



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 4

List View

General Information | Contact | Default Values | Discount | Document Information

Procurement Folder: 460530

Procurement Type: Central Master Agreement

Vendor ID:

Legal Name: QLARANT QUALITY SOLUTIONS INC

Alias/DBA:

Total Bid: \$6,198,366.06

Response Date:

Response Time:

SO Doc Code: CRFQ

SO Dept: 0511

SO Doc ID: BMS1900000005

Published Date: 7/22/19

Close Date: 7/25/19

Close Time: 13:30

Status: Closed

Solicitation Description:

Total of Header Attachments: 4

Total of All Attachments: 4

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Base Year One Systems Performance Review				\$94,081.01

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :	Base Year One Systems Performance Review and All Subcomponents (4.1.1)
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Comments: Qty:4 Unit Issue: MCO Unit Price: 23.520.25

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Base Year One Development & Validation of PIP's				\$81,674.75

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :	Base Year One Development & Validation of Performance Improvement Projects (4.1.3)
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Comments: Qty:4 Unit Issue: MCO Unit Price: 20418.69

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Base Year 1 Quarterly Analysis of Pre-Service Denial Reports				\$64,852.13

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :	Base Year Quarterly Analysis of Pre-Service Denial Reports (4.1.5)
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Comments: Qty:4 Unit Issue: MCO Unit Price: 16213.03

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Base Year One Validation of Performance Measures				\$108,473.77

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Base Year One Validation of Performance Measures (4.1.2)

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	Base Year One Encounter Data Validation				\$163,335.64

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Base Year One Encounter Data Validation (4.1.4)

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	Base Year One Annual Technical Report				\$48,194.50

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Base Year One Annual Technical Report (4.1.6)

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
7	Base Year One Access to Care Standard Evaluation				\$42,814.65

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Base Year One Access to Care Standard Evaluation (4.1.8.9)

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
8	Base Year One Ad Hoc Reporting Services	5000.00000	HOUR	\$73.500000	\$367,500.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Base Year One Ad Hoc Reporting Services (4.1.9) Estimated 5000 hours.
Service dates: 09/01/2019-08/31/2020

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
9	Base Year One Ad Hoc Services	5000.00000	HOUR	\$73.500000	\$367,500.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Base Year One Ad Hoc Services (4.1.9) Estimated 5000 hours.
Service dates: 09/01/2019-08/31/2020

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
10	Base Year One Quality Rating System	2500.00000	HOUR	\$73.500000	\$183,750.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Base Year One Ad Hoc Services--Quality Rating System (4.1.9) Estimated 2500 hours.
Service dates: 09/01/2019-08/31/2020

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
11	Optional Renewal Year One Systems Performance Review				\$96,903.44

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year One Systems Performance Review and All Subcomponents (4.1.1)

Comments: Qty:4 Unit Issue: MCO Unit Price: 24225.86

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
12	Opt. Renewal Year 1 Development & Validation of PIP's				\$84,124.99

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year One Development & Validation of Performance Improvement Projects (4.1.3)

Comments: Qty:4 Unit Issue: MCO Unit Price: 21031.25

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
13	Opt. Renewal Yr 1 Qtrly Analysis-Denials,Appeals,Grievances				\$66,797.69

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year One: Quarterly Analysis of Pre-Service Denials ,Appeals and Grievance Reports (4.1.5)

Comments: Qty:4 Unit Issue: MCO Unit Price: 16669.42

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
14	Optional Renewal Year One Validation of Performance Measures				\$111,727.99

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year One Validation of Performance (4.1.2)

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
15	Optional Renewal Year One Encounter Data Validation				\$168,048.62

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year One Encounter Data Validation (4.1.4)

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
16	Optional Renewal Year One Annual Technical Report				\$49,640.34

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year One Annual Technical Report (4.1.6)

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
17	Optional Renewal Year 1 Access to Care Standard Evaluations				\$44,099.09

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year 1 Access to Care Standard Evaluations (4.1.8.9)

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
18	Optional Renewal Year One Ad Hoc Reporting Services	5000.00000	HOUR	\$73.500000	\$367,500.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year One Ad Hoc Reporting Services (4.1.9) Estimated 5000 hours. Service dates: 09/01/2020-08/31/2021

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
19	Optional Renewal Year One Ad Hoc Services	5000.00000	HOUR	\$73.500000	\$367,500.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year One Ad Hoc Services (4.1.9) Service dates 09/01/2020-08/31/2021

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
20	Optional Renewal Year One Quality Rating System	2500.00000	HOUR	\$73.500000	\$183,750.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year One Quality Rating System (4.1.9)
Service dates 09/01/2020-08/31/2021

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
21	Opt. Renew Yr 2 System Performance Reviews and				\$99,810.54

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year Two System Performance Reviews and all Subcomponents (4.1.1)

Comments: Qty:4 Unit Issue: MCO Unit Price: 24952.64

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
22	Optional Renewal Year Two Development &Validation of PIP's				\$86,648.74

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year Two Development &Validation of Performance Improvement Projects (4.1.3)

Comments: Qty:4 Unit Issue: MCO Unit Price: 21662.19

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
23	Opt Renew Yr 2 Qtrly Analysis-Denials, Appeals &Grievances				\$68,801.62

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year Two Quarterly Analysis of Pre-Service Denials, Appeals &Grievance Reports (4.1.5)

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
24	Optional Renewal Year Two Validation of Performance Measures				\$115,079.83

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year Two Validation of Performance Measures (4.1.2)

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
25	Optional Renewal Year Two Encounter Data Validation				\$172,903.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year Two Encounter Data Validation (4.1.4)

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
26	Optional Renewal Year Two Annual Technical Report				\$51,129.55

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year Two Annual Technical Report (4.1.6)

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
27	Optional Renewal Year Two Access to Care Standard Evaluation				\$45,422.06

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year Two Access to Care Standard Evaluation (4.1.8.9)

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
28	Optional Renewal Year Two Ad Hoc Reporting Services	5000.00000	HOUR	\$73.500000	\$367,500.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year Two Ad Hoc Reporting Services (4.1.9)
Dates of Service 09/01/2021-08/31/2022

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
29	Optional Renewal Year Two Ad Hoc Services	5000.00000	HOUR	\$73.500000	\$367,500.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year Two Ad Hoc Services (4.1.9)
Dates of Service 09/01/2021-08/31/2022

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
30	Opt. Renewal Year Two Quality Rating System	2500.00000	HOUR	\$73.500000	\$183,750.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year Two Quality Rating System (4.1.9)
Dates of Service 09/01/2021-08/31/2022

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
31	Optional Renewal Yr Three Systems Performance Review				\$102,804.86

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year Three Systems Performance Review and All Subcomponents (4.1.1)

Comments: Qty:4 Unit Issue: MCO Unit Price: 25701.21

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
32	Optional Renewal Yr Three Development & Validation of PIP's				\$89,248.20

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :	Optional Renewal Yr Three Development & Validation of PIP's (4.1.3)
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Comments: Qty:4 Unit Issue: MCO Unit Price: 22312.05

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
33	Opt Renewal Yr 3 Qtrly Analysis Denials, Appeals&Grievances				\$70,865.67

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :	Optional Renewal Year Three Quarterly Analysis of Pre-Service Denials, Appeals & Grievance Reports (4.1.5)
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Comments: Qty:4 Unit Issue: MCO Unit Price: 17716.42

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
34	Optional Renewal Year 3 Validation of Performance Measures				\$118,532.22

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :	Optional Renewal Year 3 Validation of Performance Measures (4.1.2)
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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
35	Optional Renewal Year Three Encounter Data Validation				\$177,903.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :	Optional Renewal Year Three Encounter Data Validation (4.1.4)
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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
36	Optional Renewal Year Three Annual Technical Report				\$52,663.43

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year Three Annual Technical Report (4.1.6)

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
37	Optional Renewal Year 3 Access to Care Standard Evaluation				\$46,784.73

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year 3 Access to Care Standard Evaluation (4.1.8.9)

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
38	Optional Renewal Year Three Ad Hoc Reporting Services	5000.00000	HOUR	\$73.500000	\$367,500.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year Three Ad Hoc Reporting Services (4.1.9)
Dates of Service 09/01/2022-08/31/2023

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
39	Optional Renewal Year Three Ad Hoc Services	5000.00000	HOUR	\$73.500000	\$367,500.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description : Optional Renewal Year Three Ad Hoc Services (4.1.9)
Dates of Service 09/01/2022-08/31/2023

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
40	Optional Renewal Year Three-Quality Rating System	2500.00000	HOUR	\$73.500000	\$183,750.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :	Optional Renewal Year Three-Quality Rating System (4.1.9) Dates of Service 09/01/2022-08/31/2023
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ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ 0511 BMS1900000005

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 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 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.

Qlarant Quality Solutions, Inc.

Company


Authorized Signature

7/22/2019

Date

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

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

(Name, Title)

Jody Jobeck, MBA, CPHQ, PMP, CSSGB - QI Director/Project Manager

(Printed Name and Title)

28464 Marlboro Avenue, Easton, MD 21601

(Address)

410-822-0697 / 410-770-4615

(Phone Number) / (Fax Number)

jobeckj@qlarant.com

(email address)

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Qlarant Quality Solutions, Inc.

