



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 9

 List View

General Information

Contact

Default Values

Discount

Document Information

Clarification Request

Procurement Folder: 2029895

Procurement Type: Central Master Agreement

Vendor ID: VS0000010023



Legal Name: FUSION MEDICAL STAFFING LLC

Alias/DBA:

Total Bid: \$166.25

Response Date: 08/26/2026



Response Time: 10:31

Responded By User ID: levistork



First Name: Levi

Last Name: Stork

Email: levi.stork@fusionmedstaff.c

Phone: 531-444-3373

SO Doc Code: CRFQ

SO Dept: 0613

SO Doc ID: VNF2700000001

Published Date: 8/19/26

Close Date: 8/26/26

Close Time: 13:30

Status: Closed

Solicitation Description: Direct Care Staffing Services

Total of Header Attachments: 9

Total of All Attachments: 9



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

State of West Virginia
Solicitation Response

Proc Folder: 2029895
Solicitation Description: Direct Care Staffing Services
Proc Type: Central Master Agreement

Solicitation Closes	Solicitation Response	Version
2026-08-26 13:30	SR 0613 ESR08242600000001250	1

VENDOR
VS0000010023
FUSION MEDICAL STAFFING LLC

Solicitation Number: CRFQ 0613 VNF2700000001
Total Bid: 166.25
Response Date: 2026-08-26
Response Time: 10:31:10
Comments:

FOR INFORMATION CONTACT THE BUYER
Jessica L Riley
304-558-0246
jessica.l.riley@wv.gov

Vendor
Signature X **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	Direct Care Staffing Services				166.25

Comm Code	Manufacturer	Specification	Model #
85101601			

Commodity Line Comments:

Extended Description:

Open-end contract for Direct Care Staffing Services

August 24, 2026

COVERAGE PLAN

CRFQ VNF2700000001 | Direct Care Staffing Services

The Facility controls the schedule, and Fusion Medical Staffing (FMS) will work from the request as issued. Coverage may include any length of assignment ranging from non-guaranteed PRN coverage to long-term contracts with guaranteed full-time hours. Before a clinician is submitted, FMS will confirm the requested discipline, shift, duration, weekend and holiday rotation, and known time off. The goal is to settle availability before placement, not after the schedule is built.

How requests are handled

A dedicated FMS Client Manager will be the Facility's working contact. When a need comes in, the Client Manager confirms the details and sends it to Fusion's nursing/direct-care recruiting team. The Facility will receive a clear update on available candidates, items still open, and anything that could affect a start date. FMS is available 24 hours a day, seven days a week for staffing issues, emergency requests, and complaints.

- For monthly staffing requests, FMS will identify available staff within the Facility's 24-hour response period. Recruiters will screen candidates against the requested schedule and assignment dates before confirming availability.
- For a short-notice opening, call-off, or other PRN gap, FMS will first review clinicians who are already cleared to work at the Facility. If that does not cover the need, the Client Manager will continue outreach to qualified staff who can meet the Facility's requirements and will keep the Facility updated on availability.
- Only staff who have completed required credentialing and Facility pre-start requirements will report for orientation or work.

Weekends, holidays, and other important dates

Weekend and holiday availability is addressed before submission. The recruiter will review the Facility's required monthly rotation with each candidate. Day-shift staff will be screened for the required weekend coverage, consisting of Saturday and Sunday, along with the required Friday day shift. Night-shift staff will be screened for weekend coverage consisting of Friday and Saturday, along with the required Sunday night shift. Holiday availability will also be confirmed before placement.

Other Important Dates are handled the same way. FMS will coordinate the required rotation and provide it to the Facility at least one month in advance. If a clinician has a known conflict, it will be disclosed before placement whenever possible.



When someone calls off

FMS will review the Facility's call-off rule with each clinician before the assignment starts. A clinician who needs to call off must contact the Facility, speak with the Supervisor, and notify FMS at least two hours before the scheduled shift. Voicemail does not satisfy the Facility's notification requirement.

