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header

[List View](#)

General Information

[Contact](#)[Default Values](#)[Discount](#)[Document Information](#)**Procurement Folder:** 55781**SO Doc Code:** CRFQ**Procurement Type:** Central Master Agreement**SO Dept:** 0506**Vendor ID:** VS0000004056 **SO Doc ID:** WEH1500000001**Legal Name:** RealMed Corporation**Published Date:** 2/13/15**Alias/DBA:****Close Date:** 2/20/15**Total Bid:** \$78,800.00**Close Time:** 13:30**Response Date:** 02/17/2015 **Status:** Closed**Response Time:** 18:55**Solicitation Description:** ADDENDUM NO. 1
CLEARINGHOUSE PATIENT**Total of Header Attachments:** 0**Total of All Attachments:** 0



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

**State Of West Virginia
 Solicitation Response**

Proc Folder : 55781

Solicitation Description : ADDENDUM NO. 1 CLEARINGHOUSE PATIENT ACCOUNTS

Proc Type : Central Master Agreement

Date issued	Solicitation Closes	Solicitation No	Version
	2015-02-20 13:30:00	SR 0506 ESR02171500000002056	1

VENDOR

VS0000004056
 RealMed Corporation

FOR INFORMATION CONTACT THE BUYER

Gregory Clay
 (304) 558-2566
 gregory.c.clay@wv.gov

Signature X	FEIN #	DATE
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All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Installation/One Tme Installation	1.00000	EA	\$2,500.00	

Comm Code	Manufacturer	Specification	Model #
84111506			

Extended Description : 4.1.1 INSTALLATION/ONE TIME INSTALLATION

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Software Lease	12.00000	EA	\$0.00	

Comm Code	Manufacturer	Specification	Model #
84111506			

Extended Description : 4.1.2 Software Lease

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Electronic Claims Submission	42000.00000	EA	\$0.69	

Comm Code	Manufacturer	Specification	Model #
84111506			

Extended Description : 4.1.3 ELECTRONIC CLAIMS SUBMISSION

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Electronic Insurance Eligibility and Benefit Verification	6500.00000	EA	\$0.00	

Comm Code	Manufacturer	Specification	Model #
84111506			

Extended Description : 4.1.4 ELECTRONIC INSURANCE ELIGIBILITY AND BENEFIT VERIFICATION

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	Electronic and Hardcopy Statement Processing	60000.00000	EA	\$0.66	

Comm Code	Manufacturer	Specification	Model #
84111506			

Extended Description : 4.1.5 ELECTRONIC AND HARDCOPY STATEMENT PROCESSING

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	Electronic Remittance Advise (ERA)	120.00000	EA	\$0.00	

Comm Code	Manufacturer	Specification	Model #
84111506			

Extended Description : 4.1.6 ELECTRONIC REMITTANCE ADVISE (ERA)

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
7	Hardcopy Claims Primary Payer	8000.00000	EA	\$0.50	

Comm Code	Manufacturer	Specification	Model #
84111506			

Extended Description : 4.1.7 HARDCOPY CLAIMS PRIMARY PAYER

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
8	Hardcopy Claims Secondary Payer	6000.00000	EA	\$0.62	

Comm Code	Manufacturer	Specification	Model #
84111506			

Extended Description : 4.1.8 HARDCOPY CLAIMS SECONDARY PAYER

www.availity.com

1.800.732.5633

1.800.282.4548



February 17, 2015

Welch Community Hospital
Attn: Greg Clay

Dear Greg:

Thank you for including Availity in the RFQ process for Welch Community Hospital and the bid submission for Availity's Revenue Cycle Management services. **Our goal is to win this partnership and provide services that will improve the financial performance and the administrative efficiency for Welch Community Hospital.** Using the power of automated workflows and our deep partnerships with health plans we simplify billing, payments and transactions between providers, payers and patients.

AVAILITY

510 E 96th Street
Parkwood 5, Ste 400
Indianapolis, IN
46240

Jacksonville, FL

Richardson, TX

Availity's unique combination of technology and personal customer support teams allows all healthcare stakeholders to maximize revenue, lower operating costs and increase productivity. We are a partner that does its best to listen to clients with our objective to help healthcare business professionals build healthy thriving businesses.

I have attached 'Exhibit A' to this letter which outlines our services and pricing. At Availity we take great pride in delivering solutions to provider organizations and their business support teams. Availity allows our clients to focus on their core competencies as we assist with addressing key business concerns such as:

- Improving financial performance through:
 - Advanced up front editing which drives higher clean claim first pass rates;
 - Reducing days in AR;
 - Increasing cash flow.
- Increasing Administrative Efficiency by:
 - Stabilizing IT Processes;
 - Establishing consistent and highly automated business processes and office workflow;
 - Providing onsite best practice consultants who collaborate and are locally based.

