



COST PROPOSAL FOR:
Inmate Medical Services
for the
West Virginia Regional Jail &
Correctional Facility Authority



ORIGINAL

BID DUE:

Thursday, August 27, 2009
1:30 p.m. ET

PREPARED FOR:

Mr. John Abbott
Senior Buyer
West Virginia Department of Administration
Purchasing Division
Building 15
2019 Washington Street, East
Charleston, West Virginia 25305-0130

SIGNATURE PAGE

WEXFORD HEALTH SOURCES, INC.,

FEIN #59-2363973

SUBMITS THIS PROPOSAL IN RESPONSE TO
Request for Quotes/Proposals # RJC672: Inmate Medical Services

ISSUED BY

State of West Virginia Department of Administration
for the
West Virginia Regional Jail & Correctional Facility Authority



Thursday, August 27, 2009 at 1:30 p.m. ET
This proposal is valid for a period of 180 days.

AUTHORIZED REPRESENTATIVE FOR WEXFORD HEALTH SOURCES, INC.

Daniel L. Conn
Executive Vice President & Chief Operating Officer



Authorized Signature



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
RJC672

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF
JOHN ABBOTT
304-558-2544

PURCHASING

RFQ COPY
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SHIP TO

**REGIONAL JAIL AND CORRECTIONAL FACILITY AUTHORITY
 JOBSITE
 SEE SPECIFICATIONS**

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
05/27/2009				
BID OPENING DATE: 06/30/2009		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		948-74	\$957,964.76 (per month)	\$11,495,577.12
PROFESSIONAL MEDICAL SERVICES REQUEST FOR PROPOSAL (RFP) OPEN-END CONTRACT TO PROVIDE INMATE MEDICAL SERVICES FOR THE WEST VIRGINIA REGIONAL JAIL & CORRECTIONAL AUTHORITY FACILITY, PER THE REQUEST FOR PROPOSAL (RFP) MANDATORY PRE-BID: JUNE 17, 2009; 10:00 AM WV REGIONAL JAIL AUTHORITY 1325 VIRGINIA STREET, EAST CHARLESTON, WV 25301 EXHIBIT 3 LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE. UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE Daniel L. Conn TELEPHONE (412) 937-8590 DATE August 26, 2009

TITLE Executive VP & COO FEIN 59-2363973 ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

GENERAL TERMS & CONDITIONS REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. All quotations are governed by the *West Virginia Code* and the *Legislative Rules* of the Purchasing Division
4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
5. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
6. Payment may only be made after the delivery and acceptance of goods or services.
7. Interest may be paid for late payment in accordance with the *West Virginia Code*
8. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
9. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
11. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract
12. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order
14. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (<http://www.state.wv.us/admin/purchase/vrc/hipaa.htm>) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
15. **WEST VIRGINIA ALCOHOL & DRUG-FREE WORKPLACE ACT:** If this Contract constitutes a public improvement construction contract as set forth in Article 1D, Chapter 21 of the West Virginia Code ("The West Virginia Alcohol and Drug-Free Workplace Act"), then the following language shall hereby become part of this Contract: "The contractor and its subcontractors shall implement and maintain a written drug-free workplace policy in compliance with the West Virginia Alcohol and Drug-Free Workplace Act, as set forth in Article 1D, Chapter 21 of the West Virginia Code. The contractor and its subcontractors shall provide a sworn statement in writing, under the penalties of perjury, that they maintain a valid drug-free work place policy in compliance with the West Virginia and Drug-Free Workplace Act. It is understood and agreed that this Contract shall be cancelled by the awarding authority if the Contractor: 1) Fails to implement its drug-free workplace policy; 2) Fails to provide information regarding implementation of the contractor's drug-free workplace policy at the request of the public authority; or 3) Provides to the public authority false information regarding the contractor's drug-free workplace policy "

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division.
2. **SPECIFICATIONS:** Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Complete all sections of the quotation form
4. Unit prices shall prevail in case of discrepancy
5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
6. **BID SUBMISSION:** All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
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<p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO FOUR (4) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</p> <p>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE 	Daniel L. Conn	TELEPHONE (412) 937-8590	DATE August 26, 2009
TITLE Executive VP & COO	FEIN 59-2363973	ADDRESS CHANGES TO BE NOTED ABOVE	

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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<p>RETAINED BY THE SPENDING UNIT.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>REV. 04/11/2001</p> <p>EXHIBIT 10</p> <p style="text-align: right;">REQUISITION NO.:</p> <p>ADDENDUM ACKNOWLEDGEMENT</p> <p>I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO M PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.</p> <p>ADDENDUM NO.'S:</p> <p>NO. 1 Received 6/25/2009</p> <p>NO. 2 Received 7/9/2009</p> <p>NO. 3 Received 7/20/2009</p> <p>NO. 4 Received 8/17/2009</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE 	Daniel L. Conn	TELEPHONE (412) 937-8590	DATE August 26, 2009
TITLE Executive VP & COO	FEIN 59-2363973	ADDRESS CHANGES TO BE NOTED ABOVE	

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State of West Virginia
 Department of Administration
 Purchasing Division
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VENDOR

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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>No. 5 Not applicable</p> <p>I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS.</p> <p>VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.</p> <p>..... SIGNATURE .Wexford Health Sources, Inc. COMPANY August 26, 2009 DATE</p> <p>NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE 	Daniel L. Conn	TELEPHONE (412) 937-8590	DATE August 26, 2009
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Request for Quotation

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RJC672

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ADDRESS CORRESPONDENCE TO ATTENTION OF
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 304-558-2544**