If FMS receives a call-off or learns of a schedule or availability change, the Client Manager will notify the Facility promptly rather than allow the change to reach the Facility through the schedule. FMS will immediately check staff already approved to work at the Facility and make every possible effort to fill the opening with another qualified Agency Staff member. The Facility will be kept informed of who is available, whether a replacement has been confirmed, and the status of the open shift while viable options remain. No-call/no-shows and repeated attendance issues will be addressed through FMS's performance management process and, when necessary, replacement of the clinician.

Vacations and planned absences

Requested time off is collected during screening and disclosed before placement. If a planned absence comes up after an assignment starts, FMS expects the clinician to raise it as early as possible so the Facility and Client Manager have time to plan around it.

For a short gap, FMS will check qualified staff already cleared for the Facility. If the absence creates a longer opening, or if an assignment is ending, FMS will begin replacement or extension recruiting rather than wait until the final week.

Keeping long-term coverage intact

When a candidate fails to start, an assignment ends early, or the Facility has an ongoing increase in need, FMS will reopen the position right away and prioritize it across the nursing/direct-care recruiting team. Replacement candidates go through the same screening, credentialing, and Facility approval process as the original placement.

All clinicians placed by FMS are direct W-2 employees of Fusion Medical Staffing. Recruiting, credentialing, attendance follow-up, performance management, and replacement responsibility stay with FMS.



August 17, 2026

RECRUITING PLAN

CRFQ VNF2700000001 | Direct Care Staffing Services

Fusion Medical Staffing (FMS) will use a layered recruiting approach for the WV Veterans Nursing Facility, starting with clinicians already in West Virginia or within practical commuting distance of Clarksburg. From there, recruiters will widen the search to the regional market and, when needed, Fusion's national travel network. This gives the Facility several recruiting channels to draw from and allows us to adjust quickly when a particular shift or discipline becomes harder to fill.

Recruiting capacity behind the account

Fusion uses a specialty-based recruiting model rather than asking one generalist recruiter to cover every clinical role. The nursing and direct-care business is supported by over 50 recruiters who work with RNs, LPNs, CNAs/HSWs, and other nursing professionals. A dedicated Client Manager will own the WV Veterans Nursing Facility account and coordinate requests, candidate submissions, credentialing status, and start dates with the recruiting team.

Fusion's recruiting database contains more than 500,000 clinician profiles. Current recruiting data provided for this response defines an "active" profile as a clinician with a start date inside the next 60 days and shows 4,497 active RN profiles and 4,196 active nursing-support profiles, including LPNs and CNAs. Those numbers are not presented as a promise that every clinician is available for Clarksburg; they show the size of the pool our recruiters can work from before we move to new-source recruiting.

Clarksburg-first sourcing

Each request will begin with a focused search of Fusion's existing database for the right discipline, West Virginia license or certification status, long-term-care/direct-care experience, shift availability, and proximity to the assignment. Recruiters will re-engage prior applicants, past travelers, current West Virginia contacts, and referral sources before relying on a cold job-board response.

- Targeted digital advertising and search-optimized job postings will be built around the actual RN, LPN, or CNA/HSW opening and the requested shift, including nights, weekends, and holidays when applicable.
- Recruiters will use direct phone, text, and email outreach to passive candidates in addition to inbound job applicants.
- Fusion's referral program and ongoing talent communities will be used to reach clinicians who may not be actively applying but are open to local or travel contract work.
- For longer-term pipeline development, FMS will continue relationships with nursing and allied-health schools and professional associations and will use evergreen recruiting for high-demand nursing-support roles.

Regional and national reach when local supply is thin

If the local pool does not produce enough qualified staff, FMS will widen the search without changing the requirements. Recruiters will use Fusion's regional and national clinician network, including travelers willing to work in West Virginia, and will market the assignment with the real schedule and Facility expectations from the start. Fusion already has experience recruiting direct-care staff for West Virginia state facilities across RN, LPN, and CNA/HSW disciplines, so this is not a new compliance environment for our team.



Screen for the job before submission

Speed matters, but a fast submission that cannot work the schedule does not help the Facility. Recruiters will confirm the basics before a candidate moves forward: the requested discipline, relevant experience, shift, duration of the need, rotation availability, and willingness to follow the Facility's attendance and work-assignment rules. Candidates with lifting or hour restrictions that conflict with the solicitation will not be scheduled.