(Company)

 CEO

(Authorized Signature) (Representative Name, Title)

Ronald G. Forsythe, Jr. PhD - Chief Executive Officer

(Printed Name and Title of Authorized Representative)

7/23/2019

(Date)

410-822-0697 / 410-770-4615

(Phone Number) (Fax Number)

West Virginia Ethics Commission



Disclosure of Interested Parties to Contracts

Pursuant to *W. Va. Code* § 6D-1-2, a state agency may not enter into a contract, or a series of related contracts, that has/have an actual or estimated value of \$1 million or more until the business entity submits to the contracting state agency a Disclosure of Interested Parties to the applicable contract. In addition, the business entity awarded a contract is obligated to submit a supplemental Disclosure of Interested Parties reflecting any new or differing interested parties to the contract within 30 days following the completion or termination of the applicable contract.

For purposes of complying with these requirements, the following definitions apply:

"Business entity" means any entity recognized by law through which business is conducted, including a sole proprietorship, partnership or corporation, but does not include publicly traded companies listed on a national or international stock exchange.

"Interested party" or *"Interested parties"* means:

- (1) A business entity performing work or service pursuant to, or in furtherance of, the applicable contract, including specifically sub-contractors;
- (2) the person(s) who have an ownership interest equal to or greater than 25% in the business entity performing work or service pursuant to, or in furtherance of, the applicable contract. (This subdivision does not apply to a publicly traded company); and
- (3) the person or business entity, if any, that served as a compensated broker or intermediary to actively facilitate the applicable contract or negotiated the terms of the applicable contract with the state agency. (This subdivision does not apply to persons or business entities performing legal services related to the negotiation or drafting of the applicable contract.)

"State agency" means a board, commission, office, department or other agency in the executive, judicial or legislative branch of state government, including publicly funded institutions of higher education: Provided, that for purposes of *W. Va. Code* § 6D-1-2, the West Virginia Investment Management Board shall not be deemed a state agency nor subject to the requirements of that provision.

The contracting business entity must complete this form and submit it to the contracting state agency prior to contract award and to complete another form within 30 days of contract completion or termination.

This form was created by the State of West Virginia Ethics Commission, 210 Brooks Street, Suite 300, Charleston, WV 25301-1804. Telephone: (304)558-0664; fax: (304)558-2169; e-mail: ethics@wv.gov; website: www.ethics.wv.gov.

West Virginia Ethics Commission
Disclosure of Interested Parties to Contracts

(Required by *W. Va. Code* § 6D-1-2)

Name of Contracting Business Entity: Qlarant Quality Solutions, Inc. **Address:** 28464 Marlboro Avenue, Easton, MD 21601

Name of Authorized Agent: Ronald G. Forsythe, Jr., PhD, Chief Executive Officer **Address:** 28464 Marlboro Avenue, Easton, Maryland 21601

Contract Number: Solicitation No. CRFQ 0511 BMS1900000005 **Contract Description:** Medicaid External Quality Review Organization

Governmental agency awarding contract: WV Department of Administration, Purchasing Division: Bureau of Medical Services (BMS)

Check here if this is a Supplemental Disclosure

List the Names of Interested Parties to the contract which are known or reasonably anticipated by the contracting business entity for each category below (*attach additional pages if necessary*):

1. Subcontractors or other entities performing work or service under the Contract

Check here if none, otherwise list entity/individual names below.

2. Any person or entity who owns 25% or more of contracting entity (not applicable to publicly traded entities)

Check here if none, otherwise list entity/individual names below.

Qlarant, Inc., corporate parent to Qlarant Quality Solutions, Inc.

3. Any person or entity that facilitated, or negotiated the terms of, the applicable contract (excluding legal services related to the negotiation or drafting of the applicable contract)

Check here if none, otherwise list entity/individual names below.

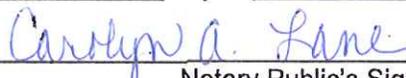
Signature:  Date Signed: 7/23/2019
Ronald G. Forsythe, Jr., PhD

Notary Verification

State of Maryland, County of Talbot:

I, Ronald G. Forsythe, Jr., PhD, Chief Executive Officer, the authorized agent of the contracting business entity listed above, being duly sworn, acknowledge that the Disclosure herein is being made under oath and under the penalty of perjury.

Taken, sworn to and subscribed before me this 23rd day of July, 2019.

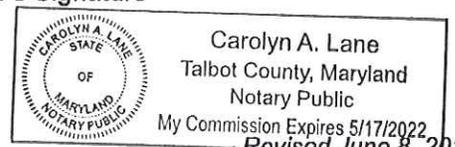

Notary Public's Signature

To be completed by State Agency:

Date Received by State Agency: _____

Date submitted to Ethics Commission: _____

Governmental agency submitting Disclosure: _____



DESCRIPTIONS (Continued from Page 1)

RE: Medicaid External Quality Review Organization, CRFQ 0511 BMS1900000005
State of West Virginia its officers, agents, employees and servants are considered additional insureds on the General Liability policy. This applies only to the operations performed by the named insured as required and agreed to by contract or agreement.

Medicaid External Quality Review Organization

Technical Proposal

Solicitation # CRFQ 0511 BMS1900000005

Issued by: State of West Virginia
Department of Administration
Purchasing Division
2019 Washington Street East
Charleston, WV 25305-0130

Submitted by:  Qlarant

Qlarant Quality Solutions
28464 Marlboro Avenue
Easton, MD 21601-3362



July 24, 2019

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

Attn: April Battle, Buyer

Re: Qlarant Quality Solutions' Response to Request for Proposal Number CRFQ 0511
BMS1900000005, entitled "Medicaid External Quality Review Organization"

Ms. Battle:

Qlarant Quality Solutions, Inc. (Qlarant) is excited to provide our response to conduct West Virginia's managed care External Quality Review (EQR) Services. As a highly qualified External Quality Review Organization (EQRO), Qlarant's qualifications and capabilities exceed the Request for Quotation (RFQ) requirements sought by the Department of Health and Human Resources, Bureau for Medical Services (BMS).

By signature on the proposal, we attest to possessing the qualifications of an EQRO as defined in 42 CFR 438.354 competence and independence requirements of subsections b and c:

(b) Competence. The EQRO must have at a minimum the following:

- (1) Staff with demonstrated experience and knowledge of –
 - (i) Medicaid beneficiaries, policies, data systems, and processes;
 - (ii) Managed care delivery systems, organizations, and financing
 - (iii) Quality assessment and improvement methods; and
 - (iv) Research design and methodology, including statistical analysis.
- (2) Sufficient physical, technological, and financial resources to conduct EQR or EQR-related activities.
- (3) Other clinical and nonclinical skills necessary to carry out EQR or EQR-related activities and to oversee the work of any subcontractors.

(c) Independence. The EQRO and its subcontractors must be independent from the State Medicaid agency and from the MCOs, PIHPs, PAHPs, or PCCM entities (described in §438.310(c)(2)) that they review. To qualify as "independent" –

- (1) If a State agency, department, university, or other State entity:
 - (i) May not have Medicaid purchasing or managed care licensing authority; and
 - (ii) Must be governed by a Board or similar body the majority of whose members are not government employees.
- (2) An EQRO may not:
 - (i) Review any MCO, PIHP, PAHP, or PCCM entity (described in §438.310(c)(2)), or a competitor operating in the State, over which the EQRO exerts control or which exerts control over the



EQRO (as used in this paragraph, “control” has the meaning given the term in 48 CFR 19.101) through –

- (A) Stock ownership;
 - (B) Stock options and convertible debentures;
 - (C) Voting trusts;
 - (D) Common management, including interlocking management; and
 - (E) Contractual relationships.
- (ii) Deliver any health care services to Medicaid beneficiaries;
 - (iii) Conduct, on the State’s behalf, ongoing Medicaid managed care program operations related to oversight of the quality of MCO, PIHP, PAHP, or PCCM entity (described in §438.310(c)(2)) services, except for the related activities specified in §438.358;
 - (iv) Review any MCO, PIHP, PAHP or PCCM entity (described in §438.310(c)(2)) for which it is conducting or has conducted an accreditation review within the previous 3 years; or
 - (v) Have a present, or known future, direct or indirect financial relationship with an MCO, PIHP, PAHP, or PCCM entity (described in §438.310(c)(2)) that it will review as an EQRO.

Qlarant has been committed to making meaningful improvements in West Virginia’s managed care program since 1998. We look forward to continuing our commitment and helping BMS and the managed care organizations succeed. Qlarant agrees to provide the EQR services outlined within the RFQ. Should you require additional information, please feel free to contact me at 410-770-8332 or via email at forsyther@qlarant.com. Thank you for the opportunity to present our proposal to you and your colleagues.

Sincerely,

A handwritten signature in blue ink, appearing to read "R. Forsythe, Jr.", with a long horizontal stroke extending to the right.

Ronald G. Forsythe, Jr., PhD
President
Qlarant Quality Solutions, Inc.

