

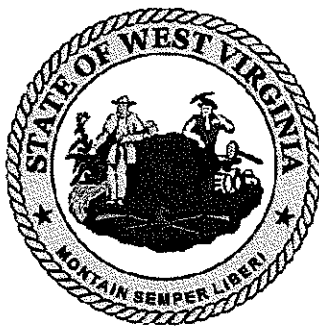
# West Virginia Regional Jail & Correctional Facility Authority

## Professional Medical Services

### VOLUME TWO – COST PROPOSAL

RFP RJC672

27 August 2009



Respectfully Submitted to:

John Abbott (32), Buyer  
Purchasing Division  
State of West Virginia  
Department of Administration  
2019 Washington Street East  
Charleston, WV 25305-0130  
(304) 558-2544

By:



Correct Care Solutions, LLC  
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Point of Contact: Patrick Cummiskey, EVP

Signature

Date

Due: 27 August 2009 – 1:30 pm EST

The package contains one (1) original plus five (5) exact duplicate copies of the proposal.



## COVER LETTER

27 August, 2009

John Abbott, Senior Buyer  
Department of Administration Purchasing Division  
2019 Washington St. East  
PO Box 50130  
Charleston WV 25305-0130

RE: West Virginia Regional Jail and Correctional Facility Authority RFP RJC 672

Mr. John Abbott, Mr. John King, Director Miller and Members of the Evaluation Committee,

Correct Care Solutions (CCS) is pleased to submit this Proposal to the West Virginia Regional Jail and Correctional Facility Authority for comprehensive inmate Medical and Behavioral Health Services at ten (10) regional jails and two (2) correctional centers throughout the state. In the pages that follow, you will be thoroughly introduced to Correct Care Solutions and our unique approach to business. We have had tremendous success in the past six years by first identifying potential business partners and understanding their unique needs, secondly, finding solutions to the challenges they face and most importantly, working hard each and every day to make each client a reference. CCS strives to demonstrate to our clients with measurable criteria the sustained value and quality of all CCS services. Our specific work plan and staffing plan in response to the RFP is a combination of defining the current situation, talking with existing local providers and using variations of best practices to design an effective and efficient program for your facilities. We have determined what we could about your current status by reviewing the RFP documentation, listening to your discussion during the pre-bid conference, touring facilities and conducting our own area research. This process has helped us understand your vision with greater clarity and determine where Correct Care Solutions would add value as a beneficial partner with the RJCFA.

The foundation of our success is based upon business discipline and effective implementation and operation of our programs. In the past five years, we have reviewed well over 1000 RFP's and selected to respond to less than 70. Because of this disciplined approach, we were able to truly complete thorough due diligence on the needs of each prospective client, understanding their community, their facilities, and the unique requirements of their inmate population. This, coupled with the industry's best references, has resulted in CCS being selected 35 times for an astounding 50% success rate.

Although many companies may submit reference letters, many of their former clients are now CCS satisfied partners. For a candid view of our service and why they made the change, please ask these clients yourself to compare CCS to their previous provider. Many have discovered the benefits of our NEW DAY-NEW WAY style of operation. Clients such as Davidson County, TN – ADP 2800 inmates (Nashville), Shelby County, TN – ADP 6000 inmates (Memphis) and the Kansas Department of Corrections – ADP 9000 inmates will attest to the flawless transition by CCS. Our growth has been driven by creating value for each client and ensuring every client is a positive reference.



CCS has several areas which we believe differentiate us from others within our industry and help explain our success. Here are just a few examples of ways in which we feel we can become your partner and enhance the program at the Regional Jails and Correctional Facilities:

1. CCS has developed an advanced correctional healthcare record technology in our medical records program called ERMA (Electronic Record Management Application) which minimizes paper and provides **immediate** access to medical records, care scheduling and off-site management. ERMA is quickly implemented and was designed to create operational efficiencies. **We offer this system as part of our standard package and at no additional cost to the RJCFA! Due to our tremendous growth, in transitioning clients we have also transitioned multiple EMR systems and would plan to transition the sites with existing programs Day One with additional facilities to follow as prioritized by the RJCFA within 90 days.** Also included in our technology capability is a unique electronic medication verification process and EMAR, our electronic medication management system. CCS provides the highest level of technical support programs in the industry.
2. CCS has experience fully integrating medical, mental health, substance abuse and recovery services and has successfully developed **community linkage programs** with area Mental Health Agencies. The CCS Mental Health Program Director, Charlene Donovan, Ph.D, will work closely with our staff to develop a comprehensive program improving continuity of care and community connection. CCS believes that **discharge planning** must start Day One of an inmate's incarceration and that valuable resources can be maximized with an integrated approach to care.
3. One of CCS' Core Competencies is our ability to maximize services provided on-site and **REDUCE** unnecessary off-site transportation. By maximizing on-site resources, off-site costs and trips can be reduced while allowing better care to be provided to our patient population.
4. CCS has created nursing pathways (decision trees) specific to our correctional settings to ensure **consistency of care** and training of our nursing staff. The pathways help drive our identification and referral process so that inmate's receive necessary care in a judicious manner.
5. In addition to our QI program which is woven into our daily programs and processes, CCS also conducts a **CORE** (Comprehensive Organizational Review and Evaluation) audit at each of our facilities annually to ensure compliance, effective clinical operations, and client satisfaction.
6. CCS works hard in each of the areas we provide services to establish **community integration**. This is done through our community outreach programs which you will hear more about in the pages to follow and includes activities like local health fairs and nursing and psych student rotations in our facilities. CCS desires to develop a localized presence and a true partnership with the WV RJCFA and its facilities and local communities.

Success is not possible without open communication and support. We have committed our company resources, proven programs and personnel to augment the current medical staff



efforts at the Facilities. Our programs incorporate "best practices" from our other sites and our professional support team utilizes practical industry experience to be valuable resources. Your team will get to know many of the CCS people discussed in this proposal as we truly understand the importance of supporting and visiting our sites regularly.

In closing, as CEO of our company, I thank you for allowing us to present our proposal and commit to delivering all necessary resources to make this program a community success. We look forward to entrenching ourselves within West Virginia via our community outreach, Charleston regional office presence and a strong partnership with the State.

Change under any circumstances is a challenge but sometimes it is absolutely necessary. CCS has faced this challenge before and we have experience in transitioning clients with minimal disruption; many of our contracts have been transitioned in a very short time period (Kansas Department of Corrections in 30 days, Alexandria VA in 14 days, etc.) to the full satisfaction of each client. Our proactive approach to change helps reduce anxiety with medical staff and allows them to focus on a bright future with a responsive and appreciative partner like CCS. I respectfully ask for your business and thank you for considering Correct Care Solutions as a partner in the success of your Inmate Health Services Program.

Sincerely,

Gerard (Jerry) Boyle  
President & CEO  
615-324-5710 (direct)



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## COST PROPOSAL

### **Good Faith**

We would welcome more detailed conversations regarding any aspect of our cost proposal

### **Value-Add Reinsurance**

Considering the almost \$900,000 in costs incurred by the Authority for inmate claims in excess of contracted catastrophic limits, coupled with the favorable provider discounts allowable by West Virginia law, we believe the Authority is a likely a good fit for a reinsurance policy to assist in mitigating risk and financial cost variations.

For the majority of our 43,000 inmate patients, CCS protects our clients and CCS by purchasing catastrophic reinsurance. These policies cover costs over a deductible that is negotiated annually. For example, in Durham County our policy, which costs less than \$90,000 annually, reimbursed over \$300,000 which prevented a huge financial hit for CCS and Durham. These policies will absolutely help mitigate risk. We would need a few additional pieces of information to obtain a quote but CCS has exclusive arrangements with underwriters which guarantee us a preferred price due to our past successes in Utilization Management and Network Development. As another example, Monmouth County priced a reinsurance policy on their own, prior to putting their healthcare contract out to bid. The best bid that came in was still too expensive for the County to agree to. CCS was able to cut the rate, from the exact same underwriter, by 50 percent because of the underwriter's confidence in our ability to manage costs.

We would simply need your 2008, 2007 and 2006 high-dollar claims data to obtain quotes. Again, this is a service unique to CCS because of our exclusive reinsurance partnerships which allow us to provide significantly reduced premiums versus others in our industry. Said another way, the underwriters put their money where our mouth is!