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MUNICIPALITY

SHIP TO

REGIONAL JAIL AND CORRECTIONAL
 FACILITY AUTHORITY
 JOBSITE
 SEE SPECIFICATIONS

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05/27/2009				

BID OPENING DATE: **06/30/2009** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
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THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:

SEALED BID

BUYER: JOHN ABBOTT (32)

RFQ. NO.: RJC672

BID OPENING DATE: 6/30/2009

BID OPENING TIME: 1:30 PM

PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:

(412) 937-8599

CONTACT PERSON (PLEASE PRINT CLEARLY):

WENDELYN PEKICH

***** THIS IS THE END OF RFQ RJC672 ***** TOTAL: \$11,495,577.12

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

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I. WEXFORD HEALTH COST PROPOSAL

Wexford Health is pleased to present the following price proposal to the West Virginia Regional Jail and Correctional Facility Authority (RJCF) for professional inmate medical services at ten regional jails and two correctional centers.

Our company was incorporated in 1992 for the sole purpose of providing health care services to correctional institutions. Developed throughout our 17 years of correctional experience at more than 250 prisons, jails, and juvenile detention centers, our programs combine industry expertise with innovative health care concepts. The result? Responsive, high quality service that also offers cost-saving opportunities.

Wexford Health is confident we can provide superior inmate care and service to the RJCF. Through our successful operations with the West Virginia Division of Corrections, we have significant dedicated in-state resources that can also support the RJCF contract. Our agreements with local providers and understanding of the Department of Health and Human Services payment methodologies will enable us to smoothly and efficiently transition care operations from the current contractor to Wexford Health.

Our proposal reflects the intimate knowledge and understanding we have gained throughout our 17 years of hands-on correctional experience. Wexford Health's offer meets all of the requirements of the Request for Quotation/Request for Proposal (RFQ/RFP) and will assist the RJCF not only with controlling health care costs, but also with increasing the quality of overall inmate care.

I.A. Pricing Methodology

Wexford Health has utilized the specifications (e.g., population levels, staffing requirements, offsite care aggregate limits, etc.) outlined in the RFQ/RFP and the State's responses to submitted questions to formulate our proposed pricing for the RJCF/DOC health services programs. As per the *4.5 Cost Proposal* form located on Page 49 of the RFP, Wexford Health based our pricing on the average aggregate facility population total of 4,160 inmates. Please refer to the table below for our proposed annual contract price for the RJCF population, as well as for the variable per diem rate that we will apply to population in excess of 4,160 inmates.

Our pricing includes cost estimates for the provision of a comprehensive onsite health program; offsite care (up to the contracted limitations); pharmaceuticals and pharmacy services; labor; quality improvement; utilization management; medical supplies; insurance; licenses; taxes; contract transition and implementation; establishment and maintenance of a regional office; and other miscellaneous operating expenses necessary for completion of the work as outlined in the RFP.

Our pricing also incorporates the annual aggregate limits described in the RFP. Wexford Health based our pricing on the assumption that the RJCF will be financially responsible for offsite care costs when those costs exceed the limits listed below.

- \$5,000 annual aggregate limit per inmate, per occurrence of illness or injury
- \$10,000 annual aggregate limit for illness or injury affecting more than one inmate

Additionally — at no extra cost to the RJCF — Wexford Health will implement our comprehensive utilization management (UM) and drug utilization review (DUR)

programs to accomplish the appropriate, cost-effective provision of health services. Please refer to Section V.A.4, Utilization Review Program and Section V.C.14.m, Drug Utilization Review of our Technical Proposal for a summary of these highly effective cost containment programs.

Wexford Health sincerely wants to do business with the RJCFA, as West Virginia is geographically contiguous to our headquarters in Pittsburgh, and we already have extensive resources within the RJCFA area of operations. Our goal is to provide the RJCFA with the lowest possible price, while covering our costs and making only a small profit for our company stakeholders. We recognize the extreme financial constraints being placed on state governments as a result of our nation's current financial crisis. Our bid price reflects our goal of containing/reducing RJCFA expenses to the greatest possible extent without negatively impacting inmate health care.

Wexford Health currently provides comprehensive health care services to all of the West Virginia DOC facilities; the overwhelming majority of Illinois Department of Corrections facilities; and all of the Mississippi Department of Corrections prisons, county regional facilities, and community work centers. We also provide comprehensive utilization management, provider network contracting, and claims processing services to the Maryland Department of Public Safety and Correctional Services. With these nationwide resources already in place, and our corporate offices within a short distance of West Virginia, Wexford Health can provide significant support and services for the RJCFA contract.

RFP-Required Pricing (includes catastrophic offsite care limitations)			
Contract Year	Population	Annual Contract Cost	Variable Per Diem
Year One	4,160	\$11,495,577	\$3 25

We have included the required Cost Proposal forms provided in RFP Section 4.5 at the end of this document in Cost Proposal Section I.E, Price Proposal Sheets.

I.A.1. Variable Cost per Diem Rate

Wexford Health has provided a variable cost per diem rate to adjust the State's compensation to us on those occasions when the actual RJCFA inmate population exceeds the bid population level described in the preceding section.

We calculated this per diem rate based on the variable costs associated with the provision of health services, as well as on other costs affected by changes in population, e.g., pharmaceuticals, offsite care, operating expenses, insurance, etc. We did not include staffing, equipment, or other more stable costs in the variable cost per diem rate, as these amounts remain constant in the face of moderate changes to the inmate population level.