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List of Attachments

Cover Letter/Required Attachments

- Att. 1 Acknowledgement of Addendum
- Att. 2 Certification and Signature Page
- Att. 3 Disclosure of Interested Parties
- Att. 4 Certificate of Insurance

Section 1 – Minimum Qualifications

- Att. 1-1 QIO-like Certification Letter
- Att. 1-2 Letters of Reference
- Att. 1-3 Key Personnel Resume
- Att. 1-4 Key Personnel CPHQ Certification

Acronym	Definition
AQM	Adult Quality Measure
BMS	Bureau of Medical Services
CAHPS	Consumer Assessment of Healthcare Provider and Systems
CFS	Clinical Focused Study
CHIP	Children's Health Insurance Program
CMS	Centers for Medicare and Medicaid Services
CPHQ	Certified Professional in Healthcare Quality
CRC	Consumer Report Card
CSSGB	Certified Six Sigma Green Belt
D/A/G	Denials/Appeals/Grievances
EDV	Encounter Data Validation
EPSDT	Early and Periodic Screening, Diagnostic, and Treatment
EQR	External Quality Review
HEDIS	Healthcare Effectiveness Data and Information Set
IDD	Intellectual and Developmental Disabilities
IHI	Institute for Healthcare Improvement
ISO	International Organization for Standardization
MCO	Managed Care Organization
MHT	Mountain Health Trust
MRR	Medical Record Review
MY	Measurement Year
NAV	Network Adequacy Validation
NBI MEDIC	National Benefit Integrity Medicare Drug Integrity Contractor
PAAS	Physician Assured Access System
PIP	Performance Improvement Project
PMP	Project Management Professional
PMV	Performance Measure Validation
QIO	Quality Improvement Organization
Qlarant	Qlarant Quality Solutions, Inc.
QRS	Quality Rating System
RFQ	Request for Quotation
SME	Subject Matter Expert
SOW	Scope of Work
SPR	Systems Performance Review
UR	Utilization Review

1. Minimum Qualifications (RFP 3)

Qlarant Quality Solutions, Inc. (Qlarant) is excited to submit our proposal to West Virginia’s Bureau for Medical Services (BMS) to continue the External Quality Review (EQR) scope of work (SOW). Our collaboration has spanned over two decades, and we are prepared to assist BMS in further enhancing quality, access, and affordability of health care services for Medicaid and Children’s Health Insurance Program (CHIP) beneficiaries. Qlarant takes prides in offering BMS *the best people, the best solutions, and the best results.*®

Our qualified and experienced team is in place and ready to expand our EQR work and the populations we serve in West Virginia. Our EQR project team of subject matter experts (SMEs) will provide a seamless transition into the new SOW and will continue to tailor processes to provide meaningful information, results, and actionable recommendations. Our long-standing partnership has already produced numerous successful collaborations.

Qlarant Supporting West Virginia’s Goal

BMS aims to administer its Medicaid program while maintaining accountability for the use of resources, in a way that assures access to appropriate, medically necessary, and quality health care services for all beneficiaries. Qlarant supports program goals through our drive to create solutions to transform health and improve outcomes. West Virginia BMS has benefitted and will continue to benefit from collaborating with Qlarant to address issues mattering most to the state and its Mountain Health Trust (MHT) beneficiaries, including significantly improved performance and efficiency.



Best People. Best Solutions. Best Results.®
 Established in 1973. Not for profit.

Profile

External Quality Review • Quality Improvement • Patient Safety • Utilization Review • Person-Centered Review • Health Disparities • Fraud, Waste and Abuse • Medical Claims Review • Data Analytics and Reporting • Predictive Modeling • Training and Education • Root Cause Analysis • Agile CxO Transformation

Populations Served

Medicaid • CHIP • Dental • Medicare • Aging • Intellectual/Developmental Disabilities • Foster Care Long-Term Care • Veterans

Designations

CMS Federally Designated QIO-like Organization • ISO 9001:2015 • URAC Health Utilization Management • CMMI Maturity Level 3 • SOC 2 Compliant • Agile CxO Transformation Partner

Current EQRO Contracts

District of Columbia • Maryland • North Dakota CHIP • North Dakota Medicaid Expansion • West Virginia

Best EQRO Solution for West Virginia



Recent Qlarant contributions in support of BMS and MHT program improvements:

- Collaboration with BMS on aligning managed care organization (MCO) denial, appeal, and grievance requirements with federal regulations. Qlarant made recommendations for changes to MCO contract language and MCO letter templates.
- Development of new scoring methodologies for performance improvement project (PIP) and performance measure validation (PMV) activities, which provides BMS with a level of confidence in managed care organization results.
- Recommendation to transition the systems performance review (SPR) into a phased approach allowing review of one-third of standards annually, thus reducing burden on the MCOs.
- Recommendation and introduction of the Rapid Cycle PIP process contributing to a more rapid achievement of high quality outcomes.
- Completion of the Diabetes Collaborative PIP which resulted in improvement for all four MCOs; with one MCO improving performance by more than 18 percentage points. Additional beneficiaries with diabetes were reached through this initiative due to the expansion of the population in measurement year (MY) 2015.
- Collaboration with BMS resulting in the development of a new dental PIP to target one of the State's objectives. Qlarant recommended the mandatory indicator, Annual Dental Visits.
- Collaboration with the Adult Quality Measures Grant from the Centers for Medicare & Medicaid Services (CMS) to develop a Prenatal Behavioral Health Risk Assessment and Postpartum Care Visit PIP.

Qlarant Strengths Characterizing Our BMS Partnership

BMS's enduring partnership with Qlarant sets our company apart. Our dedicated SMEs and project staff provide BMS with:

- **Medicaid Expertise.** Qlarant possesses knowledge encompassing both state-specific and wide-ranging Medicaid subject matter expertise contributing to discussions for improving West Virginia's MHT program.
- **Collaborative Relationship with West Virginia.** The collaborative approach to our partnership affords positive and effective results for beneficiaries, MCOs, and the State.
- **Flexibility & Adaptability.** Our West Virginia EQR team is flexible and embraces solutions best meeting the needs of BMS.
- **Continuous Quality Improvement.** With the cyclical approach of EQR tasks, Qlarant always looks for ways to improve and streamline processes resulting in improved efficiency and lower costs. Our EQR team frequently asks, "How can we do it better?"
- **Long-standing commitment through transitions in managed care.** Qlarant has assisted BMS with the pursuit of its goals through a transition from the Physician Assured Access System (PAAS) to the current MHT program. Qlarant is also committed to supporting

BMS with its new Specialized Managed Care for Children and Youth Program and the West Virginia CHIP Program.

- **Customer Commitment.** Qlarant brings dedicated customer focus to our partnerships with state programs. EQR team members display extensive attention to detail in our work to aid MCOs and state agencies, including BMS. Qlarant has been committed to West Virginia for more than two decades and our EQR team members continue to want to help BMS and the MCOs succeed.

The best people...the best solutions... the best results...

Qlarant ensures a seamless transition into the new SOW:

Our prevailing partnership ensures no disruption to the State or MCOs. Our proven methods, tools, processes, and expertise with West Virginia’s projects and population make us uniquely qualified to guarantee no disruption in EQR services.

Qlarant’s Designations and Certifications

Our designations and certifications are evidence of our dedication to continuous quality improvement.

- **QIO.** CMS federally designated QIO-like organization for Maryland, certified through 2021
- **URAC.** Full accreditation for Health Utilization Management, accredited through 2020
- **ISO 9001:2015.** Quality Management Standards—certified through August 2020
- **CMMI Level 3.** Capability Maturity Model Integration Appraised through 2020
- **Agile CxO Transformation Partner.** Licensed to deliver Agile assessment, coaching, and training
- **Top 10 Predictive Analytics Provider.** Named by CIO Applications Magazine in 2018

The best people...the best solutions... the best results...

Our high performance standards and experience serving federal and state governments provide an in-depth knowledge of industry regulations, including EQR and managed care requirements. We will continue to utilize our strengths to help BMS and the West Virginia MCOs succeed.

1.1 Federally Designated QIO or QIO-like Entity (RFP 3.1)

Federally designated by CMS as a Quality Improvement Organization (QIO)-like organization for Maryland, Qlarant maintains certification through 2021. Documentation of this certification can be found as Attachment 1-1, immediately following this section.

1.2 EQRO Qualifications (RFP 3.2)

Qlarant meets competence and independence requirements outlined in 42 CFR §438.354(b)(c). As requested in RFP Section 3.2, we are attesting to our ability to meet these requirements in our cover letter.

1.3 EQRO Years of Experience (RFP 3.3)

Qlarant has 22 years of experience as an EQRO. We exceed the ten (10) year minimum requirement of experience for performing EQR activities for a state Medicaid managed care program. We currently hold five contracts in four states:

- Maryland (1997-current)
- West Virginia (1998-current)
- District of Columbia (2002-current)
- North Dakota CHIP (2011-current)
- North Dakota Medicaid Expansion (2014-current)

1.4 References (RFP 3.4)

We are proud to list the contact information for these contacts as our project references. We have also included letters of reference from Maryland, District of Columbia, and North Dakota in Attachment 1-2.

Maryland Medicaid EQRO

Monchel Pridget, Acting Division Chief
Division of HealthChoice Quality Assurance
HealthChoice and Acute Care Administration
201 West Preston Street, Room 208
Baltimore, MD 21201
Phone: (410) 767-5946
Email: Monchel.Pridget@maryland.gov

District of Columbia Medicaid EQRO

Kerda DeHaan, Management Analyst
Department of Health Care Finance
One Judiciary Square
441 4th Street, NW
Washington, DC 20001
Phone: 202-442-8443
Email: kerda.dehaan@dc.gov

North Dakota CHIP EQRO

Jodi Hulm, Administrator, Health Tracks and Healthy Steps
North Dakota Department of Human Services, Medical Services Division
600 East Boulevard Ave Department 325
Bismarck, ND 58505-0250
Phone: 701-328-2323
Email: jmhulm@nd.gov

1.5 Key Personnel – Quality Improvement Director/Project Manager (RFP 3.5)

Jody Jobeck, MBA, CPHQ, PMP, CSSGB qualifies for and will serve as the Quality Improvement Director/Project Manager for West Virginia’s EQR scope of work. Ms. Jobeck has worked with State Medicaid managed care programs on EQR activities since 2004. She exceeds the five years of experience with fifteen years dedicated to helping states succeed. Since joining Qlarant in 2004, she has managed multiple EQR contracts and has developed subject matter expertise in compliance and performance improvement. She has managed Medicaid, Medicaid Expansion, and CHIP contracts.