I.a Cost Form 4.5

<b>4.5 COST PROPOSAL</b>		
<b>Facility Name</b>	<b>Unit Cost</b>	<b>Extended Cost</b>
Central Regional Jail - Monthly Cost	\$ 81,422.10	\$ 977,065.17
Daily Cost per inmate over 250 avg.	\$ 2.79	\$ 19.53
Eastern Regional Jail - Monthly Cost	\$ 113,588.41	\$ 1,363,060.92
Daily Cost per inmate over 375 avg.	\$ 2.79	\$ 19.53
Northern Regional Jail - Monthly Cost	\$ 80,103.82	\$ 961,245.84
Daily Cost per inmate over 300 avg.	\$ 2.79	\$ 19.53
North Central Regional Jail - Monthly Cost	\$ 140,248.70	\$ 1,682,984.36
Daily Cost per inmate over 525 avg.	\$ 2.79	\$ 19.53
Potomac Highlands Regional Jail - Monthly Cost	\$ 81,422.10	\$ 977,065.17
Daily Cost per inmate over 250 avg.	\$ 2.79	\$ 19.53
South Central Regional Jail - Monthly Cost	\$ 164,505.30	\$ 1,974,063.58
Daily Cost per inmate over 450 avg.	\$ 2.79	\$ 19.53
Southern Regional Jail - Monthly Cost	\$ 138,602.43	\$ 1,663,229.14
Daily Cost per inmate over 475 avg.	\$ 2.79	\$ 19.53
Southwestern Regional Jail - Monthly Cost	\$ 108,148.68	\$ 1,297,784.16
Daily Cost per inmate over 375 avg.	\$ 2.79	\$ 19.53
Western Regional Jail - Monthly Cost	\$ 138,458.25	\$ 1,661,498.95
Daily Cost per inmate over 500 avg.	\$ 2.79	\$ 19.53
Tygart Valley Regional Jail - Monthly Cost	\$ 105,507.24	\$ 1,266,086.85
Daily Cost per inmate over 500 avg.	\$ 2.79	\$ 19.53
Northern Correctional Center - Monthly Cost	\$ 66,753.18	\$ 801,038.16
Daily Cost per inmate over 250 avg.	\$ 2.79	\$ 19.53
Ohio County Correctional Center - Monthly Cost	\$ 31,072.63	\$ 372,871.55
Daily Cost per inmate over 60 avg.	\$ 2.79	\$ 19.53
<b>GRAND TOTAL</b>		<b>\$ 14,997,993.86</b>

- \* Unit Cost box: 12 months/year; 7+ days (an arbitrary # for bidding purposes only)
- \* Multiply the monthly fee (\$) by 7 and insert the Extended Cost;
- \* Multiply the daily fee (\$) by 7 and insert the Extended Cost;
- \* The daily cost per inmate of 7, over the facilities' inmate population is being utilized for evaluation purposes only. Actual inmate overages may be more or less.


**I.b Facility Cost Itemization Forms**

<b>Central Regional Jail</b>		<b>RJCFA</b>
<b>300 Days Drive</b> <b>Flatwoods, (Braxton County) WV 26601</b>		
Total monthly all-inclusive fee for Medical/Mental Health Services	\$	81,422.10
Total annualized all-inclusive fee for Medical/Mental Health Services	\$	977,065.17
<b>Vendor must also provide an annualized itemized proposal cost to include:</b>		
Salaries	\$	524,054.67
Associated Benefits	\$	101,640.36
Pharmaceuticals Diamond Pharmacy 645 Kolter Drive, Commerce Park Indiana, Pennsylvania 15701-3570	\$	78,000.00
Optical Institutional Eye Care 41 South Third Street Lewisburg, Pennsylvania 17837	\$	298.69
Other Miscellaneous Supplies	\$	17,951.02
Contract Mental Health PSIMED P.O. Box 7310 Cross Lanes, WV 25356	\$	34,397.00
Hospital	\$	62,949.82
Specialty Consult, referrals, etc.	\$	10,425.63
Malpractice	\$	10,750.00
Administrative Overhead/Management Fee	\$	98,557.91
Other Insurance	\$	5,790.08
Lab	\$	7,250.00
X-Ray	\$	9,500.00
Medical & Dental Supplies	\$	15,500.00