Our proposal also includes a strong market differentiator of on-going Client Account Management at no additional charge from the point of beginning your implementation throughout the life of our partnership. Our Client Account Manager's role is to work with Welch Community Hospital on operational processes as well as special projects to create optimum performance. Our philosophy is that as your partner we cannot understand your business and make recommendations related to best practice utilization of our solutions without being a "member" of your team.

We look forward to our finalizing the terms of this proposal and secure your agreement that Availity Revenue Cycle Management is you partner of choice. At that time we will

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1.800.732.5633

1.800.282.4548



create the agreement. We look forward to the opportunity of a strong business partnership and assisting you on future projects. We build our partnerships for the long term.

Feel free to contact me to discuss any immediate questions or concerns.

Sincerely,

A handwritten signature in black ink that reads 'Colleen M. Wood'.

Colleen M. Wood, VP Atlantic Coast

919-622-4241

colleen.wood@availity.com



**CRFQ 0506 WEH1500000001 Pricing Proposal for Welch Community Hospital
February 20, 2015**

Note: PRCM pricing is valid for 30 days from date of proposal presentation.

Professional and Hospital RCM Services with Description	Pricing
<ul style="list-style-type: none"> ○ Availity Central Management Dashboard ○ Industry Announcements ○ “To Do List” updated continually ○ All other metrics updated nightly 	Included
<ul style="list-style-type: none"> ○ Eligibility ○ Unlimited Batch ○ Interactive ○ On Claim Submission (where available) 	Included
<ul style="list-style-type: none"> ○ Electronic Claim Submission (Inpatient and Outpatient) with up front claim scrubbing ○ 837P ○ 837I - Inpatient and outpatient ○ Claim editing includes the following editing: <ul style="list-style-type: none"> ○ HIPAA Compliance ○ Eligibility ○ Code Validation ○ Medical Necessity (NCD, LCD, CCI) ○ Payer Edits, as available ○ Claims submitted via Availity RCM accessible through Status Management on line for 5 years 	Includes all professional claims for Government, Blues and Commercial plans who accept electronic claims based upon claim type (P, S, T) Pricing is \$0.69 per claim * 42,000 claims annually = \$28,980 annually; approx. \$2,415 per month
<ul style="list-style-type: none"> ○ Claim Status Updates ○ Auto-status refresh routinely for electronic and paper claims ○ For 45 days or until final status ○ 277U for posting to your PMS ○ Available on line for 5 years 	Includes all of the listed services
<ul style="list-style-type: none"> ○ Online Claim Correction (Edit Error Management) ○ Includes understandable edits ○ Includes mapping to the area of the edit ○ Ability to correct error online and submit in real-time 	Includes all of the listed services

<ul style="list-style-type: none"> ○ Electronic Remittance (ERA) <ul style="list-style-type: none"> ○ For all payers where available ○ With a PDF copy for each file ○ All files available online; downloadable to your host PM System ○ Remittances matched back to claims ○ Includes the ability sort and search by denial/adjustment codes 	Includes all of the listed services
<ul style="list-style-type: none"> ○ Reporting <ul style="list-style-type: none"> ○ Operational and Management Reports ○ Reports available for all stages of your Revenue Cycle process ○ PDF, Excel and .CSV ○ Customized reports to be created if no reporting template available in the library 	Includes all of the listed services
<ul style="list-style-type: none"> ○ Paper Claims <ul style="list-style-type: none"> ○ Primary Claims (Postage +\$0.01) ○ Secondary Claims with EOB (\$0.62 for claim and one page EOB; Additional pages \$0.25) 	<p style="text-align: center;">Transactional, as indicated</p> <p style="text-align: center;">Primary drop to paper claim pricing is \$0.50 per claim * 8,000 claims annually = \$4,000 annually; approx. \$333 per month</p> <p style="text-align: center;">Secondary drop to paper claim pricing is \$0.62 per claim * 6,000 claims annually = \$3,720 annually; approx. \$310 per month</p>
<ul style="list-style-type: none"> ○ Patient Statements <ul style="list-style-type: none"> ○ Includes patient friendly format ○ NCOA address check with change of address report ○ Mailing same day if received by 5:00 a.m. ○ Buy back guarantee ○ Returned mail electronic with RCM solution ○ Pricing: <ul style="list-style-type: none"> ○ First page pricing: \$0.66 ○ Second page pricing: \$0.10 ○ Force Mail: \$0.10 	<p style="text-align: center;">Estimated based upon a 6K annual volume:</p> <p style="text-align: center;">First page: \$39,600 annually</p> <p style="text-align: center;">Second page (assume 10%): \$600 annually</p> <p style="text-align: center;">Estimated total: \$40,200.00 annually</p>
<ul style="list-style-type: none"> ○ Dedicated Client Account Management <ul style="list-style-type: none"> ○ Best Practices ○ Ticket Resolutions ○ Ongoing Training and Support 	Included
INSTALL FEES	\$2,500.00 (\$2,000.00 for RCM; \$500 for patient statements)
Monthly Rate	○ Monthly fees will be based upon transaction volumes