Wexford Health will apply the variable cost per diem rate to any RJCFA inmates in excess of the bid population described above.

I.A.2. OPTIONAL Enhanced Dental Staffing

Wexford Health is also proposing optional enhanced dental staffing that will allow the RJCFA/DOC facilities to realize significant increases in dental productivity for

only a minimal cost. Our proposed changes include a slight increase in dental hours and the addition of Dental Assistants, to perform cleanings and other dental functions that do not require a license.

We have applied this dental staffing model extensively throughout our correctional contracts, and have found to be very successful in increasing dental productivity and access to care without resorting to expensive alternatives.

The presence of a Dental Assistant frees the Dentist from performing non-clinical, minor, or routine services, allowing him or her to work more time-efficiently. This results in improved inmate access to dental care for both urgent and non-urgent dental needs.

The table below outlines Wexford Health's proposed optional enhanced dental staffing. As required by the RFQ/RFP, the pricing for this optional program is contained only in our separately sealed Cost Proposal.

RJCFA Dental		Base	Enhanced
Eastern Regional Jail	Dentist	0.15	0.20
	Dental Assistant	0.00	0.20
Central Regional Jail	Dentist	0.10	0.15
	Dental Assistant	0.00	0.15
Southern Regional Jail	Dentist	0.15	0.20
	Dental Assistant	0.00	0.20
South Central Regional Jail	Dentist	0.15	0.20
	Dental Assistant	0.00	0.20
Northern Regional Jail & Northern Correctional Center	Dentist	0.25	0.30
	Dental Assistant	0.00	0.30
Southwestern Regional Jail	Dentist	0.15	0.20
	Dental Assistant	0.00	0.20
Potomac Highlands Regional Jail	Dentist	0.10	0.15
	Dental Assistant	0.00	0.15
North Central Regional Jail	Dentist	0.20	0.30
	Dental Assistant	0.00	0.30
Western Regional Jail	Dentist	0.25	0.30
	Dental Assistant	0.00	0.30
Tygart Valley Regional Jail	Dentist	0.15	0.20
	Dental Assistant	0.00	0.20

Total Proposed Additional Dental Hours	Dentist	1.65	2.20
	Dental Assistant	0.00	2.20

Proposed Increase in Dental Hours	Dentist	0.55
	Dental Assistant	2.20

Through relatively minor increases to current Dentist hours at the RJCFA facilities, and the addition of Dental Assistants, **Wexford Health's optional enhanced dental staffing offers the RJCFA a superior level of dental care for only an additional \$195,500 per contract year.** Should the RJCFA choose to utilize additional

Dentist hours only, or additional Dental Assistant hours only, the associated pricing would be as shown below.

Additional 0.55 FTE Dentist only: \$99,500 per contract year

Additional 2.20 FTE Dental Assistant only: \$96,000 per contract year

I.B. Price Components

Wexford Health derived our pricing from an analysis of the RFP, the State's responses to submitted questions, and our years of experience providing inmate health services for statewide correctional systems and jail facilities similar in size and scope to those of the RJCFA. While we used the best information available to forecast these costs, please see Section I.D.1, Reliability of this document for further details concerning information supplied by the State.

I.B.1. Staffing

As required by the RFP and the State's responses to submitted questions, Wexford Health based our pricing on the current staffing levels at the RJCFA/DOC facilities.

I.B.2. Employee Benefits and Salaries

Wexford Health's proposal includes cost-per-hour pricing based upon information from the U.S. Department of Labor Bureau of Labor Statistics, State-provided data, our own research into the current West Virginia health care marketplace, and our actual experience in providing health services for not only the West Virginia Division of Corrections, but also correctional systems and jails of similar size and scope to those of the RJCFA.

We used the best available information to prepare the Salary and Fringe Benefits component of our pricing. The labor rates utilized in this proposal will allow Wexford Health to adequately hire and retain quality health care staff in the face of a national provider and nursing shortage. We did not add additional dollars to cover inflation or risk factors, as doing so would have added potentially unnecessary cost to the contract.

Wexford Health's benefit package includes paid time off (vacation, holiday, and sick leave), health insurance, and life insurance. Our pricing includes all costs associated with allowable overtime, shift differential, payroll taxes, workers compensation, and unemployment.

I.B.3. Insurance

We have included in our pricing the costs associated with maintaining comprehensive malpractice coverage for those Wexford Health-employed clinicians necessary to provide health care services at the levels stipulated in the RFQ/RFP and answers to questions.

This expense also includes Wexford Health's costs for comprehensive liability coverage for those functional areas necessary to provide health care services at the levels stipulated in the RFQ/RFP.

I.B.4. Ancillary Expenses

Wexford Health based our estimated cost for onsite laboratory and radiological services on our analysis of State-provided statistics and historical data for other statewide correctional systems and jail facilities similar in size and scope to those of the RJCFA.

I.B.5. Hospitalization and Offsite Care

Based on the RFQ/RFP and the State's response to questions, Wexford Health has assumed that offsite health care services in the base bids will be the financial responsibility of the vendor (up to a \$5,000 annual aggregate limit per inmate, per occurrence of illness or injury; and a \$10,000 annual aggregate limit for illness or injury affecting more than one inmate). We believe our comprehensive utilization management program (described in detail in Technical Proposal Section V.A.4, Utilization Review Program) will substantially lower RJCFA offsite care costs.

I.B.5.a. Impact of Wexford Health UM Program on Client Expenses

Wexford Health provides comprehensive health care services within a wide spectrum of correctional environments, including statewide correctional systems and jail facilities similar in size and scope to those of the RJCFA. Throughout our contacts with these sites, we have been very successful in reducing offsite care costs through effective utilization management.