<b>Eastern Regional Jail</b>		<b>RJCFA</b>
<b>94 Grapevine Road</b>		
<b>Martinsburg, (Berkeley County) WV 25401</b>		
Total monthly all-inclusive fee for Medical/Mental Health Services		\$ 113,588.41
Total annualized all-inclusive fee for Medical/Mental Health Services		\$ 1,363,060.92
Vendor must also provide an annualized itemized proposal cost to include:		
Salaries		\$ 729,471.89
Associated Benefits		\$ 123,732.32
Pharmaceuticals Diamond Pharmacy 645 Kolter Drive, Commerce Park Indiana, Pennsylvania 15701-3570		\$ 117,000.00
Optical Institutional Eye Care 41 South Third Street Lewisburg, Pennsylvania 17837		\$ 448.03
Other Miscellaneous Supplies		\$ 26,926.52
Contract Mental Health PSIMED P.O. Box 7310 Cross Lanes, WV 25356		\$ 34,397.00
Hospital		\$ 94,424.73
Specialty Consult, referrals, etc.		\$ 15,638.44
Malpractice		\$ 16,125.00
Administrative Overhead/Management Fee		\$ 147,836.87
Other Insurance		\$ 8,685.12
Lab		\$ 10,875.00
X-Ray		\$ 14,250.00
Medical & Dental Supplies		\$ 23,250.00



<b>North Central Regional Jail</b>		<b>RJCFA</b>
<b>#1 Lois Lane Greenwood, (Doddridge County) WV 26415</b>		
Total monthly all-inclusive fee for Medical/Mental Health Services		\$ 140,248.70
Total annualized all-inclusive fee for Medical/Mental Health Services		\$ 1,682,984.36
<b>Vendor must also provide an annualized itemized proposal cost to include:</b>		
Salaries		\$ 794,461.09
Associated Benefits		\$ 154,085.67
Pharmaceuticals Diamond Pharmacy 645 Kolter Drive, Commerce Park Indiana, Pennsylvania 15701-3570		\$ 163,800.00
Optical Institutional Eye Care 41 South Third Street Lewisburg, Pennsylvania 17837		\$ 627.24
Other Miscellaneous Supplies		\$ 37,697.13
Contract Mental Health PSIMED P O. Box 7310 Cross Lanes, WV 25356		\$ 68,794.00
Hospital		\$ 132,194.62
Specialty Consult, referrals, etc.		\$ 21,893.82
Malpractice		\$ 22,575.00
Administrative Overhead/Management Fee		\$ 206,971.62
Other Insurance		\$ 12,159.17
Lab		\$ 15,225.00
X-Ray		\$ 19,950.00
Medical & Dental Supplies		\$ 32,550.00



<b>Northern Regional Jail</b>		<b>RJCFA</b>
<b>RD2, Box 1</b>		
<b>Moundsville, (Marshall County) WV 26041</b>		
Total monthly all-inclusive fee for Medical/Mental Health Services		\$ 80,104.09
Total annualized all-inclusive fee for Medical/Mental Health Services		\$ 961,249.05
Vendor must also provide an annualized itemized proposal cost to include:		
Salaries		\$ 455,092.18
Associated Benefits		\$ 88,265.09
Pharmaceuticals Diamond Pharmacy 645 Kolter Drive, Commerce Park Indiana, Pennsylvania 15701-3570		\$ 93,600.00
Optical Institutional Eye Care 41 South Third Street Lewisburg, Pennsylvania 17837		\$ 358.42
Other Miscellaneous Supplies		\$ 21,541.22
Contract Mental Health PSIMED P O Box 7310 Cross Lanes, WV 25356		\$ 37,524.00
Hospital		\$ 75,539.78
Specialty Consult, referrals, etc.		\$ 12,510.75
Malpractice		\$ 12,900.00
Administrative Overhead/Management Fee		\$ 118,269.50
Other Insurance		\$ 6,948.09
Lab		\$ 8,700.00
X-Ray		\$ 11,400.00
Medical & Dental Supplies		\$ 18,600.00



<b>Potomac Highlands Regional Jail</b> <b>13 Dolan Drive</b> <b>Augusta, (Hampshire County) WV 26704</b>		<b>RJCFA</b>
Total monthly all-inclusive fee for Medical/Mental Health Services		\$ 81,422.10
Total annualized all-inclusive fee for Medical/Mental Health Services		\$ 977,065.17
Vendor must also provide an annualized itemized proposal cost to include:		
Salaries		\$ 524,054.67
Associated Benefits		\$ 101,640.36
Pharmaceuticals Diamond Pharmacy 645 Kolter Drive, Commerce Park Indiana, Pennsylvania 15701-3570		\$ 78,000.00
Optical Institutional Eye Care 41 South Third Street Lewisburg, Pennsylvania 17837		\$ 298.69
Other Miscellaneous Supplies		\$ 17,951.02
Contract Mental Health PSIMED P.O. Box 7310 Cross Lanes, WV 25356		\$ 34,397.00
Hospital		\$ 62,949.82
Specialty Consult, referrals, etc.		\$ 10,425.63
Malpractice		\$ 10,750.00
Administrative Overhead/Management Fee		\$ 98,557.91
Other Insurance		\$ 5,790.08
Lab		\$ 7,250.00
X-Ray		\$ 9,500.00
Medical & Dental Supplies		\$ 15,500.00