Ms. Jobeck is a certified Professional in Healthcare Quality (CPHQ), a Project Management Professional (PMP), and a Certified Six Sigma Green Belt (CSSGB). Her Triple Aim training through the Institute for Healthcare Improvement (IHI), which aims to improve patient care experience, improve the health of populations, and reduce per capita cost of health care, translates into her work.

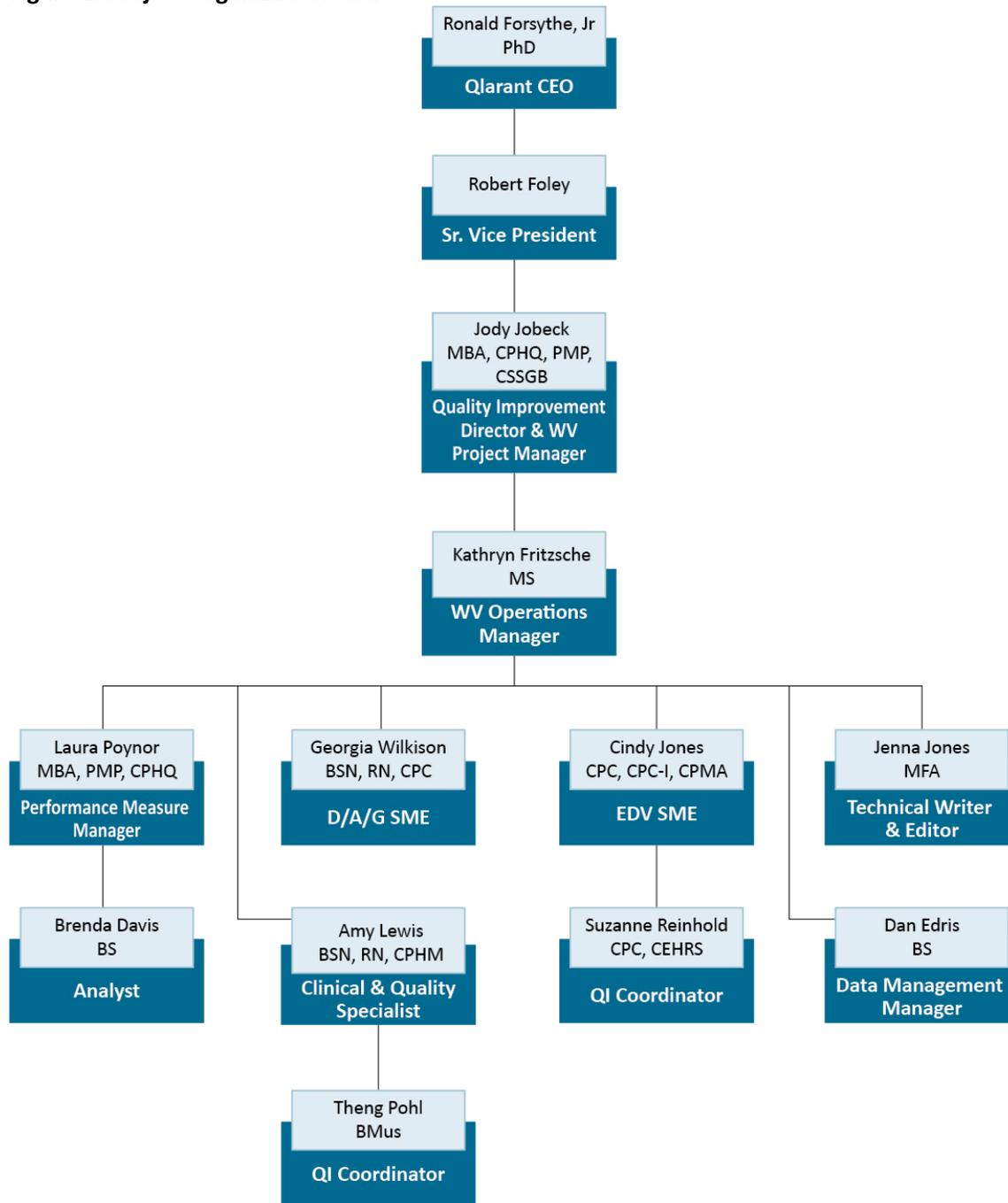
Ms. Jobeck will be responsible for all communications with BMS related to the activities defined within the SOW. She will ensure Qlarant’s continued delivery of quality technical reports on time and within budget.

A copy of Ms. Jobeck’s resume can be found following this section as Attachment 1-3. Evidence of her CPHQ certification is additionally provided as Attachment 1-4.

1.6 Necessary Personnel and Support Staff (RFP 3.6)

Our proposed West Virginia EQR team is identified in the following organizational chart, Figure 1-1. Our team is supported by Qlarant’s Shared Services teams, including: IT, Project Management, Human Resources, Contracts, and Facilities. The West Virginia EQR team bios, demonstrating qualifications and experience, follow the organizational chart.

Figure 1. Project Organization Chart



Kathryn Fritzsche, MS – West Virginia Operations Manager

Ms. Fritzsche has more than 16 years of experience in health care research. Employed by Qlarant since 2012, Ms. Fritzsche currently manages the West Virginia EQR contract. Her responsibilities involve managing resources and tasks and ensuring work plan compliance. Her expertise includes SPR and PIP validation. Utilizing her expertise, she provides technical assistance to contract MCOs. Examples include, providing guidance on the rapid cycle PIP process and developing PIP technical guides for MCOs as they conduct and report on PIP

progress. She assists in technical report development and serves as our International Organization for Standardization (ISO) SME to ensure EQR compliance with ISO 9001:2015 standards. Ms. Fritzsche gained experience in many skills from her previous positions as a clinical research coordinator at Kennedy Krieger Institute and the Departments of Child Psychiatry at the University of Chicago and Johns Hopkins Hospital.

Laura Poynor, MBA, PMP, CPHQ – Performance Measure Manager

Ms. Poynor provides 25 years of project management and analytic experience in health care quality and insurance. She joined Qlarant in 2002 and manages PMV processes across multiple EQR contracts and serves as the PMV SME. She has extensive knowledge and experience in working with nationally recognized performance measures and developing client-specific measures. As a Certified Healthcare Effectiveness Data and Information Set (HEDIS) Compliance Auditor from 2008-2015, she led and participated in HEDIS and Consumer Assessment of Healthcare Provider and Systems (CAHPS) audits for Medicaid, Medicare, and commercial organizations. Ms. Poynor also participates in quality rating system (QRS) and consumer report card (CRC) activities. She holds professional designations in Project Management and Healthcare Quality.

Georgia Wilkison, BSN, RN, CPC – Denials/Appeals/Grievances (D/A/G) SME

Ms. Wilkison has over 22 years of clinical experience including nursing, case management, hospice, and claims analysis. She developed expertise in quality assurance, quality improvement, and compliance while serving as Quality Manager and Director of Clinical Services in a hospice setting. Ms. Wilkison joined Qlarant in 2015 and participated in claims review activities to identify potential fraud and abuse practices. A member of the EQR Team since 2017, Ms. Wilkison has become our SME in D/A/G. She is well versed in requirements and routinely provides technical assistance to MCOs and state clients regarding D/A/G.

Jenna Jones, MFA – Technical Writer/Editor

Ms. Jones has 8 years of relevant experience, concentrated in the quality assurance and improvement of writing and editing. Since joining Qlarant in 2017, she has edited reports across multiple EQR contracts and has developed knowledge in health care quality assurance and improvement. Ms. Jones has additionally developed knowledge and experience with Section 508 compliance for Annual Technical Reports.

Theng Pohl, BMus – Quality Improvement Coordinator

Ms. Pohl has eight years of health care related experience. Since joining the EQR Team in 2016, she has performed various EQR activities across all contracts, which include but are not limited to, participating in PMV, SPR, and PIP activities, completing secret shopper calls for network adequacy validation (NAV), managing medical records, ensuring quality deliverables with validations, and developing scoring tools for EQR tasks. Prior to joining EQR, she was a National Benefit Integrity Medicare Drug Integrity Contractor (NBI MEDIC) customer complaint specialist. In this position, she researched complaints related to fraud, waste, and abuse in Medicare Part C and D programs, and also helped redirect other types of complaints to the appropriate government agencies or insurance plans.

Amy Lewis, BSN, RN, CPHM – Clinical Quality Specialist

Ms. Lewis has more than 28 years of experience in health care and human services. Currently, she manages the North Dakota CHIP and North Dakota Medicaid Expansion contracts and is responsible for day-to-day management activities and client relations. Her EQR experience includes conducting PIP reviews, SPRs, clinical focused studies (CFSs), encounter data validation (EDV), and medical record review (MRR) activities.

She uses her experience in utilization and MRRs to determine medical necessity, appropriateness of utilization, and coding and quality issues. Prior to employment with Qlarant, Ms. Lewis's experience included compliance, quality, and medical records management in a long-term care setting. Ms. Lewis is a Registered Nurse and a Certified Professional in Health Care Management.

Cindy Jones, CPC, CPC-I, CPMA – Encounter Data Validation SME

Ms. Jones has over 30 years of medical record review and coding experience and serves as the EDV SME. In this role, she draws on her experience detecting fraud, waste, and abuse. In addition to managing the EDV task, she oversees a large early and periodic screening, diagnostic, and treatment (EPSDT) task which requires medical record review to validate complete well child visit components according to state periodicity schedules.

Suzanne Reinhold, CPC, CEHRS – Quality Improvement Coordinator

Ms. Reinhold has more than 10 years' experience in operations coordination, with six years concentrated in health care quality improvement. Since joining Qlarant in 2015, her roles have focused on Medicaid fraud, waste, and abuse and EQR. While working in EQR, responsibilities have included managing multiple MRR activities across contracts and conducting reviews for the EDV task. Ms. Reinhold currently holds certifications as a Coding Professional and Certified Electronic Health Records Specialist.

