

Transmittal Letter

September 29, 2006

Roberta Wagner, Senior Buyer
Purchasing Division
2019 Washington Street, East
P.O. Box 50130
Charleston, WV 25305-0130

Dear Ms. Wagner:

I am pleased to submit this proposal from Covansys to the West Virginia Department of Health and Human Resources, Birth to Three program. This proposal describes our offer to provide the Administration of Central Finance Office Operation for the State of West Virginia Birth to Three program.

Covansys is a financially stable organization with more than 434 million dollars in revenue in 2005. Covansys has more than 7500 full time employees and can bring to bear the resources necessary to successfully complete this project.

Covansys has a depth of experience in providing Early Intervention services that is unmatched. Covansys has provided software development, analysis, and provider claims payment services to five states: Indiana, Missouri (web based), Louisiana, New Jersey, and West Virginia Early Intervention programs. Covansys understands and will provide the requested products and services in the RFP that are subject to the terms and conditions contained in the RFP.

Covansys is able to provide the Department with a cost-effective Early Intervention financial solution that is built upon West Virginia's system specifications and program knowledge and operational expertise. We can leverage past experience and system expertise specifically in the Central Finance Office operations and development of the software requested. Our proposal meets all the performance requirements listed in the RFP, and in some instances exceeds requirements.

Covansys brings deep and relevant program and technical experience to this project to achieve success on this critical endeavor. Covansys will leverage its unique experience of having developed multiple statewide Early Intervention systems and also having provided operational outsourcing to these statewide systems and the programs. In this regard, Covansys is truly unique in the industry. Covansys has been fortunate to collaborate with five different State EI programs to implement a comprehensive EI solution and has also operated as those states' fiscal agent for these programs. No other company will be able to bring the knowledge of EI regulations and compliance issues, experience in funds management and claims liability estimation and reporting, effective management of claims payment and related issues, and collaborative work with other programs such as TANF, Medicaid, and CSHCN – Title V to perform fund recovery. Covansys is the only company that has implemented an online IFSP that is directly connected to a provider enrollment, claims and fund/revenue recovery and reporting system. Covansys has experience designing and developing fully featured Provider enrollment systems for various state health programs. This broad-view perspective and experience will help ensure that provider data is accurately captured and processed and

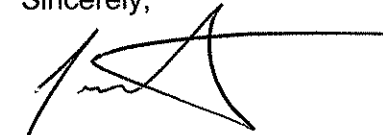
that the providers have the tools necessary to provide the highest quality services to the children and parents of the state. The following are some combined statistics from the five state EI systems that Covansys has supported:

- In 2003, Covansys processed more than 725,000 claims totaling more than \$105 million.
- In 2004, Covansys processed more than 1,000,000 claims totaling more than \$120 million.
- Covansys has registered and credentialed more than 15,000 providers.
- Our systems have served more than 40,000 children across five states.

In summary, we believe Covansys can continue to offer the State and the program unsurpassed services and assist the State in achieving its direction of implementing web based software for the Birth to Three program.

We look forward to continuing our positive and productive relationship with the State and moving the software into a web-based system if so desired.

Sincerely,



Jon Umstead
Senior Vice President



JOE MANCHIN III
GOVERNOR

STATE OF WEST VIRGINIA
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
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CHARLESTON, WEST VIRGINIA 25305-0130

ROBERT W. FERGUSON, JR.
CABINET SECRETARY

DAVID TINCHER
DIRECTOR

MEMORANDUM

TO: Vendors

FROM: Roberta Wagner, Senior Buyer *RW 9/29/06*
Purchasing Division

RE: MCH70445

DATE: September 29, 2006

The Technical Proposals 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.

Proposal received from: **Covansys**

RW/wf

cc: File