South Central Regional Jail		RJCF
1002 Centre Way Charleston, (Kanawha County) WV 25309		
Total monthly all-inclusive fee for Medical/Mental Health Services	\$	164,505.30
Total annualized all-inclusive fee for Medical/Mental Health Services	\$	1,974,063.58
Vendor must also provide an annualized itemized proposal cost to include:		
Salaries	\$	1,082,255.55
Associated Benefits	\$	209,903.38
Pharmaceuticals Diamond Pharmacy 645 Kolter Drive, Commerce Park Indiana, Pennsylvania 15701-3570	\$	140,400.00
Optical Institutional Eye Care 41 South Third Street Lewisburg, Pennsylvania 17837	\$	537.63
Other Miscellaneous Supplies	\$	32,311.83
Contract Mental Health PSIMED P.O. Box 7310 Cross Lanes, WV 25356	\$	111,353.00
Hospital	\$	113,309.68
Specialty Consult, referrals, etc.	\$	18,766.13
Malpractice	\$	19,350.00
Administrative Overhead/Management Fee	\$	177,404.24
Other Insurance	\$	10,422.14
Lab	\$	13,050.00
X-Ray	\$	17,100.00
Medical & Dental Supplies	\$	27,900.00



<b>Southern Regional Jail</b> <b>1200 Airport Road</b> <b>Beaver, (Raleigh County) WV 25813</b>		<b>RJCFA</b>
Total monthly all-inclusive fee for Medical/Mental Health Services		\$ 138,602.43
Total annualized all-inclusive fee for Medical/Mental Health Services		\$ 1,663,229.14
Vendor must also provide an annualized itemized proposal cost to include:		
Salaries		\$ 785,908.05
Associated Benefits		\$ 152,426.81
Pharmaceuticals Diamond Pharmacy 645 Kolter Drive, Commerce Park Indiana, Pennsylvania 15701-3570		\$ 156,000.00
Optical Institutional Eye Care 41 South Third Street Lewisburg, Pennsylvania 17837		\$ 597.37
Other Miscellaneous Supplies		\$ 35,902.03
Contract Mental Health PSIMED P O. Box 7310 Cross Lanes, WV 25356		\$ 90,948.00
Hospital		\$ 125,899.64
Specialty Consult, referrals, etc.		\$ 20,851.25
Malpractice		\$ 21,500.00
Administrative Overhead/Management Fee		\$ 197,115.83
Other Insurance		\$ 11,580.16
Lab		\$ 14,500.00
X-Ray		\$ 19,000.00
Medical & Dental Supplies		\$ 31,000.00



<b>Southwestern Regional Jail</b> <span style="float: right;"><b>RJCFA</b></span>	
Earl Ray Tomblin Industrial Park #13 Gaston Caperton Drive Holden, (Logan County) WV 25625	
Total monthly all-inclusive fee for Medical/Mental Health Services	\$ 108,148.68
Total annualized all-inclusive fee for Medical/Mental Health Services	\$ 1,297,784.16
Vendor must also provide an annualized itemized proposal cost to include:	
Salaries	\$ 637,960.13
Associated Benefits	\$ 123,732.32
Pharmaceuticals Diamond Pharmacy 645 Kolter Drive, Commerce Park Indiana, Pennsylvania 15701-3570	\$ 117,000.00
Optical Institutional Eye Care 41 South Third Street Lewisburg, Pennsylvania 17837	\$ 448.03
Other Miscellaneous Supplies	\$ 26,926.52
Contract Mental Health PSIMED P.O. Box 7310 Cross Lanes, WV 25356	\$ 60,632.00
Hospital	\$ 94,424.73
Specialty Consult, referrals, etc.	\$ 15,638.44
Malpractice	\$ 16,125.00
Administrative Overhead/Management Fee	\$ 147,836.87
Other Insurance	\$ 8,685.12
Lab	\$ 10,875.00
X-Ray	\$ 14,250.00
Medical & Dental Supplies	\$ 23,250.00