The compliance team will then complete the pre-placement requirements applicable to the role, including West Virginia license/certification verification, WVCARES background screening, 12-panel drug screening, CPR, references/resume, confidentiality documentation, WV Food Handlers Card, and any required physical, immunization, or licensure records. FMS will submit staff paperwork for Facility approval before the clinician arrives for orientation.

Keep the pipeline moving

Recruiting does not stop once the first placement is made. For recurring or ongoing RN, LPN, and CNA/HSW needs, recruiters will continue developing candidates for the account, particularly for shifts that have been harder to fill.

FMS will also stay in contact with clinicians already cleared to work at the Facility and review their availability when short or long-term openings come up. For longer vacancies, assignment endings, or increases in ongoing demand, the recruiting team will reopen sourcing and work the need through Fusion's local, regional, and national candidate pools.

The point is to keep qualified people moving toward the account without treating every short-term schedule gap like a new travel assignment.

Recruiting performance

The Client Manager and recruiting leadership will watch practical measures such as time to first qualified submission, time to fill, first-day show rate, early attrition, assignment completion, and Facility feedback. If a shift or discipline is not moving, we will change the sourcing mix - database outreach, referrals, advertising, or national travel recruiting - rather than keep repeating the same search and expecting a different result.

This plan is intended to meet Section 3.6.2 and support the staffing, qualification, and pre-placement requirements throughout Section 4 of the solicitation.





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

State of West Virginia
Centralized Request for Quote
Service - Prof

Proc Folder: 2029895			Reason for Modification: Addendum No. 1 To Extend Bid Opening To Publish TQ&A
Doc Description: Direct Care Staffing Services			
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	
2026-08-19	2026-08-26 13:30	CRFQ 0613 VNF2700000001	2

BID RECEIVING LOCATION

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

VENDOR

Vendor Customer Code: VS0000010023
Vendor Name : Fusion Medical Staffing, LLC
Address : 18881
Street : W Dodge Rd. STE 300W
City : Elkhorn
State : NE **Country :** United States **Zip :** 68022
Principal Contact : Levi Stork
Vendor Contact Phone: (531)-444-3373 **Extension:**

FOR INFORMATION CONTACT THE BUYER

Jessica L Riley
304-558-0246
jessica.l.riley@wv.gov

Vendor
Signature X

Levi Stork

FEIN# 27-1600705

DATE 8/24/2026

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

ADDITIONAL INFORMATION

Addendum No. 1 is issued for the following:

1. Responses to vendor questions attached. See Attachment A.

2 To modify bid opening date and time to 08/26/2026 at 13:30 (1:30PM EST)

No other changes

The West Virginia Purchasing Division, is soliciting bids on behalf of the WV Veterans Nursing Facility, to establish an open-end contract for Direct Care Staffing Services to include RN's LPN's and HSW's per the attached specifications, pricing pages and documentation.

INVOICE TO				SHIP TO			
DIVISION OF VETERANS AFFAIRS 1 FREEDOMS WAY				VETERAN'S NURSING FACILITY 1 FREEDOMS WAY			
CLARKSBURG		WV		CLARKSBURG		WV	
US				US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Direct Care Staffing Services				

Comm Code	Manufacturer	Specification	Model #
85101601			

Extended Description:

Open-end contract for Direct Care Staffing Services

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
1	Technical Questions Deadline: 08/12/2026 at 10:00AM	2026-08-12

	Document Phase	Document Description	Page 3
VNF2700000001	Final	Direct Care Staffing Services	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

Exhibit A - Pricing Page
Direct Care Staffing Services
Health Service Worker (HSW)

for the time period of:
September 14, 2026 through September 13, 2027

Item No.	Description Of Services	Estimated Hours*	Hourly Rate	Subtotal
1	Weekday Regular Rate	6,250	\$36.75	\$ 36.75 -
2	Weekend Regular Rate	2,500	\$36.75	\$ 36.75 -
			Grand Total	\$ 36.75 -

*Estimated number of hours is not guaranteed. There may be multiple awards and estimated hours may be dispersed amongst multiple vendors. See the Specifications for additional information.

