



**State of West Virginia
Department of Administration
Purchasing Division**

NOTICE

Due to the size of this bid, it was impractical to scan every page for online viewing. We have made an attempt to scan and publish all pertinent bid information. However, it is important to note that some pages were necessarily omitted.

If you would like to review the bid in its entirety, please contact the buyer. Thank you.

October 25, 2007

John Abbott, Senior Buyer
Purchasing Division
2019 Washington Street, East
P.O. Box 50130
Charleston, West Virginia 25305-0130

**RE: West Virginia Regional Jail Authority RFQ COR61359
Inmate Health Care and Mental Health Services**

Dear Mr. Abbott:

PrimeCare Medical of West Virginia, Inc. is pleased to submit this **Technical and Pricing Proposal to the West Virginia Regional Jail Authority** ("Regional Jail Authority" or "WVRJA") for inmate, comprehensive medical services at eleven (11) "WVRJA" facilities. Please find attached, PrimeCare Medical of West Virginia, Inc. letters of recommendation provided by the Jail Administrators from eight (8) of the West Virginia Regional Authority facilities.

PrimeCare Medical of West Virginia, Inc. began its special partnership with the **State of West Virginia** over a decade ago, on February 22, 1993, when it assumed medical operations at the Eastern Regional Jail. PrimeCare Medical of West Virginia, Inc. has since expanded its operations to include eleven (11) facilities under the jurisdiction of the West Virginia Regional Jail, as well as ten (10) Juvenile Correctional and Detention facilities. In that context, **PrimeCare Medical of West Virginia, Inc.** was awarded an emergency services contract by the **Division of Juvenile Services** on January 15, 2001 for the **West Virginia Industrial Home for Youth** in Salem, West Virginia.

Recognizing this special relationship with the **State of West Virginia**, **PrimeCare Medical of West Virginia, Inc.** was formed as a domestic West Virginia corporation on July 28, 1998, located at 2 Players Club Drive, Suite 103 in Charleston, West Virginia. Accordingly, **PrimeCare Medical of West Virginia, Inc.** is a recognized Corporation in West Virginia, paying local property taxes at each of its facilities, as well as the West Virginia Health Care Provider Tax. We employ 312 West Virginia Nurses, Medical Assistants, and Administrative Assistants; as well as Physicians, Dentists, Psychologists, Psychiatrists and 42 other Independent Sub-Contractors. Over the past fourteen (14) years, PrimeCare Medical of West Virginia, Inc. has continued to search for new innovative methods to show cost savings to the state of West Virginia through our cost containment programs and economies of scale. A few examples of

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these programs include a utilization review program, peer review process, standardized formulary, and continuous quality improvement.

In an effort to continue to show PrimeCare Medical of West Virginia, Inc.'s commitment to the partnership already established with West Virginia, we will provide all West Virginia Regional Jail Authority facilities with electronic medical records ("CorEMR"). This electronic medical records system, which has already proven itself in PrimeCare Medical, Inc.'s Pennsylvania facilities, will be provided to all West Virginia Regional Jail Authority facilities at no additional cost to the taxpayers of West Virginia. CorEMR will be implemented at two (2) Regional Jail facilities each year, so that all facilities will be operating with electronic medical records at the end of this five (5) year agreement.

The Vice President of West Virginia Operations is Rebecca F. Davis, RN, BSN, CCHP, a resident of Braxton County, West Virginia, who has worked very closely with the Regional Jail Authority and Division of Juvenile Services over the past fourteen (14) years, provides all direct clinical supervision to these facilities. Arthur Jim Auxer, B.A., M.Ed., serves as the Vice President of West Virginia Mental Health and is responsible for overseeing the mental health operations for the entire West Virginia Regional Jail Authority. Timothy L. Bowen, Junior Vice President of West Virginia Operations, assists Mrs. Davis with the management of all West Virginia facilities, bringing over twenty-three (23) years of experience to the West Virginia management team. The Regional Coordinators, who administratively oversee the West Virginia correctional facilities are Maxine Bella, RN, CCHP, Chad Hott, RN, CCHP, and Kathy Nicholson, LPN, CCHP, all are residents of West Virginia. Each of these individuals are available to the West Virginia Regional Jail Authority and its staff to resolve medical emergencies and other complex issues inevitably arising in correctional medicine. Rebecca Davis is a fourteen (14) year veteran with PrimeCare Medical of West Virginia, Inc. and, significantly, has spearheaded efforts which have resulted in a one-hundred (100%) percent success rate in achieving both National Commission on Correctional Health Care (NCCHC) and American Correctional Association (ACA) accreditation of all facilities applying for the same. In fact, the Division of Corrections' side of Northern Regional Jail has now been twice accredited by the American Correctional Association (ACA) during PrimeCare Medical of West Virginia, Inc.'s tenure.

