



West Virginia Purchasing Division

2019 Washington Street, East
Charleston, WV 25305
Telephone: 304-558-2306
General Fax: 304-558-6026
Bid Fax: 304-558-3970

The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header

List View

General Information

Procurement Folder: 180709

SO Doc Code: CRFQ

Procurement Type: Central Contract - Fixed Amt

SO Dept: 0506

Vendor ID: 000000161584

SO Doc ID: BPH1700000001

Legal Name: COLLABORATIVE FUSION INC

Published Date: 9/16/16

Alias/DBA:

Close Date: 9/28/16

Total Bid: \$1,159,000.00

Close Time: 13:30

Response Date: 09/28/2016

Status: Closed

Response Time: 11:45

Solicitation Description: Addendum #1 - EMS Data System

Total of Header Attachments: 0

Total of All Attachments: 0



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

**State of West Virginia
 Solicitation Response**

Proc Folder : 180709
Solicitation Description : Addendum #1 - EMS Data System
Proc Type : Central Contract - Fixed Amt

Date issued	Solicitation Closes	Solicitation Response	Version
	2016-09-28 13:30:00	SR 0506 ESR09281600000001326	1

VENDOR
000000161584 COLLABORATIVE FUSION INC

Solicitation Number: CRFQ 0506 BPH1700000001

Total Bid : \$1,159,000.00 **Response Date:** 2016-09-28 **Response Time:** 11:45:12

Comments:

FOR INFORMATION CONTACT THE BUYER
 April Battle
 (304) 558-0067
 april.e.battle@wv.gov

Signature on File	FEIN #	DATE
--------------------------	---------------	-------------

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	EMS Credential and Licensing System - Year One				\$572,500.00

Comm Code	Manufacturer	Specification	Model #
42171909			

Extended Description : EMS Credential and Licensing System - Year One

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	EMS Credential and Licensing System - Year Two Optional				\$195,500.00

Comm Code	Manufacturer	Specification	Model #
42171909			

Extended Description : EMS Credential and Licensing System - Year Two Optional Renewal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	EMS Credential and Licensing System - Year Three Optional				\$195,500.00

Comm Code	Manufacturer	Specification	Model #
42171909			

Extended Description : EMS Credential and Licensing System - Year Three Optional Renewal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	EMS Credential and Licensing System - Year Four Optional				\$195,500.00

Comm Code	Manufacturer	Specification	Model #
42171909			

Extended Description : EMS Credential and Licensing System - Year Four Optional Renewal



CRFQ 0506 BPH1700000001 EMS Credentialing / Licensing and Hospital Bed Tracking System

September 28, 2016

Max Wippich

Director, Business Development

Intermedix
424 Church Street
Suite 1500
Nashville, TN 37219

414-721-9729 | Max.Wippich@intermedix.com

April Battle

Buyer 22

West Virginia Office of Emergency Medical Services
Department of Administration, Purchasing Division
2019 Washington Street East
Charleston, WV 25305

304-558-0067 | April.E.Battle@wv.gov

September 28, 2016

Ms. April Battle, Buyer 22
West Virginia Office of Emergency Medical Services
Department Of Administration, Purchasing Division
2019 Washington St E
Charleston, WV 25305
April.E.Battle@wv.gov

RE: CRFQ 0506 BPH170000001

Dear Ms. Battle and Review Committee:

Intermedix is pleased to respond to the Commonwealth of West Virginia Office of Emergency Medical Services Request for Quote with our enclosed bid for various technologies and services related to the Commonwealth's EMS data, credentialing/licensing, hospital bed coordination, and system performance improvement programs and initiatives.

The core of our bid is straightforward—Intermedix thoroughly understands the scope of delivery being requested, as we have carefully and thoroughly monitored the solutions and services traditionally provided by the University of North Carolina EMS Performance Improvement Center (UNC EMS PIC). Intermedix offers commercial technologies that can, in short order, replace PREMIS, CIS and SMARTT with predominantly off-the-shelf software. In doing so, we will deliver tools that are cutting edge, battle-tested, mature, and that are currently being used by many other states of similar composition to West Virginia. We acknowledge that software customization will be needed to meet specific objectives identified by the Commonwealth, and we are thoroughly prepared to undertake those efforts to ensure your complete satisfaction.