Brenda Davis, BS – Data Analyst

Ms. Davis has 30 years of experience with data collection, statistical analysis, and survey design. Her EQR experience includes EDV, NAV, PIP, QRS, and CRC activities. Ms. Davis also has significant experience gained from working with extensive time series datasets and complex population dynamics.

Daniel Edris, BS – Manager, Data Management

Mr. Edris has over 25 years of experience in health care data analysis. He has extensive experience working with HEDIS, CAHPS, and FCS data for the EQR contracts. He also completes data management functions for Utilization Review (UR) and Intellectual and Developmental Disabilities (IDD) contracts.

Mr. Edris is well versed in quality improvement and system automation. He works with state departments and MCOs. He oversees the secure transfer of all data, including claims and encounter data, into and out of our corporate databases; data preparation for multidisciplinary teams of doctors, nurses, social workers, and analysts; development of databases as custom

solutions for corporate contracts; and creating report solutions to provide accurate information quickly to both internal and external customers. These solutions include sampling scripts to select samples from defined populations. He consistently provides reliable results while also considering budget constraints. Mr. Edris was instrumental in the development of each of the custom electronic review tools used by our West Virginia EQR team.

All staffing needed to meet the outlined deliverables has been accounted for within our cost bid submission.

West Virginia EQR team members demonstrate experience and knowledge of:

- Medicaid beneficiaries, policies, data systems, and processes
- Managed care delivery systems, organizations, and financing
- Quality management/quality improvement methods and standards
- Research design and methodology, including statistical analysis
- EQR technical report writing
- Knowledge of and access to industry standards, tools, and data¹

West Virginia Validates Our Expertise and Customer Service

BMS provided Qlarant with the following feedback in our customer satisfaction surveys:

“Qlarant is extremely responsive and very thorough. They have been a tremendous asset to our program.”

“We are pleased with Qlarant’s quality of work and technical assistance.”

“[Qlarant is] always prompt on offering suggestions and helping out when needing reports or information.”

“[Qlarant is] always on time when meeting timelines.”

Most recently we received feedback from BMS in June 2019. BMS rated Qlarant with **outstanding assessments** in the areas of **quality, timeliness, cost control, and business relationship**.

¹ Including National Committee for Quality Assurance (NCQA), Healthcare Effectiveness Data and Information Set (HEDIS®), Quality Compass (QC), and Consumer Assessment of Healthcare Providers and Systems (CAHPS®) surveys

Ronald G. Forsythe, Jr., PhD
Interim President
Qlarant Quality Solutions, Incorporated
28464 Marlboro Avenue
Easton, Maryland 21601-2732

APR 04 2018

Dear Mr. Forsythe:

We have reviewed your application of February 23, 2018 requesting that the Centers for Medicare & Medicaid Services certify Qlarant Quality Solutions, Incorporated as a Quality Improvement Organization (QIO)-like entity for the State of Maryland. As a result of this review, we have determined that Qlarant Quality Solutions, Incorporated meets the requirements to be a QIO-like entity, namely:

- It is able to perform limited medical and quality review functions required under Section 1154 of the Act;
- It has one individual who is representative of health care providers and consumers on its governing body under section 1152 of the Act; and
- It is not a health care facility, health care facility affiliate, or payor organization as defined in 42 CFR 475.105.

This certification designates Qlarant Quality Solutions, Incorporated as a QIO-like entity eligible to fully operate in Maryland. Qlarant Quality Solutions, Incorporated may also operate in other states with the exception of performing Medicare medical reviews. For the conduct of Medicare medical review work, a QIO-like entity must meet the requirement that the QIO-like entity have access to or agreements with peer reviewers in the state in question.

If the QIO-like entity determines to conduct Medicare medical review work in a state other than the state for which it has submitted a list of medical reviewers, this criterion must be met and submitted for approval by CMS before such work can be undertaken.

Your certification is granted for a period of 5 years and will expire on February 23, 2023.

This certification of eligibility permits your organization to seek a contract with the states for review activities within the requirements. In addition, states have specific qualifications and performance requirements depending upon the scope of work they desire to procure. This certification does not reflect a determination as to whether your organization has the ability to meet those requirements. The state is responsible for making that determination.

We have certified your organization to review cases and analyze patterns of care related to medical necessity and quality review. We have not certified the organization as meeting the State Medicaid Agency's requirements for external quality review or related functions such as utilization review specified in 1903(a)(3)(c) and 1932(c)(2) of the Act. In addition, we have not evaluated the organization to perform the same functions as a QIO under contract with CMS.

You must provide an annual assurance statement of your continued adherence to certification requirements within 30 days of the last month of the first certification year and within 30 days of the last month of the second certification year. In addition, if there are any changes in the name, address, or pool of physician reviewers you must notify this office for a reevaluation of your certification. Recertification requires submission of the complete package a minimum of 60 days prior to the expiration of the current certification.

At any time during the certification period if Qlarant Quality Solutions, Incorporated no longer meets the above criteria, you must notify the agency and it will no longer be considered a QIO-like entity. The certification will be terminated. You may reapply at any time if this occurs.

If you have questions, please contact Malinda Greene of my staff on (410) 786-7829 or Email, malinda.greene@cms.hhs.gov.

Sincerely,



Alfreda Staton, Director
Division of Program Management,
Communications and Evaluation

GOVERNMENT OF THE DISTRICT OF COLUMBIA
Department of Health Care Finance



07/17/2019

To whom it may concern:

Qlarant has served as the EQRO for the District of Columbia's Medicaid program since 2002 and has been instrumental in ensuring that the MCOs are in compliance, not only with federal regulations, but with the District's contractual requirements. They routinely provide technical assistance to the Department of Health Care Finance's (DHCF) program staff, as well as the MCOs, on improving quality of care and health outcomes that are in line with the District's quality strategy.

The District of Columbia has been satisfied with Qlarant's ability to complete the required contract activities timely and within budget. Some examples of required activities in which Qlarant has been of support to the DHCF are:

- Annual comprehensive compliance reviews on all areas of the federal Medicaid Managed Care regulations
- Performance Improvement Projects validation and monitoring
- Performance Measurement Validation
- Annual development of the MCO Consumer Report Card
- EPSDT medical record review
- Network Adequacy Validation
- Annual Technical Report (ATR)

DHCF continues to make strides in our oversight of the MCOs due to the assistance of Qlarant. Should you need additional information, please do not hesitate to contact me at 202-442-9109 or lisa.truitt@dc.gov.

Sincerely,

A handwritten signature in cursive script, appearing to read "Kerda DeHaan".

Kerda DeHaan, MS
Division of Quality and Health Outcomes



MARYLAND Department of Health

Larry Hogan, Governor · Boyd K. Rutherford, Lt. Governor · Robert R. Neall, Secretary

July 15, 2019

To Whom It May Concern:

Qlarant has provided External Quality Review services for the Maryland Department of Health's (MDH's) HealthChoice Program since 1997. Qlarant brings experience and expertise to the table in all contracted activities, and they go above and beyond to deliver quality services. Their staff has established strong lines of communication with MDH regarding resources and timelines, including providing realistic estimates for completing complex tasks. Qlarant bills according to the established contract budget and manages resources appropriately. Qlarant has a cooperative and collaborative relationship with MDH and its managed care organizations. The project director and her team are always responsive and detail oriented.

Qlarant has been a valuable contractor and resources for our External Quality Review. We value their dedication and effort to provide quality service.

Cordially,

Monchel Pridget
Acting Division Chief
Division of HealthChoice Quality Assurance
HealthChoice and Acute Care Administration
201 West Preston Street, Room 214C
Baltimore, MD 21201
(410) 767-5946
Monchel.Pridget@maryland.gov

Business reference for Qlarant for EQRO Services

Completed by:

Jodi Hulm
 Administrator, Health Tracks & Healthy Steps
 701-328-2323
 jmhulm@nd.gov

RATING SCALE:

Where a rating is requested and using the Rating Scale provided below, rate the following questions by noting the appropriate number for each item. Please provide any additional comments you feel would be helpful to the State regarding this contractor.