- Actual number of hours needed will be sent separately, to lowest bidder first, then next lowest, etc.
- Vendor must complete, sign and return this Pricing Page.
- Pertinent Pricing information:
 - Shift Differential - see Section 2.22 (extra \$1 per hour worked between 3:00 p.m. and 7:00 a.m.)
 - Weekend - see Section 2.26 (hours between Saturday at 12:01 a.m. and Sunday at midnight)
 - Work Week - see Section 2.27 (the 7 day period beginning Saturday at 12:01 a.m. and ending the following Friday at midnight)
 - Vendor Accessibility - see Section 3.2 (Vendor shall be accessible 24/7, including weekends and holidays)
 - Multiple Awards - see Section 4.1
 - Staff qualifications - see Section 4 (entire section)
 - Unpaid staff training - see Section 4.10.2 (if staff does not work after training, the time in training will not be paid)
 - Holiday Pay - see Section 4.30 (will be 2 times the regular rate for up to 8 hours)
 - Other Important Dates - see Section 4.32 (will be 1.5 times the regular rate for up to 8 hours)
 - Overtime - see Section 4.34 (paid at 1.5 times the regular rate only after 40 hours worked in a work week)

Vendor Information			
Vendor:	Fusion Medical Staffing	*Printed Name	Levi Stork
Address:	18881 W Dodge Rd. STE 300W	Title	Business Development Manager - Government
	Elkhorn NE, 68022	*Signature	<i>Levi Stork</i>
Office Phone:	(531)-444.3373	*I hereby certify I am authorized by the Vendor to sign this document.	
Cell Phone			
Fax	(402)-205-7757	Email:	Levi.Stork@FusionMedStaff.com

Exhibit A - Pricing Page
Direct Care Staffing Services
Licensed Practical Nurse (LPN)

for the time period of:
September 14, 2026 through September 13, 2027

Item No.	Description Of Services	Estimated Hours*	Hourly Rate	Subtotal
1	Weekday Regular Rate	5,500	\$54.75	\$ 54.75 -
2	Weekend Regular Rate	2,250	\$54.75	\$ 54.75 -
			Grand Total	\$ 54.75 -

*Estimated number of hours is not guaranteed. There may be multiple awards and estimated hours may be dispersed amongst multiple vendors. See the Specifications for additional information.

- Actual number of hours needed will be sent separately, to lowest bidder first, then next lowest, etc.
- Vendor must complete, sign and return this Pricing Page.
- Pertinent Pricing information:
 - Shift Differential - see Section 2.22 (extra \$1 per hour worked between 3:00 p.m. and 7:00 a.m)
 - Weekend - see Section 2.26 (hours between Saturday at 12:01 a.m. and Sunday at midnight)
 - Work Week - see Section 2.27 (the 7 day period beginning Saturday at 12:01 a.m. and ending the following Friday at midnight)
 - Vendor Accessibility - see Section 3.2 (Vendor shall be accessible 24/7, including weekends and holidays)
 - Multiple Awards - see Section 4.1
 - Staff qualifications - see Section 4 (entire section)
 - Unpaid staff training - see Section 4.10.2 (if staff does not work after training, the time in training will not be paid)
 - Holiday Pay - see Section 4.30 (will be 2 times the regular rate for up to 8 hours)
 - Other Important Dates - see Section 4.32 (will be 1.5 times the regular rate for up to 8 hours)
 - Overtime - see Section 4.34 (paid at 1.5 times the regular rate only after 40 hours worked in a work week)

Vendor Information			
Vendor:	Fusion Medical Staffing	*Printed Name	Levi Stork
Address:	18881 W Dodge Rd. STE 300W	Title	Business Development Manager - Government
	Elkhorn NE, 68022	*Signature	<i>Levi Stork</i>
Office Phone:	(531)-444-3373	*I hereby certify I am authorized by the Vendor to sign this document.	
Cell Phone			
Fax	(402)-205-7757	Email:	Levi.Stork@FusionMedStaff.com

Exhibit A - Pricing Page
Direct Care Staffing Services

Registered Nurse (RN)

for the time period of:
September 14, 2026 through September 13, 2027

Item No.	Description Of Services	Estimated Hours*	Hourly Rate	Subtotal
1	Weekday Regular Rate	1,950	\$74.75	\$ 74.75 -
2	Weekend Regular Rate	750	\$74.75	\$ 74.75 -
			Grand Total	\$ 74.75 -

*Estimated number of hours is not guaranteed. There may be multiple awards and estimated hours may be dispersed amongst multiple vendors. See the Specifications for additional information.