As matter of procedure, in accordance with the format of the Exhibit A/Pricing Page and the 'spirit' of a Request for Quote (RFQ) process, we have provided only a single aggregate cost for each year, which includes all components together. Given that individual items contribute very differently to the overall total, we will happily provide a more detailed quotation at your request. Intermedix has also identified several areas of potential cost savings, and we note that individual components (such as the "Hospital Bed Tracking" or "EMS Run Reporting") are capable of being implemented for well under \$50,000; we welcome the opportunity to further present these findings and details, if permitted in the RFQ process.

Intermedix is a recognized leader in the EMS and pre-hospital domain; we have offered EMS solutions for nearly 40 years, and currently count some of the largest pre-hospital agencies in the world as our clients. We have thoroughly reviewed the specifications provided and have specific, measurable and relevant experience in each of the key areas that we have noted in the RFQ documents.

These include:

- **General Specifications:** Intermedix has supported the West Virginia Department of Health and Human Resources for the past 12 years (since 2004). Today, we continue to deliver technology, project management, and compliance with various federal certifications and standards programs and our approach for delivering the requested services and technology for WVDHHR isn't any different. We currently offer a NEMESIS 2.2.1/3.3.3/3.4 compliant solution that is flexible to meet West Virginia's specific needs, our technology is audited for HIPAA compliance, and we have robust corporate compliance, privacy and confidentiality programs in place.
- **Certification and Credentialing:** We currently support statewide credentialing technologies in nearly 40 states, including the WV REDI system for the Commonwealth of West Virginia. Our proven solutions are thoroughly integrated, and our various technologies employ the latest smartphone apps to support a mobile workforce (experience which will be necessary for ambulance and agency inspections). We understand exactly what it takes to manage a dynamic certification and licensing program, as we operate our own Intermedix University (complete with credits, ANSI/IACET continuing education, certificates, guest lecturers, and course exams), and support many of our clients in similar initiatives.

- **Run Reporting:** Intermedix has offered run reporting technology since before the original NHTSA Pre-Hospital Dataset; our solutions have not stopped advancing and we currently offer comprehensive run reporting and aggregation solutions that hold both NEMSIS 2.x and 3.x certifications (including the latest, NEMSIS version 3.4). These solutions also offer advanced reporting and analytics capabilities and, given our review of the specifications, we feel that our off-the-shelf functionality will support all necessary customizations for the West Virginia Program and data system. Our systems are highly refined and optimized, given that Intermedix processes tens of millions of EMS runs annually through our technology platforms.
- **Hospital Bed Tracking:** Our organization has offered hospital bed availability software for nearly 20 years, and our technical team was instrumental in the original development of the HAvBED standard. We hold the patent (US20070297589) on real-time emergency resource management which underpins several target capabilities in CDC and HHS/ASPR grant requirements for the PHEP and HPP programs. We also support new initiatives that your constituents and partners face, such as the CMS Final Rule for Emergency Preparedness, and the fast-moving coordination targets presented by Ebola, Zika, and others. Our Bed Tracking tool is flexible to account for this, and the need to support various user types, characteristics (such as CHEMPACK designation) and other emergency situations; this solution alone is used on a daily basis in over half the hospitals in the Country.
- **EMS Quality Consultant:** The Commonwealth seeks a highly-qualified and experienced partner to aide in identifying areas of EMS performance or quality improvement, to support research and propose EMS system solutions for implementation, to collaborate with the Commonwealth and its partners to present findings and implement improvement measures, and ensure regular engagement through monthly articles, web-based training sessions, and findings submitted for publication. Intermedix has staff, partners, and a dedicated division (Intermedix Analytics) dedicated to initiatives such as these.

Time and again, Intermedix has provided solutions and services at the scale required by this RFQ. We feel strongly that the Commonwealth of West Virginia will benefit from this process and a review of currently available technologies in the market and to support that we are eager and prepared to offer additional information, references, and demonstrations, if permitted in the RFQ process. It is our desire to understand the challenges faced by the Office of Emergency Medical Services and to bring a high level of commitment to West Virginia, not only as a client, but as a partner, in the way that we have continually done for you for over a decade. It is against this backdrop that we sincerely thank you for this opportunity, and look forward to growing our relationship with the Commonwealth of West Virginia.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Max Wippich'.