Since February 22, 1993 – the date PrimeCare Medical of West Virginia, Inc. first began services for the Regional Jail Authority – the following innovations or accomplishments have resulted:

- PrimeCare Medical of West Virginia, Inc. played an integral roll in partnering with the West Virginia Regional Jail Authority, who spearheaded the efforts to have the landmark legislation, West Virginia House Bill 2422 approved as of July 1, 2007.
- PrimeCare Medical of West Virginia, Inc. has added the following full-time positions without an increase to the Base Compensation:

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- Junior Vice President of West Virginia Operations
 - Legal Counsel for West Virginia
 - Risk Manager for West Virginia
 - Regional Coordinator
 - Medical Director of West Virginia
 - Administrative Assistant
 - Human Resources / Recruiter
 - IT Specialist
 - Payroll Clerk
- Since the Division of Juvenile Services Comprehensive Medical Service Contract expiration PrimeCare Medical of West Virginia, Inc. has continued to provide medical services without an annual increase while simultaneously increasing our West Virginia employees' annual salaries.
 - At the forefront of **HIPAA** compliance, the Company has developed sixteen specific HIPAA policies and procedures and has trained its workforce to guarantee the confidentiality of medical records. It has also met with top officials of the **Regional Jail Authority** and **Division of Juvenile Services** and their respective counsels to explain the Company plan for HIPAA compliance.

PrimeCare Medical of West Virginia, Inc. remains committed to providing quality health care services as each new facility is constructed and/or opened. It will continue to improve health care services with new innovations and creative approaches to problem solving. Current address and telephone numbers are as follows:

PrimeCare Medical of West Virginia, Inc. (WV Corporate Office)
2 Players Club Drive
Suite 103
Charleston, WV 25311
(304) 346-8844
(304) 346-6266 (fax)

PrimeCare Medical of West Virginia, Inc. (WV Regional Office)
117 State Street
Bridgeport, WV 26330
(304) 842-7224
(304) 842-7003 (fax)

PrimeCare Medical, Inc. (Corporate Office)
3940 Locust Lane
Harrisburg, PA 17109
(717) 545-5787
(717) 545-5491 (fax)

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PrimeCare Medical of West Virginia, Inc. will meet and exceed the level of services presented in this proposal. **PrimeCare Medical of West Virginia, Inc.** has outlined its experience, its Medical Team, its Medical Directors, its Operations, Medical Staff, and all Corporate Support Staff. The Company is highly qualified to implement this proposal, which is designed specifically to service the health care delivery systems in the **West Virginia Regional Jail Authority**.

We are hopeful that, following your review of our proposal, you will vote to award the medical services contract with **PrimeCare Medical of West Virginia, Inc.** We have enjoyed a strong partnership with West Virginia for over fourteen (14) years and are anxiously looking forward to continuing with the challenging opportunity of providing quality, comprehensive health care services to the **West Virginia Regional Jail Authority**.

If there are questions or concerns, please do not hesitate to call **Francis J. Komykoski, MBA, CCHP, Vice President of Operations; Rebecca F. Davis, RN, BSN, CCHP, Vice President of WV Operations; Joshua D. Lock, Esq, Vice President and Corporate Counsel; Todd W. Haskins, RN, CCHP, Vice President of Operations** or myself. These are the **only five (5)** officers that are authorized to speak on behalf of the Company or negotiate contractual provisions for this contract.

Sincerely,



Carl A. Hoffinan, Jr., D.O., CCHP
President and Corporate Medical Director

CAH/FJK/lrs