At a western county jail complex, Wexford Health has an aggregate cap contract model for offsite care. Through dedication and interest in saving the county money, we have been able to keep the county's offsite care expenses under the FY 2009 annual aggregate cap. With an increasingly aging and acute inmate population, Wexford Health is proud of this accomplishment and would work diligently to provide the same cost savings programs to the RJCFA.

For one of our East Coast utilization management contracts, we were able to reduce offsite encounters in FY 2009 to the point where Wexford Health was awarded 100% of the contractual incentive to perform such duties while still providing excellent inmate care.

At a multi-facility Jail client in the Midwest, Wexford Health had a significant positive impact on the county's costs for offsite care. Over a three-year period, we realized an 18.2% decrease in the county's actual offsite care costs, while during that same time period the average inflation rate for such care was more than 18.5%. This cost reduction — even more impressive in the face of the client's double-digit population increase over the indicated time period — can be attributed to Wexford Health's unique, industry-leading utilization management program.

Wexford Health also achieved major reductions in offsite care utilization and costs for another county sheriff's office, a current multi-facility client. Since 2003, we have been able to realize an 11% decrease in actual offsite care costs, while the average inflation rate for such care was more than 12% for the same period of time. The savings we describe were generated from a 44.64% reduction in inpatient days, along with a 50.54% reduction in Emergency Room visits.

Through aggressive application of our UM program, Wexford Health shifted services for these clients from the most expensive options to less expensive, more controlled alternatives, achieving the cost savings without negatively impacting the quality of patient care provided.

Wexford Health will implement our comprehensive UM program in order to not only ensure the quality, efficiency, and effectiveness of clinical care, but also to control or reduce RJCFA expenses for offsite services (and associated transportation and security costs). Please refer to Section V.A.3, Cost Containment Programs of our Technical Proposal for a summary of the cost containment programs that Wexford Health is willing to provide at no additional cost to the State.

1.B.6. Pharmaceutical Services

Wexford Health understands we are responsible for the procurement, payment, inventory control, administration, and disposal of all medical, mental health and dental pharmaceuticals, including psychotropics and HIV/AIDS medications at the RJCFA/DOC facilities.

We will also provide the RJCFA with pharmacy services and a drug utilization review (DUR) program that is designed to control costs and demonstrate cost reductions. Wexford Health's pricing reflects our outstanding DUR program and our commitment to manage pharmacy expenditures and realize savings in pharmacy utilization.

1.B.7. Equipment (Medical and Office)

Wexford Health understands that the State will allow our personnel to use all State-owned onsite medical and office equipment, and that we will be responsible for maintenance, and repair of such equipment. We further understand that we are responsible for any additional equipment necessary to provide the inmate medical services required by the terms of the RFQ/RFP and the contract.

1.B.8. Supplies (Medical and Dental)

Wexford Health understands that we are responsible for the cost of durable medical aids, dental prostheses, dental appliances, other prostheses as required by law, and any other medical supplies necessary to provide RJCFA/DOC inmates with the services outlined in the RFP.

1.B.9. Telemedicine

Please see Technical Proposal Section V.C.9.c, Specialty Care via Telemedicine for a complete description of Wexford Health's telemedicine experience and our proposed program to expand the use of telemedicine at the RJCFA facilities (where applicable). Wexford Health's base pricing includes the provision of basic telemedicine equipment, including electronic stethoscopes and other general scopes.

1.B.10. Corporate Overhead

Wexford Health's management fee/overhead includes the costs that we will incur at our corporate office to support the RJCFA contract. These costs pertain to areas including human resources (recruiting, labor relations, payroll, benefits); risk management; purchasing; finance; information technology; marketing and

communications; quality assurance; utilization management; pharmacy management; claims review; and provider contracting and credentialing.

Wexford Health will dedicate a wide variety of regional office- and Pittsburgh-based staff and resources to the RJCFA contract. Though we did not specifically list FTE levels for these employees on our site-level staffing plans, these resources will include (but not be limited to) the staff listed below.

- Vice President and/or Director of Operations
- Two (2) dedicated Regional Managers
- Regional Medical Director
- Regional Pharmacist
- Regional Administrative Assistant
- Corporate Compliance Auditor (Quality Management)
- Comprehensive Human Resources support
 - Recruiter(s)
 - Risk management staff
 - Payroll clerk(s)
 - Training Specialist
- Comprehensive information technology support, including Network Administrator
- Accounts payable & accounts receivable clerks
- Financial reporting analyst
- Claims processor(s)
- Comprehensive utilization management support
 - UM physician
 - UM nurse(s)
- Legal counsel or representation by a law firm, if necessary

In addition, each member of Wexford Health's Senior Management Team (chief administrative officers, corporate clinical and administrative directors, and managers) will devote as much time and resources as necessary to ensure the success of the RJCFA contract.

Wexford Health typically achieves greater than 98% retention of existing incumbent staff (assuming they meet all clinical requirements and remain acceptable to the client). If awarded the RJCFA contract, we will give hiring preference to existing Regional Office management staff of the incumbent vendor, including making every effort to retain Ms. Rebecca Davis RN, BSN, CCHP, current Vice President of WV Operations for the RJCFA contract.