Max Wippich
Director, Public Health & Healthcare Sales
Intermedix
max.wippich@intermedix.com
P: 414-721-9729

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFO BPH1700000001

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

- | | |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that 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.

Collaborative Fusion, Inc.

Company

Authorized Signature

September 27, 2016

Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.

EMS Credentialing/Licensing Hospital Bed Tracking System

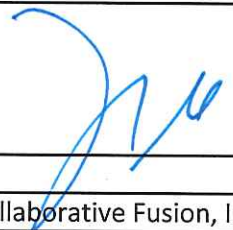
CRFQ 0506 BPH1700000001

Pricing Page

Qty.	Unit	Section	Description	Unit Price	Extended Price
1	Year	4.1	Year One (1)	\$ 575,500.00	\$ 575,500.00
			In accordance with section 4 and all mandatory requirements and deliverables :		
			EMS Credential/Licensing System		
			Education, Certification, Licensing & Inspection of System		
			EMS Run Reporting		
			Hospital Bed Tracking		
			EMS Quality Data Reporting & Quality Improvement - Lead EMS Researcher		
1	Year	4.1	Renewal Period Year Two (2)	\$ 195,500.00	\$ 195,500.00
1	Year	4.1	Renewal Period Year Three (3)	\$ 195,500.00	\$ 195,500.00
1	Year	4.1	Renewal Period Year Four (4)	\$ 195,500.00	\$ 195,500.00

Grand Total: \$ 1,162,000.00

Vendor Signature:
Company Name:
Address:
Phone:
Email:
Fax:


Collaborative Fusion, Inc.
6451 N. Federal Highway, Suite 1000
Fort Lauderdale, FL 33308
954-308-8700
Max.Wippich@intermedix.com or Michael.Wallace@intermedix.com
954-308-8725



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Request for Quotation
 26 — Medical

Proc Folder: 180709

Doc Description: EMS Data System

Proc Type: Central Contract - Fixed Amt

Date Issued	Solicitation Closes	Solicitation No	Version
2016-09-01	2016-09-28 13:30:00	CRFQ 0506 BPH1700000001	1

BID RECEIVING LOCATION

BID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305
 US

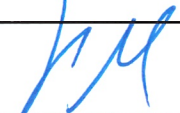
VENDOR

Vendor Name, Address and Telephone Number:

Collaborative Fusion, Inc.
 6451 N. Federal Highway, Suite 1000
 Fort Lauderdale, FL 33308
 954-308-8700

FOR INFORMATION CONTACT THE BUYER

April Battle
 (304) 558-0067
 april.e.battle@wv.gov

Signature X  FEIN # 25-1865773 DATE September 27, 2016

All offers subject to all terms and conditions contained in this solicitation

Michael Wallace, Chief Financial Officer

ADDITIONAL INFORMATION:

The West Virginia Purchasing Division is soliciting bids on behalf of The Office of Emergency Medical Services (OEMS) to establish a contract for a system that includes EMS Licensing/Credentialing, EMS Run Log, and Hospital Bed Availability Reporting.

INVOICE TO		SHIP TO	
PURCHASING DIRECTOR - 304-356-4095 HEALTH AND HUMAN RESOURCES BPH - OFFICE OF EMERGENCY MEDICAL SERVICES 350 CAPITOL ST, RM 425 CHARLESTON WV25301-3714 US		PURCHASING DIRECTOR - 304-356-4095 HEALTH AND HUMAN RESOURCES BPH - OFFICE OF EMERGENCY MEDICAL SERVICES 350 CAPITOL ST, RM 425 CHARLESTON WV 25301-3714 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	EMS Credential and Licensing System - Year One	1		\$575,500.00	\$575,500.00

Comm Code	Manufacturer	Specification	Model #
42171909			

Extended Description :
EMS Credential and Licensing System - Year One

INVOICE TO		SHIP TO	
PURCHASING DIRECTOR - 304-356-4095 HEALTH AND HUMAN RESOURCES BPH - OFFICE OF EMERGENCY MEDICAL SERVICES 350 CAPITOL ST, RM 425 CHARLESTON WV25301-3714 US		PURCHASING DIRECTOR - 304-356-4095 HEALTH AND HUMAN RESOURCES BPH - OFFICE OF EMERGENCY MEDICAL SERVICES 350 CAPITOL ST, RM 425 CHARLESTON WV 25301-3714 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	EMS Credential and Licensing System - Year Two Optional	1		\$195,500.00	\$195,500.00

