



hallelend
health consulting inc

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October 30, 2006

VIA OVERNIGHT MAIL (UPS)

Department of Administration
Purchasing Division
Building 15
2019 Washington Street, East
Charleston, WV 25305-0130
Attn: Roberta Wagner

Re: RFQ number: BHS70090

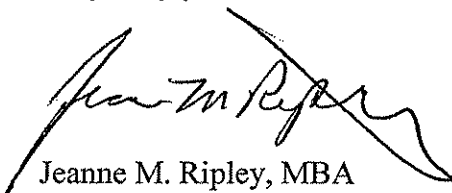
Dear Ms. Wagner:

Halleland Health Consulting, Inc. is pleased to submit the enclosed proposal to the State of West Virginia, Department of Health and Human Resources for consulting services to conduct a study of the Long Term Care system in West Virginia and provide recommendations for "Rebalancing" and "Money Follows the Person" initiatives.

We have provided to you in the enclosed envelop an original response plus six hard copies and, for your convenience, a soft copy of the proposal on CD-ROM.

We look forward to having the opportunity to again work with the State of West Virginia in support of their health and human services initiatives.

Very truly yours,



Jeanne M. Ripley, MBA
Vice President

WV Vendor ID Number: 321134634

4. Cost Quotation

We are hesitant to propose a breakdown of fees into the RFQ's outlined components as we are recommending an alternative approach that blends the two concepts and, we believe, will provide a more complete answer for the Department. Therefore,

We propose a total price for the services outlined in this proposal as: \$425,000

We are requesting that this proposal receive a 2.5% preference under section A of the Vendor Preference Certificate as our partner, The Phillips Group, is a corporation resident vendor and has maintained its headquarters in West Virginia for four (4) years immediately preceding the date of the certification.

We understand that the proposed fee represents a significant investment by the State into this initiative on behalf of the aged and disabled population in West Virginia. We also recognize the pressure that state budgets are frequently under. Therefore, if the Department is favorably impressed with the skills and experience presented in this proposal, we are more than willing to discuss alternative approaches to the conceptual and financial analysis that would bring the desired results to the Department while requiring a more modest financial investment.

Section 5. Terms and Conditions

Terms of Contract & Renewals – we understand that the contract awarded will be for one year which may be renewed upon mutual consent for no more than one additional year.

Conflict of Interest – we affirm that, our officers or members or employees presently have no interest and will not acquire any interest, direct or indirect, which would conflict or compromise in any manner or degree with the performance or its services discussed in this proposal. We further covenant that we will periodically inquire of our officers, members and employees concerning any such interests. Any interests discovered will be promptly presented in detail to the Agency.

Prohibition Against Gratuities – we warrant that we have not employed any company or person other than a bona fide employee working solely for us or a company regularly employed as our marketing agency to solicit or secure this potential contract and that we have not paid or agreed to pay any company or person any fee, commission, percentage, brokerage fee, gifts or any other consideration contingent upon or resulting from the award of the contract.

Certifications Related to Lobbying – We agree to complete and submit a disclosure form to report any lobbying we or our sub-contractors perform to influence an offer or employee of any federal entity, a Member of Congress, an officer or employee of congress, or an employee of a



JOE MANCHIN III
GOVERNOR

STATE OF WEST VIRGINIA
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON STREET, EAST
P.O. BOX 50130
CHARLESTON, WEST VIRGINIA 25305-0130

ROBERT W. FERGUSON, JR.
CABINET SECRETARY

DAVID TINCHER
DIRECTOR

MEMORANDUM

TO: Vendors

FROM: Roberta Wagner, Senior Buyer *rw/sm*
Purchasing Division

RE: BHS70090

DATE: November 1, 2006

The Request for Quotation will not be scanned on the Internet due to the volume. Vendors may view the Proposals at the office of the WV State Purchasing Division, 2019 Washington Street, East Charleston, WV 25305. You may call me for an appointment at the (304) 558-0067 fax: (304)558-4115 or e-mail rwagner@wvadmin.gov.

RFQ's received from the following:

EP&P Consulting, Inc.
Halleland Health Consulting
Navigant Consulting
Public Consulting Group

RW/wf

cc: File