I.B.11. Annual Increase/Contract Renewal

Wexford Health understands that this is a one-year contract, with four subsequent one-year possible extensions. Given the explosive rise in health and malpractice insurance costs and the national nursing and provider shortage, Wexford Health agrees that annual increases to the contract value be considered on a pass-through cost basis at the time of renewal and not be tied to the U.S. Department of Labor Consumer Price Index. Wexford Health will work with the State to reach mutual agreement on extension terms for future years, based on the actual costs for health services that were experienced during the initial term, and projections at the time of extension.

I.C. Assumptions

After reviewing the RFQ/RFP and all subsequently published supporting materials, there still exist some gray areas of the solicitation open to varying interpretations. Wexford Health has therefore used the most logical interpretation of the RFQ/RFP, its appendices, addenda, responses to submitted questions, and other data that the State provided, to formulate the following key assumptions, which we used to prepare our pricing. Please note that any changes to these assumptions may have significant impact on Wexford Health's figures and the prices in our proposals will need to be adjusted accordingly.

1. Wexford Health will be permitted to use all State-owned medical equipment currently at the RJCFA facilities.
2. Wexford Health will be permitted to use all State-owned office equipment currently at the RJCFA facilities.
3. Per the RFQ/RFP, Wexford Health based our pricing on a bid population of 4,160 for the RJCFA/DOC facilities. In the event that the actual inmate population exceeds this level in any calendar month, the State will adjust our monthly payment using the established variable cost per diem rate for the appropriate contract year.
4. If it is deemed necessary to increase the number of onsite staff for the RJCFA/DOC facilities, Wexford Health will have an opportunity to negotiate the FTE positions, rates, and fees.
5. The caps in the contract (\$5,000 annual aggregate limit per inmate, per occurrence of illness or injury; \$10,000 annual aggregate limit for illness or injury affecting more than one inmate) include all costs related to inpatient hospitalization, outpatient surgery, other outpatient referrals, emergency room visits, ambulance transportation, dialysis, and offsite diagnostic testing (laboratory and X-ray).
6. Wexford Health is not financially responsible for any offsite care costs for federal inmates; these costs are the financial responsibility of the agency of record.

7. Wexford Health is not financially responsible for any prescription pharmaceuticals or pharmacy services costs for federal inmates; these costs are the financial responsibility of the agency of record.

I.D. General Understandings

I.D.1. Reliability

Wexford Health prepared this proposal and pricing based on information and statistical data from the Request for Proposal, exhibits, responses to submitted questions, and other data that the County provided. We request contract language allowing for negotiations to adjust compensation in the case of material cost increases due to inaccurate or incomplete information.

I.D.2. Force Majeure

Wexford Health's failure to perform any term or condition of the contract as a result of conditions beyond our control such as, but not limited to, accidents, fires, explosions, earthquakes, floods, acts of God, acts of public enemies, war, governmental restrictions, riots, strikes or labor disputes, labor shortages, lack of County resources, failure of the County to provide proper security services, failure of transportation, power failures, or damage or destruction of any network facilities or servers, shall not be deemed a breach of this contract.

I.D.3. Other General Understandings

Wexford Health will not be financially responsible for any neonatal or newborn care. It is understood and agreed that Wexford Health will treat obstetric services and actual delivery, whether natural or via Cesarean section, up to the annual limits.

Wexford Health will not be financially responsible for elective types of services, such as cosmetic surgery; sex change surgery (including treatment or related cosmetic procedures); contraceptive care including elective vasectomy (or reversal of such) and tubal ligation (or reversal of such); cosmetic breast reduction; extraordinary and/or experimental care; and/or other elective care which, for the purposes of this contract, shall mean care which if not provided would not, in the opinion of the Medical Director, cause the inmate's health to deteriorate or cause definite and/or irreparable harm to the inmate's physical status.

Wexford Health will not be financially responsible for autopsies.

Wexford Health will not be financially responsible for (a) any organ or other transplant, including, but not limited to bone marrow, cornea, kidney, liver, heart, or lung transplants or (b) any related transplant costs, including, but not limited to labs, testing, pharmaceuticals, pre- or post-op follow-up care, ongoing care related to a transplant, etc.

Wexford Health will not be financially responsible for any medications for the treatment of bleeding disorders, including, but not limited to Factor VIII and IX.

The addition or expansion of facilities; new policies, procedures, regulations, and/or laws; the unionization of staff; or medical/pharmaceutical advances may necessitate changes to the terms of the contract in order to maintain agreed-upon operational, administrative, and other levels of performance. In such cases, Wexford Health will

have the opportunity to negotiate with the State for appropriate additional compensation.

I.E. Price Proposal Sheets

The following pages contain completed copies of the *Cost Proposal* forms provided in RFP Section 4.5.