Category	Rating
Poor or Inadequate Performance	0
Below Average Performance	1 – 3
Average Performance	4 – 6
Above Average Performance	7 – 9
Excellent Performance	10

QUESTIONS:

1. In what capacity have you worked with this vendor in the past?	
Qlarant has been out External Quality Review Organization for a number of years, conducting all of the mandatory services and some optional ones as well.	
2. Rate the firm’s knowledge and expertise.	RATING: 10
Comments: Qlarant staff is very knowledgeable and helpful to not only the MCO’s but to the state as well.	
3. Rate the vendor’s flexibility relative to changes in the project scope and timelines.	RATING: 10
Comments: Qlarant has always been willing to work with us when we needed additional services done; even in tight timelines they have been able to accomplish the tasks.	
4. Rate your level of satisfaction with hard copy materials produced by the vendor.	RATING: 10
Comments:	

We no longer request hard copy materials as we have gone electronic with everything but in the past Qlarant always provided us with the number of hard copies we requested with no problem.	
5. Rate the dynamics/interaction between the vendor and your staff.	RATING: 10
Comments: Qlarant is very professional and extremely timely in their responses.	
6. Rate your satisfaction with the products developed by the vendor.	RATING: 10
Comments: Excellent, detailed materials are developed.	
7. Rate how well the agreed upon, planned schedule was consistently met and deliverables provided on time. <i>(This pertains to delays under the control of the vendor.)</i>	RATING: 10
Comments: Qlarant has always kept tight control over the schedule to make sure everything is delivered on time.	
8. Rate the overall customer service and timeliness in responding to customer service inquiries, issues and resolutions.	RATING: 10
Comments: Everything is resolved quickly.	
9. Rate the knowledge of the vendor's assigned staff and their ability to accomplish duties as contracted.	RATING: 10
Comments: Qlarant has very knowledgeable staff and many of them have been working on our project since the start.	
10. Rate the accuracy and timeliness of the vendor's billing and/or invoices.	RATING: 10
Comments: We have never had any billing or invoicing issues.	
11. Rate the vendor's ability to quickly and thoroughly resolve a problem related to the services provided.	RATING: 10
Comments: Everything is resolved quickly and thoroughly.	
12. Rate the vendor's flexibility in meeting business requirements.	RATING: 10
Comments:	
13. Rate the likelihood of your company/organization recommending this vendor to others in the future.	RATING: 10
Comments:	

14. With which aspect(s) of this vendor's services are you most satisfied?
Comments: The technical assistance has been amazing. They have really helped the MCO's grow and come into compliance with all federal regulations.
15. With which aspect(s) of this vendor's services are you least satisfied?
Comments:
16. Would you recommend this vendor to your organization again?
Comments: YES

During what time period did the vendor provide these services for your organization?				
Month/Year:	July 2011	TO:	Month/Year:	current

Jody Jobeck, MBA, CPHQ, PMP, CSSGB

Project Role: Quality Improvement Director/Project Manager

Qualification Highlights

Ms. Jobeck has 22 years of relevant experience, with the last 20 concentrated in health care quality assurance and quality improvement. Since joining Qlarant in 2004, she has managed multiple External Quality Review (EQR) contracts and has developed subject matter expertise in compliance and performance improvement. She has managed Medicaid, Medicaid Expansion, and Children’s Health Insurance Program (CHIP) contracts. Ms. Jobeck successfully delivers technical reports on time and within budget. She is a certified Professional in Healthcare Quality, Project Management, and Six Sigma. She has also completed Triple Aim training through the Institute for Healthcare Improvement, which aims to improve the patient care experience, improve the health of populations, and reduce per capita cost of healthcare.

Ms. Jobeck additionally participates in Qlarant’s Quality Management System Committee and ensures EQR compliance with ISO 9001:2015. She participated in the development of Qlarant’s corporate Capability Maturity Model Integration (CMMI) process improvement program that appraised at Level 3 in 2017.

- ✓ Medicaid beneficiaries, policies, data systems, and processes
- ✓ Managed care delivery systems, organizations, and financing
- ✓ Quality management/quality improvement methods and standards
- ✓ Research design and methodology, including statistical analysis
- ✓ EQR technical report writing
- ✓ Knowledge of and access to industry standards, tools, and data¹

Relevant Experience

2004-Present Qlarant Quality Solutions, Inc., Easton, MD

2015-Present EQR Senior Director

Provides leadership and is responsible for the successful management and oversight of the EQR Department and associated contracts. Completes contract and project planning, implementation, and management activities to ensure compliance with EQR protocols. Ensures quality and timely deliverables for all EQR contracts. Conducts compliance review (CR) and performance improvement project (PIP) review activities. Directs teams completing performance measurements and encounter data validations. Writes reports for all EQR tasks, including annual technical reports (ATRs).

EDUCATION

MBA, Healthcare Management, University of Phoenix, 2003

BS, Health Sciences & Healthcare Administration, James Madison University, 1996

CERTIFICATIONS & PROFESSIONAL ASSOCIATIONS

Certified Six Sigma Green Belt (CSSGB), 2014-Present

Certified Project Management Professional (PMP), 2010-Present

Certified Professional in Healthcare Quality (CPHQ), 2006-Present

TRAINING

Running Large Scale Improvement Initiatives, Institute for Healthcare Improvement, 2019

Triple Aim training, Institute for Healthcare Improvement, 2016

¹ Including National Committee for Quality Assurance (NCQA), Healthcare Effectiveness Data and Information Set (HEDIS®), Quality Compass (QC), and Consumer Assessment of Healthcare Providers and Systems (CAHPS®) surveys

Works with state clients on optional tasks, such as providing input into Medicaid Quality Strategies. Provides technical assistance and conducts presentations and trainings for State clients, Medicaid Managed Care Organizations (MCOs), and other stakeholders.

2012-2015 EQR Director

Provided oversight for multiple EQR contracts including the District of Columbia, North Dakota CHIP, and North Dakota Medicaid Expansion.

2010-2012 EQR Project Manager

Provided day-to-day oversight for the North Dakota CHIP contract. Completed CR and PIP review activities across multiple EQR contracts. Wrote reports for EQR tasks, including ATRs.

2004-2010 Quality Improvement Coordinator

Completed CR and PIP reviews for multiple EQR contracts and assisted in the timely completion of quality deliverables. Also, managed the Centers for Medicare & Medicaid Services (CMS) Medicare Advantage Quality Review Organization (MAQRO) contract (2005-2008) and successfully completed hundreds of Quality Improvement Project (QIP) and Chronic Care Improvement Program (CCIP) project reviews. Completed QIP and CCIP national training sessions for Medicare Advantage Organizations (MAOs) and provided technical assistance to MAOs and CMS.

1999-2004 University of New Mexico Hospital, Albuquerque, NM

2003-2004 Infection Control Practitioner

Conducted surveillance and completed data collection on nosocomial and surgical site infections. Investigated infections and educated staff regarding infection outbreaks, clusters, and exposures. Analyzed and presented data to the Infection Control and Quality Management Committees. Assisted with accreditation processes, including Joint Commission, for the Epidemiology and Safety Departments.

1999-2003 Quality Improvement Coordinator

Managed the quality programs and projects for hospital, clinic, and medical staff areas. Facilitated process improvement efforts. Completed chart reviews and data collection, benchmarking, and analyses. Researched, prepared, and presented reports to quality committees. Assisted with accreditation processes, including Joint Commission, and conducted Core Measure activities.

1996-1999 Reimbursement Technologies, Inc., Blue Bell, PA

1998-1999 Enrollment Supervisor

Managed staff and day-to-day operations of the physician enrollment department for approximately 75 emergency department contracts.

1997-1998 Financial Management Reporting Associate

Generated, updated, and edited monthly emergency department contract reports distributed to regional Medical Directors and Vice Presidents. Performed financial and patient volume analyses for approximately 30 clients.

1996-1997 Enrollment Specialist

Enrolled physicians in third-party payers.

Healthcare Quality Certification Commission



This Certifies That

Jody Jobeck

Having met the standards established by the Healthcare Quality Certification Commission and passed the written examination has attained the designation of

Certified Professional in Healthcare Quality

Accredited by the
National Commission for Certifying Agencies
A Division of The National Organization
for Competency Assurance

Chair of the Commission

Emmett T. Ervin

Certified through *12/31/2020*

Certification ID [REDACTED]



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

State of West Virginia
 Request for Quotation
 34 – Service - Prof

Proc Folder: 460530

Doc Description: Addendum #2 - Medicaid External Quality Review Organization

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2019-07-22	2019-07-25 13:30:00	CRFQ 0511 BMS1900000005	3

BID RECEIVING LOCATION

BID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305
 US

VENDOR

Vendor Name, Address and Telephone Number:

Qlarant Quality Solutions, Inc.
 28464 Marlboro Avenue
 Easton, Maryland 21601
 (410) 822-0697

FOR INFORMATION CONTACT THE BUYER

April E Battle
 (304) 558-0067
 april.e.battle@wv.gov

Ronald G. Forsythe, Jr., PhD, CEO

Signature X

FEIN # 52-1000082

DATE July 24, 2019

All offers subject to all terms and conditions contained in this solicitation

ADDITIONAL INFORMATION:

Addendum #2 is issued to provide responses to vendor questions. Please see attachment.

No other changes.

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Base Year One Systems Performance Review	4	MCO	\$23,520.25	\$94,081.01

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Base Year One Systems Performance Review and All Subcomponents (4.1.1)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Base Year One Development & Validation of PIP's	4	MCO	\$20,418.69	\$81,674.75

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Base Year One Development & Validation of Performance Improvement Projects (4.1.3)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Base Year 1 Quarterly Analysis of Pre-Service Denial Reports	4	MCO	\$16,213.03	\$64,852.13

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Base Year Quarterly Analysis of Pre-Service Denial Reports (4.1.5)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861		PROCUREMENT OFFICER - 304-356-4861	
HEALTH AND HUMAN RESOURCES		HEALTH AND HUMAN RESOURCES	
BUREAU FOR MEDICAL SERVICES		BUREAU FOR MEDICAL SERVICES	
350 CAPITOL ST, RM 251		350 CAPITOL ST, RM 251	
CHARLESTON	WV25301-3709	CHARLESTON	WV 25301-3709
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Base Year One Validation of Performance Measures	1	SERVICE	\$108,473.77	\$108,473.77

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Base Year One Validation of Performance Measures (4.1.2)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861		PROCUREMENT OFFICER - 304-356-4861	
HEALTH AND HUMAN RESOURCES		HEALTH AND HUMAN RESOURCES	
BUREAU FOR MEDICAL SERVICES		BUREAU FOR MEDICAL SERVICES	
350 CAPITOL ST, RM 251		350 CAPITOL ST, RM 251	
CHARLESTON	WV25301-3709	CHARLESTON	WV 25301-3709
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	Base Year One Encounter Data Validation	1	SERVICE	\$163,335.64	\$163,335.64