<b>Tygart Valley Regional Jail</b> <b>400 Abbey Road</b> <b>Belington, (Randolph County) WV 26250</b>		<b>RJCFA</b>
Total monthly all-inclusive fee for Medical/Mental Health Services		\$ 105,507.24
Total annualized all-inclusive fee for Medical/Mental Health Services		\$ 1,266,086.85
Vendor must also provide an annualized itemized proposal cost to include:		
Salaries		\$ 637,960.13
Associated Benefits		\$ 123,732.32
Pharmaceuticals Diamond Pharmacy 645 Kolter Drive, Commerce Park Indiana, Pennsylvania 15701-3570		\$ 109,200.00
Optical Institutional Eye Care 41 South Third Street Lewisburg, Pennsylvania 17837		\$ 418.16
Other Miscellaneous Supplies		\$ 25,131.42
Contract Mental Health PSIMED P.O. Box 7310 Cross Lanes, WV 25356		\$ 60,632.00
Hospital		\$ 88,129.75
Specialty Consult, referrals, etc.		\$ 14,595.88
Malpractice		\$ 15,050.00
Administrative Overhead/Management Fee		\$ 137,981.08
Other Insurance		\$ 8,106.11
Lab		\$ 10,150.00
X-Ray		\$ 13,300.00
Medical & Dental Supplies		\$ 21,700.00





<b>Western Regional Jail</b>		<b>RJCFA</b>
<b>One O'Hanlon Place</b>		
<b>Barboursville, (Cabell County) WV 25504</b>		
Total monthly all-inclusive fee for Medical/Mental Health Services	\$	138,458.25
Total annualized all-inclusive fee for Medical/Mental Health Services	\$	1,661,498.95
<b>Vendor must also provide an annualized itemized proposal cost to include:</b>		
Salaries	\$	803,014.14
Associated Benefits	\$	155,744.53
Pharmaceuticals Diamond Pharmacy 645 Kolter Drive, Commerce Park Indiana, Pennsylvania 15701-3570	\$	156,000.00
Optical Institutional Eye Care 41 South Third Street Lewisburg, Pennsylvania 17837	\$	597.37
Other Miscellaneous Supplies	\$	35,902.03
Contract Mental Health PSIMED P.O. Box 7310 Cross Lanes, WV 25356	\$	68,794.00
Hospital	\$	125,899.64
Specialty Consult, referrals, etc.	\$	20,851.25
Malpractice	\$	21,500.00
Administrative Overhead/Management Fee	\$	197,115.83
Other Insurance	\$	11,580.16
Lab	\$	14,500.00
X-Ray	\$	19,000.00
Medical & Dental Supplies	\$	31,000.00



Northern Correctional Center		RJCF
RD2, Box 1		
Moundsville, (Marshall County) WV 26041		
Total monthly all-inclusive fee for Medical/Mental Health Services	\$	66,753.41
Total annualized all-inclusive fee for Medical/Mental Health Services	\$	801,040.87
Vendor must also provide an annualized itemized proposal cost to include:		
Salaries	\$	379,243.49
Associated Benefits	\$	73,554.25
Pharmaceuticals Diamond Pharmacy 645 Kolter Drive, Commerce Park Indiana, Pennsylvania 15701-3570	\$	78,000.00
Optical Institutional Eye Care 41 South Third Street Lewisburg, Pennsylvania 17837	\$	298.69
Other Miscellaneous Supplies	\$	17,951.02
Contract Mental Health PSIMED P O Box 7310 Cross Lanes, WV 25356	\$	31,270.00
Hospital	\$	62,949.82
Specialty Consult, referrals, etc.	\$	10,425.63
Malpractice	\$	10,750.00
Administrative Overhead/Management Fee	\$	98,557.91
Other Insurance	\$	5,790.08
Lab	\$	7,250.00
X-Ray	\$	9,500.00
Medical & Dental Supplies	\$	15,500.00