4.5 Cost Proposal

Facility Name	Unit Cost	Extended Cost
Central Regional Jail - Monthly Cost	\$64,430 x 12	\$773,159
Daily Cost per inmate over 250 Avg	\$3.25 x 7	\$22.75
Eastern Regional Jail - Monthly Cost	\$88,994 x 12	\$1,067,932
Daily Cost per inmate over 375 Avg	\$3.25 x 7	\$22.75
Northern Regional Jail - Monthly Cost *	\$58,795 x 12	\$705,534
Daily Cost per inmate over 300 Avg	\$3.25 x 7	\$22.75
North Central Regional Jail - Monthly Cost	\$110,380 x 12	\$1,324,564
Daily Cost per inmate over 525 Avg	\$3.25 x 7	\$22.75
Potomac Highlands Regional Jail - Monthly Cost	\$65,665 x 12	\$787,982
Daily Cost per inmate over 250 Avg	\$3.25 x 7	\$22.75
South Central Regional Jail - Monthly Cost	\$132,029 x 12	\$1,584,349
Daily Cost per inmate over 450 Avg	\$3.25 x 7	\$22.75
Southern Regional Jail - Monthly Cost	\$100,908 x 12	\$1,210,897
Daily Cost per inmate over 475 Avg	\$3.25 x 7	\$22.75
Southwestern Regional Jail - Monthly Cost	\$82,360 x 12	\$988,325
Daily Cost per inmate over 375 Avg	\$3.25 x 7	\$22.75
Western Regional Jail - Monthly Cost	\$104,887 x 12	\$1,258,639
Daily Cost per inmate over 500 Avg	\$3.25 x 7	\$22.75
Tygart Valley Regional Jail - Monthly Cost	\$76,325 x 12	\$915,900
Daily Cost per inmate over 350 Avg	\$3.25 x 7	\$22.75
Northern Correctional Center - Monthly Cost *	\$49,488 x 12	\$593,850
Daily Cost per inmate over 250 Avg	\$3.25 x 7	\$22.75
Ohio County Correctional Center - Monthly Cost	\$23,704 x 12	\$284,446
Daily Cost per inmate over 60 Avg	\$3.25 x 7	\$22.75
GRAND TOTAL		\$11,495,850
* Unit Cost box: 12 = months/year; 7 = days (an arbitrary # for bidding purposes only)		
* Multiply the monthly fee (\$) by 12 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		

Per page 6 of Addendum # 4 and the response that there is no "breakout" of the medical staff at the NRJ & NCC, Wexford Health has prorated the costs on this sheet for the NRJ and NCC based on population. NRJ received 300/550ths of the total cost and NCC received 250/550ths of the total cost

Central Regional Jail 300 Days Drive Flatwoods, (Braxton County) WV 26601	RJCFA
Total monthly all inclusive fee for Medical/Mental Health Services	\$64,430
Total annualized all inclusive fee for Medical/Mental Health Services	\$773,159
Vendor must also provide an annualized itemized proposal cost to include:	
Salaries	\$436,804
Associated Benefits	\$77,760
Pharmaceuticals	\$70,752
<i>Provide Vendor Name & Location:</i> Boswell Pharmacy Services 131 Schoolhouse Road Jennerstown PA 15547	
Optical	\$300
<i>Provide Vendor Name & Location:</i> N-Focus Optical Labs 500 17th Street Vienna WV 26105	
Other Miscellaneous Supplies	\$6,955
Contract Mental Health	\$35,430
Subcontractor Name <i>Psimed, Inc.</i>	
Hospital	\$41,794
Specialty Consult, referrals, ect.	\$38,275
Malpractice	\$11,762
Administrative Overhead/Management Fee	\$44,211
Any other cost - Please List: <i>Technology, waste removal, telephone, telemedicine, advertising, rental equipment, dues & subs, postage, travel, education.</i>	\$9,116

Eastern Regional Jail 94 Grapevine Road Martinsburg, (Berkeley County) WV 25401	RJCFA
Total monthly all inclusive fee for Medical/Mental Health Services	\$88,994
Total annualized all inclusive fee for Medical/Mental Health Services	\$1,067,932
Vendor must also provide an annualized itemized proposal cost to include:	
Salaries	\$589,612
Associated Benefits	\$108,142
Pharmaceuticals	\$106,128
<i>Provide Vendor Name & Location:</i> Boswell Pharmacy Services 131 Schoolhouse Road Jennerstown, PA 15547	
Optical	\$451
<i>Provide Vendor Name & Location:</i> N-Focus Optical Labs 500 17th Street Vienna, WV 26105	
Other Miscellaneous Supplies	\$10,432
Contract Mental Health	\$35,430
Subcontractor Name <i>Psimed, Inc.</i>	
Hospital	\$62,691
Specialty Consult, referrals, ect.	\$57,412
Malpractice	\$17,643
Administrative Overhead/Management Fee	\$66,317
Any other cost - Please List: <i>Technology, waste removal, telephone, telemedicine, advertising, rental equipment, dues & subs, postage, travel, education.</i>	\$13,674



Northern Regional Jail RD2 Box 1 Moundsville, (Marshall County) WV 26041	RJCFA
Total monthly all inclusive fee for Medical/Mental Health Services	\$58,795
Total annualized all inclusive fee for Medical/Mental Health Services	\$705,534
Vendor must also provide an annualized itemized proposal cost to include:	
Salaries	\$340,525
Associated Benefits	\$61,781
Pharmaceuticals	\$84,903
<i>Provide Vendor Name & Location:</i> Boswell Pharmacy Services 131 Schoolhouse Road Jennerstown, PA 15547	
Optical	\$361
<i>Provide Vendor Name & Location:</i> N-Focus Optical Labs 500 17th Street Vienna, WV 26105	
Other Miscellaneous Supplies	\$8,345
Contract Mental Health	\$35,430
Subcontractor Name <i>Psimed, Inc.</i>	
Hospital	\$50,153
Specialty Consult, referrals, ect.	\$45,930
Malpractice	\$14,114
Administrative Overhead/Management Fee	\$53,053
Any other cost - Please List: <i>Technology, waste removal, telephone, telemedicine, advertising, rental equipment, dues & subs, postage, travel, education.</i>	\$10,940

Per page 6 of Addendum # 4 and the response that there is no "breakout" of the medical staff at the NRJ & NCC, Wexford Health has prorated the costs on this sheet for the NRJ and NCC based on population. NRJ received 300/550ths of the total cost of the two facilities