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Base Year One Encounter Data Validation (4.1.4)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
6	Base Year One Annual Technical Report	1	SERVICE	\$48,194.50	\$48,194.50

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Base Year One Annual Technical Report (4.1.6)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
7	Base Year One Access to Care Standard Evaluation	1	SERVICE	\$42,814.65	\$42,814.65

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Base Year One Access to Care Standard Evaluation (4.1.8.9)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
8	Base Year One Ad Hoc Reporting Services	5000.00000	HOUR	\$73.50	\$367,500.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Base Year One Ad Hoc Reporting Services (4.1.9) Estimated 5000 hours.
 Service dates: 09/01/2019-08/31/2020

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861		PROCUREMENT OFFICER - 304-356-4861	
HEALTH AND HUMAN RESOURCES		HEALTH AND HUMAN RESOURCES	
BUREAU FOR MEDICAL SERVICES		BUREAU FOR MEDICAL SERVICES	
350 CAPITOL ST, RM 251		350 CAPITOL ST, RM 251	
CHARLESTON	WV25301-3709	CHARLESTON	WV 25301-3709
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
9	Base Year One Ad Hoc Services	5000.00000	HOUR	\$73.50	\$367,500.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Base Year One Ad Hoc Services (4.1.9) Estimated 5000 hours.
 Service dates: 09/01/2019-08/31/2020

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861		PROCUREMENT OFFICER - 304-356-4861	
HEALTH AND HUMAN RESOURCES		HEALTH AND HUMAN RESOURCES	
BUREAU FOR MEDICAL SERVICES		BUREAU FOR MEDICAL SERVICES	
350 CAPITOL ST, RM 251		350 CAPITOL ST, RM 251	
CHARLESTON	WV25301-3709	CHARLESTON	WV 25301-3709
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
10	Base Year One Quality Rating System	2500.00000	HOUR	\$73.50	\$183,750.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Base Year One Ad Hoc Services--Quality Rating System (4.1.9) Estimated 2500 hours.
 Service dates: 09/01/2019-08/31/2020

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
11	Optional Renewal Year One Systems Performance Review	4	MCO	\$24,225.86	\$96,903.44

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year One Systems Performance Review and All Subcomponents (4.1.1)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
12	Opt. Renewal Year 1 Development & Validation of PIP's	4	MCO	\$21,031.25	\$84,124.99

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year One Development & Validation of Performance Improvement Projects (4.1.3)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
13	Opt. Renewal Yr 1 Qtrly Analysis-Denials,Appeals,Grievances	4	MCO	\$16,699.42	\$66,797.69

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year One: Quarterly Analysis of Pre-Service Denials ,Appeals and Grievance Reports (4.1.5)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861		PROCUREMENT OFFICER - 304-356-4861	
HEALTH AND HUMAN RESOURCES		HEALTH AND HUMAN RESOURCES	
BUREAU FOR MEDICAL SERVICES		BUREAU FOR MEDICAL SERVICES	
350 CAPITOL ST, RM 251		350 CAPITOL ST, RM 251	
CHARLESTON	WV25301-3709	CHARLESTON	WV 25301-3709
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
14	Optional Renewal Year One Validation of Performance Measures	1	SERVICE	\$111,727.99	\$111,727.99

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year One Validation of Performance (4.1.2)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861		PROCUREMENT OFFICER - 304-356-4861	
HEALTH AND HUMAN RESOURCES		HEALTH AND HUMAN RESOURCES	
BUREAU FOR MEDICAL SERVICES		BUREAU FOR MEDICAL SERVICES	
350 CAPITOL ST, RM 251		350 CAPITOL ST, RM 251	
CHARLESTON	WV25301-3709	CHARLESTON	WV 25301-3709
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
15	Optional Renewal Year One Encounter Data Validation	1	SERVICE	\$168,048.62	\$168,048.62

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year One Encounter Data Validation (4.1.4)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
16	Optional Renewal Year One Annual Technical Report	1	SERVICE	\$49,640.34	\$49,640.34

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year One Annual Technical Report (4.1.6)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
17	Optional Renewal Year 1 Access to Care Standard Evaluations	1	SERVICE	\$44,099.09	\$44,099.09

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year 1 Access to Care Standard Evaluations (4.1.8.9)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
18	Optional Renewal Year One Ad Hoc Reporting Services	5000.00000	HOUR	\$73.50	\$367,500.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year One Ad Hoc Reporting Services (4.1.9) Estimated 5000 hours.
Service dates: 09/01/2020-08/31/2021

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861		PROCUREMENT OFFICER - 304-356-4861	
HEALTH AND HUMAN RESOURCES		HEALTH AND HUMAN RESOURCES	
BUREAU FOR MEDICAL SERVICES		BUREAU FOR MEDICAL SERVICES	
350 CAPITOL ST, RM 251		350 CAPITOL ST, RM 251	
CHARLESTON	WV25301-3709	CHARLESTON	WV 25301-3709
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
19	Optional Renewal Year One Ad Hoc Services	5000.00000	HOUR	\$73.50	\$367,500.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year One Ad Hoc Services (4.1.9)
Service dates 09/01/2020-08/31/2021

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861		PROCUREMENT OFFICER - 304-356-4861	
HEALTH AND HUMAN RESOURCES		HEALTH AND HUMAN RESOURCES	
BUREAU FOR MEDICAL SERVICES		BUREAU FOR MEDICAL SERVICES	
350 CAPITOL ST, RM 251		350 CAPITOL ST, RM 251	
CHARLESTON	WV25301-3709	CHARLESTON	WV 25301-3709
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
20	Optional Renewal Year One Quality Rating System	2500.00000	HOUR	\$73.50	\$183,750.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year One Quality Rating System (4.1.9)
Service dates 09/01/2020-08/31/2021

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
21	Opt. Renew Yr 2 System Performance Reviews and	4	MCO	\$24,952.64	\$99,810.54

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :
 Optional Renewal Year Two System Performance Reviews and all Subcomponents (4.1.1)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
22	Optional Renewal Year Two Development &Validation of PIP's	4	MCO	\$21,662.19	\$86,648.74

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :
 Optional Renewal Year Two Development &Validation of Performance Improvement Projects (4.1.3)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
23	Opt Renew Yr 2 Qtrly Analysis-Denials, Appeals &Grievances	4	MCO	\$17,200.41	\$68,801.62

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year Two Quarterly Analysis of Pre-Service Denials, Appeals & Grievance Reports (4.1.5)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861		PROCUREMENT OFFICER - 304-356-4861	
HEALTH AND HUMAN RESOURCES		HEALTH AND HUMAN RESOURCES	
BUREAU FOR MEDICAL SERVICES		BUREAU FOR MEDICAL SERVICES	
350 CAPITOL ST, RM 251		350 CAPITOL ST, RM 251	
CHARLESTON	WV25301-3709	CHARLESTON	WV 25301-3709
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
24	Optional Renewal Year Two Validation of Performance Measures	1	SERVICE	\$115,079.83	\$115,079.83

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year Two Validation of Performance Measures (4.1.2)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861		PROCUREMENT OFFICER - 304-356-4861	
HEALTH AND HUMAN RESOURCES		HEALTH AND HUMAN RESOURCES	
BUREAU FOR MEDICAL SERVICES		BUREAU FOR MEDICAL SERVICES	
350 CAPITOL ST, RM 251		350 CAPITOL ST, RM 251	
CHARLESTON	WV25301-3709	CHARLESTON	WV 25301-3709
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
25	Optional Renewal Year Two Encounter Data Validation	1	SERVICE	\$172,903.00	\$172,903.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year Two Encounter Data Validation (4.1.4)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
26	Optional Renewal Year Two Annual Technical Report	1	SERVICE	\$51,129.55	\$51,129.55

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :
 Optional Renewal Year Two Annual Technical Report (4.1.6)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
27	Optional Renewal Year Two Access to Care Standard Evaluation	1	SERVICE	\$45,422.06	\$45,422.06

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :
 Optional Renewal Year Two Access to Care Standard Evaluation (4.1.8.9)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
28	Optional Renewal Year Two Ad Hoc Reporting Services	5000.00000	HOUR	\$73.50	\$367,500.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year Two Ad Hoc Reporting Services (4.1.9)
 Dates of Service 09/01/2021-08/31/2022

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861		PROCUREMENT OFFICER - 304-356-4861	
HEALTH AND HUMAN RESOURCES		HEALTH AND HUMAN RESOURCES	
BUREAU FOR MEDICAL SERVICES		BUREAU FOR MEDICAL SERVICES	
350 CAPITOL ST, RM 251		350 CAPITOL ST, RM 251	
CHARLESTON	WV25301-3709	CHARLESTON	WV 25301-3709
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
29	Optional Renewal Year Two Ad Hoc Services	5000.00000	HOUR	\$73.50	\$367,500.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year Two Ad Hoc Services (4.1.9)
 Dates of Service 09/01/2021-08/31/2022

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861		PROCUREMENT OFFICER - 304-356-4861	
HEALTH AND HUMAN RESOURCES		HEALTH AND HUMAN RESOURCES	
BUREAU FOR MEDICAL SERVICES		BUREAU FOR MEDICAL SERVICES	
350 CAPITOL ST, RM 251		350 CAPITOL ST, RM 251	
CHARLESTON	WV25301-3709	CHARLESTON	WV 25301-3709
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
30	Opt. Renewal Year Two Quality Rating System	2500.00000	HOUR	\$73.50	\$183,750.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year Two Quality Rating System (4.1.9)
 Dates of Service 09/01/2021-08/31/2022

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
31	Optional Renewal Yr Three Systems Performance Review	4	MCO	\$25,701.21	\$102,804.86