<b>Ohio County Correctional Ctr</b>		<b>RJCFA</b>
<b>1501 Eoff Street</b>		
<b>Wheeling, (Ohio County) WV 26003</b>		
Total monthly all-inclusive fee for Medical/Mental Health Services	\$	31,072.63
Total annualized all-inclusive fee for Medical/Mental Health Services	\$	372,871.55
<b>Vendor must also provide an annualized itemized proposal cost to include:</b>		
Salaries	\$	234,180.25
Associated Benefits	\$	45,419.24
Pharmaceuticals Diamond Pharmacy 645 Kolter Drive, Commerce Park Indiana, Pennsylvania 15701-3570.	\$	18,720.00
Optical Institutional Eye Care 41 South Third Street Lewisburg, Pennsylvania 17837-	\$	71.68
Other Miscellaneous Supplies	\$	4,308.24
Contract Mental Health PSIMED P.O Box 7310 Cross Lanes, WV 25356	\$	17,198.50
Hospital	\$	15,107.96
Specialty Consult, referrals, etc.	\$	2,502.15
Malpractice	\$	2,580.00
Administrative Overhead/Management Fee	\$	23,653.90
Other Insurance	\$	1,389.62
Lab	\$	1,740.00
X-Ray	\$	2,280.00
Medical & Dental Supplies	\$	3,720.00



### I.c CCS Cost Containment & Performance

**EVERY CLIENT WILL ATTEST TO OUR BEST VALUE PROPOSITION!**

<b>CCS COST CONTAINMENT &amp; PERFORMANCE SUCCESS STORIES</b>	
Alexandria, VA Detention Center	CCS brought Dialysis services on-site to assist in decreasing the cost of transport and correctional officer overtime when it was evident that a convicted inmate would require long-term service. In order to mitigate costs, other local jurisdictions were provided the ability to utilize Alexandria's secure services.
Kansas DOC	Worked closely with the KDOC to increase on-site services and enhance the establishing of centers of excellence within KDOC facilities which decreased transportation and off-site costs while improving consistency of care. For example, CCS created a Chemotherapy clinic on-site which resulted in significant decreases in transportation and security costs.
Durham County Detention Center, NC	CCS expanded nursing services and opened an infirmary, significantly decreasing off-site services and hospital days. In addition we were able to improve by 50% the discount that the county had with the local hospital provider. Costs per inmate per day have decreased for FIVE consecutive years under CCS management.
Davidson County Sheriff's Office/Metro Health Dept, TN	CCS significantly reduced off-site trips for health services. CCS expanded on-site dental and x-ray programs. Additionally, we decreased the use of methadone and expanded on-site pregnancy services. CCS reduced off-site trips by 50% in the first year of the contract while improving care!
Mecklenburg County Sheriff's Office, NC	CCS made a positive impact on the County's bottom line early with efficient staffing adjustments made in Mecklenburg following our transition. CCS managed a savings in staffing costs of over \$120,000 after our first 90 days on the contract. These savings were directly reimbursed to the client.
Monmouth County Correctional Institution, NJ	CCS has dramatically decreased costs and off-site utilization, while increasing care and on-site services for this multi-jurisdictional institution. The county saved over \$1m from previous year levels once CCS took over. This was done by negotiating a significantly better hospital arrangement, effective utilization management, and bringing additional services on-site.
City of Norfolk, VA Jail	Improved relationship with regional jail and maximized its use. City for a second consecutive year should finish below or equal to cap established for off-site care. This account, prior to CCS, had annually exceeded cap amount significantly. CCS established a new hospital arrangement and improved UM systems and processes.
Charleston, SC County Detention Center	Ensured client understood and followed indigent laws related to off-site care. CCS also brought Dialysis services on-site as volume dictated this to be necessary and cost effective. CCS was able to negotiate a decreased cost per Dialysis treatment by 50% versus previous vendor plus the added advantage of providing services on-site.
Lexington County Detention Center, SC	CCS, upon award of this contract, put into place an ongoing quality improvement study regarding off-site emergency transports and evaluated each case for efficacy of care provided on-site. In just three months, not only did CCS dramatically decrease the number of emergency trips, but the study ensured total accountability regarding efficacy of care.



**CCS Client Feedback**

As you will hear throughout your reference calls and in reading our reference letters, CCS is incredibly responsive to the needs of our clients, including time-sensitive matters. We will work diligently to meet any deadlines and commit our full resources to the successful implementation and on-going delivery of a quality inmate health care program in West Virginia.