Comm Code	Manufacturer	Specification	Model #
42171909			

Extended Description :
EMS Credential and Licensing System - Year Two Optional Renewal

INVOICE TO		SHIP TO	
PURCHASING DIRECTOR - 304-356-4095 HEALTH AND HUMAN RESOURCES BPH - OFFICE OF EMERGENCY MEDICAL SERVICES 350 CAPITOL ST, RM 425 CHARLESTON WV25301-3714 US		PURCHASING DIRECTOR - 304-356-4095 HEALTH AND HUMAN RESOURCES BPH - OFFICE OF EMERGENCY MEDICAL SERVICES 350 CAPITOL ST, RM 425 CHARLESTON WV 25301-3714 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	EMS Credential and Licensing System - Year Three Optional	1		\$195,500.00	\$195,500.00

Comm Code	Manufacturer	Specification	Model #
42171909			

Extended Description :

EMS Credential and Licensing System - Year Three Optional Renewal

INVOICE TO		SHIP TO	
PURCHASING DIRECTOR - 304-356-4095		PURCHASING DIRECTOR - 304-356-4095	
HEALTH AND HUMAN RESOURCES		HEALTH AND HUMAN RESOURCES	
BPH - OFFICE OF EMERGENCY MEDICAL SERVICES		BPH - OFFICE OF EMERGENCY MEDICAL SERVICES	
350 CAPITOL ST, RM 425		350 CAPITOL ST, RM 425	
CHARLESTON	WV25301-3714	CHARLESTON	WV 25301-3714
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	EMS Credential and Licensing System - Year Four Optional	1		\$195,500.00	\$195,500.00

Comm Code	Manufacturer	Specification	Model #
42171909			

Extended Description :

EMS Credential and Licensing System - Year Four Optional Renewal

SCHEDULE OF EVENTS

Line	Event	Event Date
1	Questions Due	2016-09-14

BPH170000001	Document Phase Final	Document Description EMS Data System	Page 4 of 4
---------------------	--------------------------------	--	------------------------------

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

MANDATE: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (*W. Va. Code §61-5-3*) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

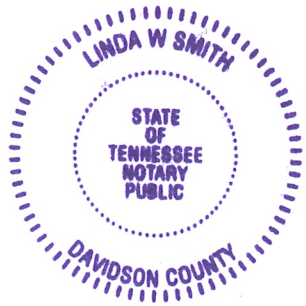
WITNESS THE FOLLOWING SIGNATURE:

Vendor's Name: Collaborative Fusion, Inc.
Authorized Signature: _____ Date: September 27, 2016

State of Tennessee
County of Davidson, to-wit:

Taken, subscribed, and sworn to before me this 27th day of September, 2016.
My Commission expires December 10, 2019.

AFFIX SEAL HERE



NOTARY PUBLIC Linda W Smith

State of West Virginia

VENDOR PREFERENCE CERTIFICATE

No Vendor Preference Requested

Certification and application is hereby made for Preference in accordance with *West Virginia Code*, §5A-3-37. (Does not apply to construction contracts). *West Virginia Code*, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the *West Virginia Code*. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Vendor Preference, if applicable.

- 1. **Application is made for 2.5% vendor preference for the reason checked:**
 Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; **or,**
 Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; **or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,**
 Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; **or,**
- 2. **Application is made for 2.5% vendor preference for the reason checked:**
 Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; **or,**
- 3. **Application is made for 2.5% vendor preference for the reason checked:**
 Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; **or,**
- 4. **Application is made for 5% vendor preference for the reason checked:**
 Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; **or,**
- 5. **Application is made for 3.5% vendor preference who is a veteran for the reason checked:**
 Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; **or,**
- 6. **Application is made for 3.5% vendor preference who is a veteran for the reason checked:**
 Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.
- 7. **Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with *West Virginia Code* §5A-3-59 and *West Virginia Code of State Rules*.**
 Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Under penalty of law for false swearing (*West Virginia Code*, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: Collaborative Fusion, Inc.

Signed: 

Date: September 27, 2016

Title: Chief Financial Officer