

CAMBRIDGE

January 9, 2007

Mr. Ron Price  
Senior Buyer  
Purchasing Division  
2019 Washington Street, East  
P.O. Box 50130  
Charleston, WV 25305-0130

Dear Mr. Price:

Cambridge is revolutionizing the claims management and managed care industries as the single source for comprehensive, leading-edge claims administration services. Through a single source (Cambridge), clients can coordinate and maintain control over all aspects of their risk management program inclusive of the following:

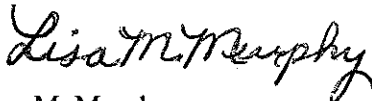
**Claims Management Services**  
**Managed Care Services**  
**Risk Management Information Services**  
**Structured Settlements**  
**Specialty Services**

We firmly believe Cambridge represents the premier service provider in today's marketplace in outcome orientation. We pride ourselves on our capability to design a customized claims administration program to fully incorporate the specifications and desires of our business partners.

Enclosed please find Cambridge's Proposal Response for INSO7-073 Claims Administration. Please contact me with any questions, comments or concerns or the need for additional information at (410) 421-9358 or (410) 340-7969.

Thank you for allowing Cambridge to participate in the bid process for INSO7-073 Claims Administration for the WV Offices of the Insurance Commissioner.

Sincerely,



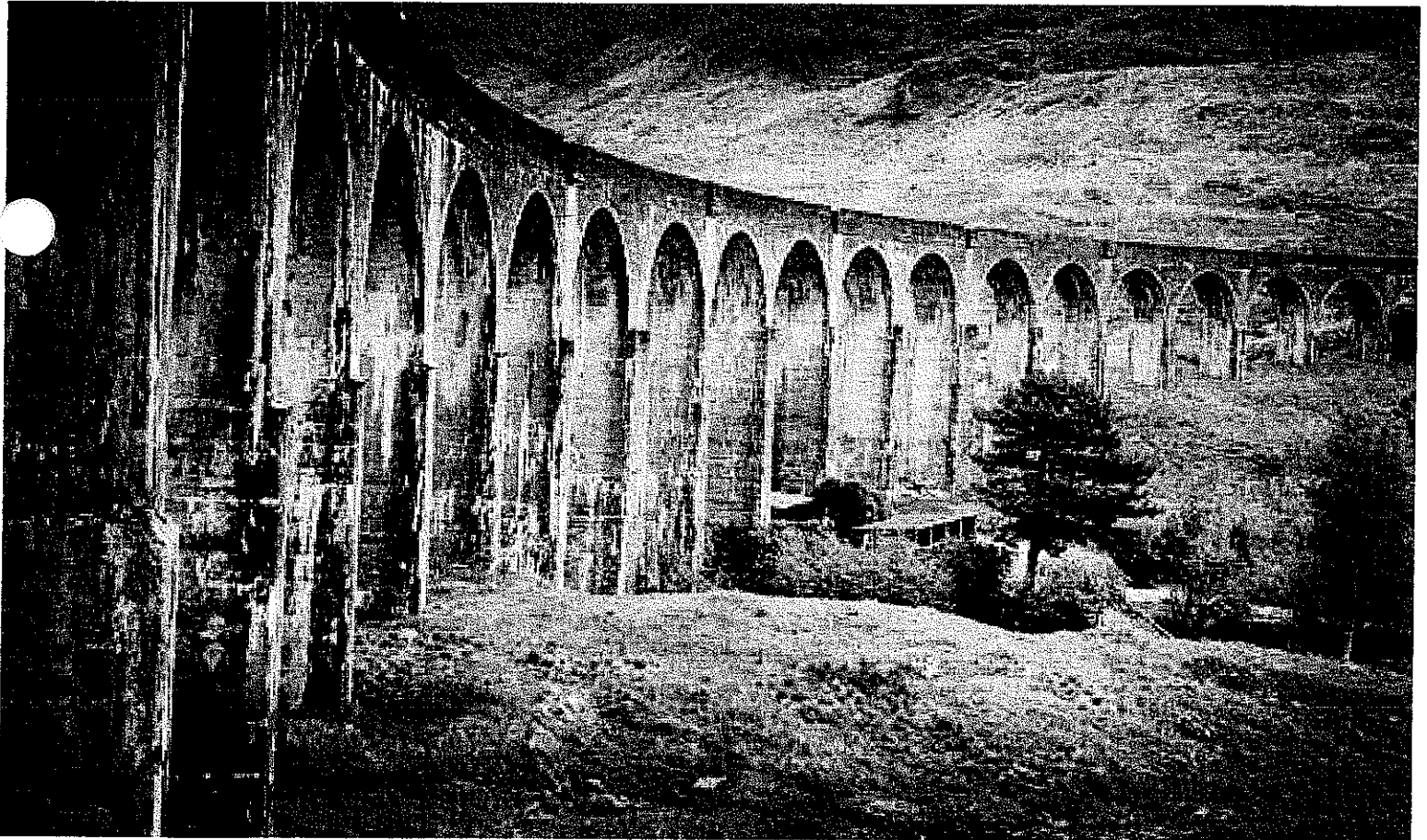
Lisa M. Murphy  
Vice President, National Sales

CAMBRIDGE<sup>SM</sup>

January 9, 2006

WEST VIRGINIA OFFICES OF THE INSURANCE  
COMMISSIONER

PROPOSAL RESPONSE FOR CLAIMS ADMINISTRATION RFP INSO7-073



**Lisa Murphy**

*Vice President, National Sales*

Cambridge Integrated Services Group, Inc.

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Severna Park, MD 21146

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*Lisa M. Murphy*  
Lisa Murphy

January 9, 2006



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: Ron Price, Buyer Supervisor *R.P.*  
Purchasing Division

RE: INS07073

DATE: January 9, 2007

The "Request for Proposals" will not be scanned on the Internet due to the volume. Vendors may view the "Request for Proposals" at the office of the WV State Purchasing Division, 2019 Washington Street, East, Charleston, WV 25311. You may call me for an appointment at (304) 558-0492, fax: (304)558-4115 or e-mail [rprice@wvadmin.gov](mailto:rprice@wvadmin.gov).

Request for Proposals received from the following:

Cambridge Integrated Services  
Frank Gates Higher Ground  
Gallagher Bassett Services, Inc.  
International Solutions, Inc.  
NovaPro Risk Solutions, LP  
Sedgwick CMS  
The Health Plan of the Upper Ohio Valley, Inc.

Attenta Smart Risk Management **No Bid**  
BC Life & Health **No Bid**  
CompServices, Inc. **No Bid**

RP/wf

cc: File