- Actual number of hours needed will be sent separately, to lowest bidder first, then next lowest, etc.
- Vendor must complete, sign and return this Pricing Page.
- Pertinent Pricing information:
 - Shift Differential - see Section 2.22 (extra \$1 per hour worked between 3:00 p.m. and 7:00 a.m)
 - Weekend - see Section 2.26 (hours between Saturday at 12:01 a.m. and Sunday at midnight)
 - Work Week - see Section 2.27 (the 7 day period beginning Saturday at 12:01 a.m. and ending the following Friday at midnight)
 - Vendor Accessibility - see Section 3.2 (Vendor shall be accessible 24/7, including weekends and holidays)
 - Multiple Awards - see Section 4.1
 - Staff qualifications - see Section 4 (entire section)
 - Unpaid staff training - see Section 4.10.2 (if staff does not work after training, the time in training will not be paid)
 - Holiday Pay - see Section 4.30 (will be 2 times the regular rate for up to 8 hours)
 - Other Important Dates - see Section 4.32 (will be 1.5 times the regular rate for up to 8 hours)
 - Overtime - see Section 4.34 (paid at 1.5 times the regular rate only after 40 hours worked in a work week)

Vendor Information			
Vendor:	Fusion Medical Staffing	*Printed Name	Levi Stork
Address:	18881 W Dodge Rd. STE 300W	Title	Business Development Manager - Government
Office	Elkhorn NE, 68022	*Signature	<i>Levi Stork</i>
Phone:	(531)-444-3373	*I hereby certify I am authorized by the Vendor to sign this document.	
Cell Phone			
Fax	(402)-205-7757	Email:	Levi.Stork@FusionMedStaff.com



Fusion Medical Staffing, LLC
18881 W Dodge Rd Ste 300W
Elkhorn, NE 68022
FusionMedStaff.com
877-230-3885

August 11, 2026

PROOF OF DIRECT CARE STAFFING EXPERIENCE
CRFQ VNF2700000001 - Section 3.1 Vendor Qualifications

Fusion Medical Staffing, LLC (FMS) meets the requirement in Section 3.1 of the solicitation requiring at least twelve (12) months of experience operating a Direct Care Staffing organization. The State of West Virginia may verify this experience through the State-issued Agency Master Agreements listed below.

State Contract / AMA	Documented Services	Performance Period
AMA 0512 3832 BHH24001Z	Direct Care Staffing Services - Registered Nurse (RN)	October 2, 2023 - October 1, 2025
AMA 0506 2841 HOP2100000002	Direct Care Staffing Services - Licensed Practical Nurse (LPN) and Certified Nursing Assistant (CNA)	November 30, 2020 - November 29, 2021

These agreements document FMS's direct care staffing experience with the State of West Virginia across all three disciplines identified in the current solicitation: RN, LPN, and HSW/CNA.

Copies of the referenced agreements are available upon request.

Fusion Medical Staffing, LLC



DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

(Printed Name and Title) _____

(Address) _____

(Phone Number) / (Fax Number) _____

(email address) _____

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that: I have reviewed this Solicitation/Contract in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation/Contract for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that this bid or offer was made without prior understanding, agreement, or connection with any entity submitting a bid or offer for the same material, supplies, equipment or services; that this bid or offer is in all respects fair and without collusion or fraud; that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; that I am authorized by the Vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on Vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

By signing below, I further certify that I understand this Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law; and that pursuant to W. Va. Code 5A-3-63, the entity entering into this contract is prohibited from engaging in a boycott against Israel.

(Company) *Levi Stork*

(Signature of Authorized Representative)

(Printed Name and Title of Authorized Representative) (Date)

(Phone Number) (Fax Number)

(Email Address)

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.:

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)

☒ Addendum No. 1	☐ Addendum No. 6
☐ Addendum No. 2	☐ Addendum No. 7
☐ Addendum No. 3	☐ Addendum No. 8
☐ Addendum No. 4	☐ Addendum No. 9
☐ Addendum No. 5	☐ 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 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.

Company

Levi Stork

Authorized Signature

Date

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