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year Three Systems Performance Review and All Subcomponents (4.1.1)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
32	Optional Renewal Yr Three Development & Validation of PIP's	4	MCO	\$22,312.05	\$89,248.20

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Yr Three Development & Validation of PIP's (4.1.3)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
33	Opt Renewal Yr 3 Qtrly Analysis Denials, Appeals&Grievances	4	MCO	\$17,716.42	\$70,865.67

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year Three Quarterly Analysis of Pre-Service Denials, Appeals & Grievance Reports (4.1.5)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861		PROCUREMENT OFFICER - 304-356-4861	
HEALTH AND HUMAN RESOURCES		HEALTH AND HUMAN RESOURCES	
BUREAU FOR MEDICAL SERVICES		BUREAU FOR MEDICAL SERVICES	
350 CAPITOL ST, RM 251		350 CAPITOL ST, RM 251	
CHARLESTON	WV25301-3709	CHARLESTON	WV 25301-3709
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
34	Optional Renewal Year 3 Validation of Performance Measures	1	SERVICE	\$118,532.22	\$118,532.22

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year 3 Validation of Performance Measures (4.1.2)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861		PROCUREMENT OFFICER - 304-356-4861	
HEALTH AND HUMAN RESOURCES		HEALTH AND HUMAN RESOURCES	
BUREAU FOR MEDICAL SERVICES		BUREAU FOR MEDICAL SERVICES	
350 CAPITOL ST, RM 251		350 CAPITOL ST, RM 251	
CHARLESTON	WV25301-3709	CHARLESTON	WV 25301-3709
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
35	Optional Renewal Year Three Encounter Data Validation	1	SERVICE	\$177,903.00	\$177,903.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year Three Encounter Data Validation (4.1.4)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
36	Optional Renewal Year Three Annual Technical Report	1	SERVICE	\$52,663.43	\$52,663.43

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year Three Annual Technical Report (4.1.6)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
37	Optional Renewal Year 3 Access to Care Standard Evaluation	1	SERVICE	\$46,784.73	\$46,784.73

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year 3 Access to Care Standard Evaluation (4.1.8.9)

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV25301-3709 US		PROCUREMENT OFFICER - 304-356-4861 HEALTH AND HUMAN RESOURCES BUREAU FOR MEDICAL SERVICES 350 CAPITOL ST, RM 251 CHARLESTON WV 25301-3709 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
38	Optional Renewal Year Three Ad Hoc Reporting Services	5000.00000	HOUR	\$73.50	\$367,500.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year Three Ad Hoc Reporting Services (4.1.9)
 Dates of Service 09/01/2022-08/31/2023

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861		PROCUREMENT OFFICER - 304-356-4861	
HEALTH AND HUMAN RESOURCES		HEALTH AND HUMAN RESOURCES	
BUREAU FOR MEDICAL SERVICES		BUREAU FOR MEDICAL SERVICES	
350 CAPITOL ST, RM 251		350 CAPITOL ST, RM 251	
CHARLESTON	WV25301-3709	CHARLESTON	WV 25301-3709
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
39	Optional Renewal Year Three Ad Hoc Services	5000.00000	HOUR	\$73.50	\$367,500.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year Three Ad Hoc Services (4.1.9)
 Dates of Service 09/01/2022-08/31/2023

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER - 304-356-4861		PROCUREMENT OFFICER - 304-356-4861	
HEALTH AND HUMAN RESOURCES		HEALTH AND HUMAN RESOURCES	
BUREAU FOR MEDICAL SERVICES		BUREAU FOR MEDICAL SERVICES	
350 CAPITOL ST, RM 251		350 CAPITOL ST, RM 251	
CHARLESTON	WV25301-3709	CHARLESTON	WV 25301-3709
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
40	Optional Renewal Year Three-Quality Rating System	2500.00000	HOUR	\$73.50	\$183,750.00

Comm Code	Manufacturer	Specification	Model #
93151507			

Extended Description :

Optional Renewal Year Three-Quality Rating System (4.1.9)
 Dates of Service 09/01/2022-08/31/2023

SCHEDULE OF EVENTS

Line	Event	Event Date
1	Pre-Bid Meeting	2019-07-17
2	Questions Due	2019-07-19

	Document Phase	Document Description	Page
BMS1900000005	Final	Addendum #2 - Medicaid External Quality Review Organization	18 of 18

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

Activities Priced Per MCO	Base Year 1			Optional Renewal Year 1			Optional Renewal Year 2			Optional Renewal Year 3						
	External Quality Review Activity	Price	# of MCOs	Total (C*D)	Price	# of MCOs	Total (F*G)	Price	# of MCOs	Total (I*J)	Price	# of MCOs	Total (L*M)			
Systems Performance Review and All Subcomponents (4.1.1)	\$ 23,520.25		4	\$ 94,081.01	\$ 24,225.86		4	\$ 96,903.44	\$ 24,952.64		4	\$ 99,810.54	\$ 25,701.21		4	\$ 102,804.86
Development and Validation of Performance Improvement Projects (4.1.3)	\$ 20,418.69		4	\$ 81,674.75	\$ 21,031.25		4	\$ 84,124.99	\$ 21,662.19		4	\$ 86,648.74	\$ 22,312.05		4	\$ 89,248.20
Quarterly Analysis of Pre-Service Denial, Appeals, and Grievance Reports (4.1.5)	\$ 16,213.03		4	\$ 64,852.13	\$ 16,699.42		4	\$ 66,797.69	\$ 17,200.41		4	\$ 68,801.62	\$ 17,716.42		4	\$ 70,865.67

Activities Priced Per Service	Year 1			Year 2			Year 3			Year 4						
	External Quality Review Activity	Price	Per Year	Total (C*D)	Price	Per Year	Total (F*G)	Price	Per Year	Total (I*J)	Price	Per Year	Total (L*M)			
Validation of Performance Measures (4.1.2)	\$ 108,473.77		1	\$ 108,473.77	\$ 111,727.99		1	\$ 111,727.99	\$ 115,079.83		1	\$ 115,079.83	\$ 118,532.22		1	\$ 118,532.22
Encounter Data Validation (4.1.4)	\$ 163,335.64		1	\$ 163,335.64	\$ 168,048.62		1	\$ 168,048.62	\$ 172,903.00		1	\$ 172,903.00	\$ 177,903.00		1	\$ 177,903.00
Annual Technical Report (4.1.6)	\$ 48,194.50		1	\$ 48,194.50	\$ 49,640.34		1	\$ 49,640.34	\$ 51,129.55		1	\$ 51,129.55	\$ 52,663.43		1	\$ 52,663.43
Access to Care Standard Evaluation (4.1.8.9)	\$ 42,814.65		1	\$ 42,814.65	\$ 44,099.09		1	\$ 44,099.09	\$ 45,422.06		1	\$ 45,422.06	\$ 46,784.73		1	\$ 46,784.73

Activities Priced Per Hour	Year 1			Year 2			Year 3			Year 4						
	External Quality Review Activity	Price	# of Hours	Total (C*D)	Price	# of Hours	Total (F*G)	Price	# of Hours	Total (I*J)	Price	# of Hours	Total (L*M)			
Ad Hoc Reporting Services (4.1.9)	\$ 73.50		5000	\$ 367,500.00	\$ 73.50		5000	\$ 367,500.00	\$ 73.50		5000	\$ 367,500.00	\$ 73.50		5000	\$ 367,500.00
Ad Hoc Services (4.1.9)	\$ 73.50		5000	\$ 367,500.00	\$ 73.50		5000	\$ 367,500.00	\$ 73.50		5000	\$ 367,500.00	\$ 73.50		5000	\$ 367,500.00
Quality Rating System (4.1.9)	\$ 73.50		2500	\$ 183,750.00	\$ 73.50		2500	\$ 183,750.00	\$ 73.50		2500	\$ 183,750.00	\$ 73.50		2500	\$ 183,750.00

Base Year 1 Subtotal	\$ 1,522,176.45	Optional Year 1 Subtotal	\$ 1,540,092.16	Optional Year 2 Subtotal	\$ 1,558,545.34	Optional Year 3 Subtotal	\$ 1,577,552.11
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Total Project Cost	\$ 6,198,366.06
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- Vendor shall populate each of the highlighted cells. The total for each subsection, annual subtotal, and total project proposed price will auto-calculate. In the event the information does not auto-calculate, for each subsection, multiple the value in column C by its associated counterpart in column D for a per activity cost. The annual subtotal is the sum of all subsections combined. The total project proposal is the 4 annual subtotals added together.
- The vendor shall be reimbursed in 12 equal monthly installments for the delivery of all services outlined in the Activities Priced per MCO and Activities Priced per Service sections. All costs shall be summed together and divided by 12 for billing purposes. The vendor shall submit a detailed invoice outlining the time spent on each activity, even if no activity occurred specific to that deliverable. The prices outlined in column C are to be the total annual cost for each service.
- Ad hoc hours are for estimation purposes only for the cost proposal.
- Total Project Cost will be used for purposes of bid evaluation.
- Contract services will be paid monthly in arrears
- Payment for Ad Hoc Services will be based on an approved Statement of Work
- All amounts bid shall include all general and administrative expenses, including travel, training and supplies necessary to provide the services required in this solicitation.
- Reimbursement amounts are subject to change pending any programmatic changes that will result in modifications to the level of service being required.
- Pricing for Quality Rating System should include Design and Implementation Costs in Year One, with ongoing Operations/Maintenance Cost presented in subsequent years.
- The number of MCOs is subject to change pending the selected vendor for the Specialized Managed Care procurement.


Vendor Signature

7/24/2019
Vendor Date