<b>Client Testimonials on How CCS Differs from Our Industry Competitors</b>	
<b>Communication</b>	<p>"As advertised, your organization has been extremely responsive to our needs and the proactive manner in which you <b>operate is in stark contrast to our previous provider.</b>"</p> <p>-<b>Sheriff Daron Hall</b>, Davidson County, TN (Previously with PHS)</p>
<b>Staffing</b>	<p>"You have <b>dramatically improved staffing levels</b> in all categories and eliminated the use of agency nurses. This is attributable not only to the leadership but <b>climate and culture you have created</b> within our organization. This has been heard repeatedly in conversations with your on-site line staff; <b>an impressive accomplishment.</b>"</p> <p>- <b>Chief James Coleman</b>, Shelby County, TN (Previously with CMS)</p>
<b>Fiscal Responsibility</b>	<p>"In 2006, Monmouth County expended \$6,773,418 to [former vendor] for comprehensive healthcare services, while in 2007, the County will expend \$5,632,643 to CCS – <b>resulting in a savings of over \$1,140,775.</b>"</p> <p>-<b>Evaluation Committee to Board of Freeholders</b>, Monmouth County, NJ</p>
<b>Creativity</b>	<p>"CCS was able to creatively structure a contract that <b>managed skyrocketing inmate healthcare</b> costs in a manner that was consistent with our philosophy of care." "This was an amazing feat...I recommend CCS as a service provider without reservations."</p> <p>-<b>Gayle Harris, Director</b>, Durham County, NC</p>
<b>Accessibility</b>	<p>"Though you have experienced some growth during the past year, you have remained true to your <b>commitment of being accessible</b>... as a client I feel valued and this sets CCS apart from your competitors."</p> <p>-<b>Sheriff Robert McCabe</b>, Norfolk, VA (Previously with CMS and PHS)</p>
<b>Overall Quality</b>	<p>"Your company has managed to master the art of providing health care in the correctional environment while assisting the KDOC in keeping our costs for health care at a reasonable level." "<b>Our inmate grievances and lawsuits have reduced dramatically since CCS took over the contract. The rate of inmate overall satisfaction is the highest KDOC has ever experienced since contracted services began in 1988.</b>"</p> <p>-<b>Viola Riffin, Senior Contract Manager</b>, Kansas Department of Corrections (Previously with PHS and CMS)</p>
<p><b><i>Every client is a reference!</i></b> <b><i>Please call one or all of them, and ask how CCS is different.</i></b></p>	



## In Closing.....

Thank you for the opportunity to respond to this RFP for the State of West Virginia Regional Jail and Correctional Facility Authority. Our proposal has been developed to address the scope of work and the specific needs outlined in the RFP and related addenda.

The CCS Executive Team includes over 100 collective years of successful correctional experience. CCS is currently the fastest growing company in the correctional healthcare industry because our knowledge and experience allow us to deliver exceptional program quality and value for our clients. As the fourth largest company in our industry, CCS brings the strongest management experience, the best staffing model, an unparalleled technology platform and the operational expertise required to exceed the expectations and benchmarks of the RJCFA while meeting all local, state and national standards for correctional health care.

### Why CCS:

1. A proven track record of successfully managing state and multi-facility correctional contracts.
2. The industry's best UM program that has consistently saved our clients money.
3. A 100 percent success record in accreditation endeavors for CCS clients
4. CCS has **ERMA** – A comprehensive electronic operational program that improves efficiencies and provides continual patient management and reporting. **ERMA** is specifically designed for correctional healthcare and includes electronic records, appointment scheduling, UM functions and our exclusive electronic medication verification system. **ERMA** is the best way to track patient care within a multi-site correctional system and it provides almost unlimited data mining capabilities.
5. CCS has experience successfully integrating medical, mental health, substance abuse and recovery services and has successfully developed community linkage programs with area Mental Health Agencies. CCS realizes the value of local providers and has partnered with PSIMED because we believe this is the best way to manage mental health care and to provide continuity of care for this inmate population.
6. Excellent internal recruiting capabilities with 96 percent of all positions filled with full-time CCS staff. In fact, CCS has not even utilized an outside staffing agency at any location since January 2008.
7. A philosophy to provide the best local management for all clients. This includes opening a CCS regional office in Charleston, WV if we are awarded this contract.
8. CCS is one of the most financially stable companies in our industry. There is no need to worry about company financial issues affecting contract performance.



9. All CCS clients are references and each will attest to how CCS is different.
10. CCS has an impeccable malpractice history and has **never** lost a lawsuit
11. We want your business, and we know you want the very best!

Should you have any questions, please do not hesitate to contact me.

Respectfully,



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