North Central Regional Jail #1 Lois Lane Greenwood, (Doddridge County) WV 26415	RJCFA
Total monthly all inclusive fee for Medical/Mental Health Services	\$110,380
Total annualized all inclusive fee for Medical/Mental Health Services	\$1,324,564
Vendor must also provide an annualized itemized proposal cost to include:	
Salaries	\$667,851
Associated Benefits	\$117,276
Pharmaceuticals	\$148,580
<i>Provide Vendor Name & Location:</i> Boswell Pharmacy Services 131 Schoolhouse Road Jennerstown PA 15547	
Optical	\$631
<i>Provide Vendor Name & Location:</i> N-Focus Optical Labs 500 17th Street Vienna, WV 26105	
Other Miscellaneous Supplies	\$14,604
Contract Mental Health	\$70,790
Subcontractor Name <i>Psimed, Inc.</i>	
Hospital	\$87,767
Specialty Consult, referrals, ect.	\$80,377
Malpractice	\$24,700
Administrative Overhead/Management Fee	\$92,843
Any other cost - Please List: <i>Technology, waste removal, telephone, telemedicine, advertising, rental equipment, dues & subs, postage, travel, education.</i>	\$19,144



Potomac Highlands Regional Jail 13 Dolan Drive Augusta, (Hampshire County) WV 26704	RJCFA
Total monthly all inclusive fee for Medical/Mental Health Services	\$65,665
Total annualized all inclusive fee for Medical/Mental Health Services	\$787,982
Vendor must also provide an annualized itemized proposal cost to include:	
Salaries	\$448,438
Associated Benefits	\$80,950
Pharmaceuticals	\$70,752
<i>Provide Vendor Name & Location:</i> Boswell Pharmacy Services 131 Schoolhouse Road Jennerstown PA 15547	
Optical	\$300
<i>Provide Vendor Name & Location:</i> N-Focus Optical Labs 500 17th Street Vienna WV 26105	
Other Miscellaneous Supplies	\$6,955
Contract Mental Health	\$35,430
Subcontractor Name <i>Psimed, Inc.</i>	
Hospital	\$41,794
Specialty Consult, referrals, ect.	\$38,275
Malpractice	\$11,762
Administrative Overhead/Management Fee	\$44,211
Any other cost - Please List: <i>Technology, waste removal, telephone, telemedicine, advertising, rental equipment, dues & subs, postage, travel, education.</i>	\$9,116

South Central Regional Jail (includes forensic) 1002 Centre Way Charleston, (Kanawha County) WV 25309	RJCFA
Total monthly all inclusive fee for Medical/Mental Health Services	\$132,029
Total annualized all inclusive fee for Medical/Mental Health Services	\$1,584,349
Vendor must also provide an annualized itemized proposal cost to include:	
Salaries	\$894,880
Associated Benefits	\$167,062
Pharmaceuticals	\$127,354
<i>Provide Vendor Name & Location:</i> Boswell Pharmacy Services 131 Schoolhouse Road Jennerstown, PA 15547	
Optical	\$541
<i>Provide Vendor Name & Location:</i> N-Focus Optical Labs 500 17th Street Vienna, WV 26105	
Other Miscellaneous Supplies	\$12,518
Contract Mental Health	\$120,710
Subcontractor Name <i>Psimed, Inc.</i>	
Hospital	\$75,229
Specialty Consult, referrals, ect.	\$68,895
Malpractice	\$21,171
Administrative Overhead/Management Fee	\$79,580
Any other cost - Please List: <i>Technology, waste removal, telephone, telemedicine, advertising, rental equipment, dues & subs, postage, travel, education.</i>	\$16,409

Southern Regional Jail 1200 Airport Road Beaver, (Raleigh County) WV 25813	RJCFA
Total monthly all inclusive fee for Medical/Mental Health Services	\$100,908
Total annualized all inclusive fee for Medical/Mental Health Services	\$1,210,897
Vendor must also provide an annualized itemized proposal cost to include:	
Salaries	\$592,987
Associated Benefits	\$109,587
Pharmaceuticals	\$134,429
<i>Provide Vendor Name & Location:</i> Boswell Pharmacy Services 131 Schoolhouse Road Jennerstown, PA 15547	
Optical	\$571
<i>Provide Vendor Name & Location:</i> N-Focus Optical Labs 500 17th Street Vienna WV 26105	
Other Miscellaneous Supplies	\$13,214
Contract Mental Health	\$84,310
Subcontractor Name <i>Psimed, Inc.</i>	
Hospital	\$79,409
Specialty Consult, referrals, ect.	\$72,722
Malpractice	\$22,348
Administrative Overhead/Management Fee	\$84,001
Any other cost - Please List: <i>Technology, waste removal, telephone, telemedicine, advertising, rental equipment, dues & subs, postage, travel, education.</i>	\$17,321

Southwestern Regional Jail Earl Ray Tomblin Industrial Park #13 Gaston Capertown Drive Holden, (Logan County) WV 25625	RJCFA
Total monthly all inclusive fee for Medical/Mental Health Services	\$82,360
Total annualized all inclusive fee for Medical/Mental Health Services	\$988,325
Vendor must also provide an annualized itemized proposal cost to include:	
Salaries	\$505,050
Associated Benefits	\$92,298
Pharmaceuticals	\$106,128
<i>Provide Vendor Name & Location:</i> Boswell Pharmacy Services 131 Schoolhouse Road Jennerstown PA 15547	
Optical	\$451
<i>Provide Vendor Name & Location:</i> N-Focus Optical Labs 500 17th Street Vienna, WV 26105	
Other Miscellaneous Supplies	\$10,432
Contract Mental Health	\$56,230
Subcontractor Name <i>Psimed, Inc.</i>	
Hospital	\$62,691
Specialty Consult, referrals, ect.	\$57,412
Malpractice	\$17,643
Administrative Overhead/Management Fee	\$66,317
Any other cost - Please List: <i>Technology, waste removal, telephone, telemedicine, advertising, rental equipment, dues & subs, postage, travel, education.</i>	\$13,674

Western Regional Jail One O'Hanlon Place Bareboursville, (Cabell County) WV 25504	RJCFA
Total monthly all inclusive fee for Medical/Mental Health Services	\$104,887
Total annualized all inclusive fee for Medical/Mental Health Services	\$1,258,639
Vendor must also provide an annualized itemized proposal cost to include:	
Salaries	\$621,495
Associated Benefits	\$120,024
Pharmaceuticals	\$141,504
<i>Provide Vendor Name & Location:</i> Boswell Pharmacy Services 131 Schoolhouse Road Jennerstown, PA 15547	
Optical	\$601
<i>Provide Vendor Name & Location:</i> N-Focus Optical Labs 500 17th Street Vienna, WV 26105	
Other Miscellaneous Supplies	\$13,909
Contract Mental Health	\$70,790
Subcontractor Name <i>Psimed, Inc.</i>	
Hospital	\$83,588
Specialty Consult, referrals, ect	\$76,549
Malpractice	\$23,524
Administrative Overhead/Management Fee	\$88,422
Any other cost - Please List: <i>Technology, waste removal, telephone, telemedicine, advertising, rental equipment, dues & subs, postage, travel, education.</i>	\$18,233

Tygart Valley Regional Jail 400 Abbey Road Belington, (Randolph County) WV 26250	RJCFA
Total monthly all inclusive fee for Medical/Mental Health Services	\$76,325
Total annualized all inclusive fee for Medical/Mental Health Services	\$915,900
Vendor must also provide an annualized itemized proposal cost to include:	
Salaries	\$464,052
Associated Benefits	\$83,187
Pharmaceuticals	\$99,053
<i>Provide Vendor Name & Location:</i> Boswell Pharmacy Services 131 Schoolhouse Road Jennerstown, PA 15547	
Optical	\$421
<i>Provide Vendor Name & Location:</i> N-Focus Optical Labs 500 17th Street Vienna WV 26105	
Other Miscellaneous Supplies	\$9,736
Contract Mental Health	\$56,230
Subcontractor Name <i>Psimed, Inc.</i>	
Hospital	\$58,512
Specialty Consult, referrals, ect.	\$53,585
Malpractice	\$16,467
Administrative Overhead/Management Fee	\$61,895
Any other cost - Please List: <i>Technology, waste removal, telephone, telemedicine, advertising, rental equipment, dues & subs, postage, travel, education.</i>	\$12,763

Northern Correctional Center RD2 Box 1 Moundsville, (Marshall County) WV 26041	RJCFA
Total monthly all inclusive fee for Medical/Mental Health Services	\$49,488
Total annualized all inclusive fee for Medical/Mental Health Services	\$593,850
Vendor must also provide an annualized itemized proposal cost to include:	
Salaries	\$283,771
Associated Benefits	\$51,484
Pharmaceuticals	\$70,752
<i>Provide Vendor Name & Location:</i> Boswell Pharmacy Services 131 Schoolhouse Road Jennerstown PA 15547	
Optical	\$300
<i>Provide Vendor Name & Location:</i> N-Focus Optical Labs 500 17th Street Vienna, WV 26105	
Other Miscellaneous Supplies	\$6,955
Contract Mental Health	\$35,430
Subcontractor Name <i>Psimed, Inc.</i>	
Hospital	\$41,794
Specialty Consult, referrals, ect.	\$38,275
Malpractice	\$11,762
Administrative Overhead/Management Fee	\$44,211
Any other cost - Please List: <i>Technology, waste removal, telephone, telemedicine, advertising, rental equipment, dues & subs, postage, travel, education.</i>	\$9,116

Per page 6 of Addendum # 4 and the response that there is no "breakout" of the medical staff at the NRJ & NCC, Wexford Health has prorated the costs on this sheet for the NRJ and NCC based on population NCC received 250/550ths of the total cost of the two facilities.



Ohio County Correctional Center One O'Hanlon Place Bareboursville, (Cabell County) WV 25504	RJCFA
Total monthly all inclusive fee for Medical/Mental Health Services	\$23,704
Total annualized all inclusive fee for Medical/Mental Health Services	\$284,446
Vendor must also provide an annualized itemized proposal cost to include:	
Salaries	\$177,866
Associated Benefits	\$35,271
Pharmaceuticals	\$16,981
<i>Provide Vendor Name & Location:</i> Boswell Pharmacy Services 131 Schoolhouse Road Jennerstown, PA 15547	
Optical	\$72
<i>Provide Vendor Name & Location:</i> N-Focus Optical Labs 500 17th Street Vienna, WV 26105	
Other Miscellaneous Supplies	\$1,669
Contract Mental Health	\$17,750
Subcontractor Name <i>Psimed, Inc.</i>	
Hospital	\$10,031
Specialty Consult, referrals, ect.	\$9,186
Malpractice	\$2,823
Administrative Overhead/Management Fee	\$10,611
Any other cost - Please List: <i>Technology, waste removal, telephone, telemedicine, advertising, rental equipment, dues & subs, postage, travel, education.</i>	\$2,188