

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		
WEH70221		

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ADDRESS CORRESPONDENCE TO ATTENTION OF:

ROBERTA WAGNER 304-558-0067

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HEALTH AND HUMAN RESOURCES WELCH COMMUNITY HOSPITAL

454 MCDOWELL STREET WELCH, WV 24801 304

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## 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
- Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125.00 registration fee
- 5. All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the term of the Purchase Order/Contract, 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, this contract is automatically null and void, and is terminated without further order.
- 14. HIPAA Business Associate Addendum The West Viginia 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 Covered Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.

#### **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 cases 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.

#### SIGNED BID TO:

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



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SHIP T O 454 MCDOWELL STREET WELCH, WV 24801

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454 MCDOWELL STREET WELCH, WV 24801 304

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HR# 260610

## REQUEST FOR QUOTATION

### STATE OF WEST VIRGINIA

## Department of Health and Human Resources Welch Community Hospital RFQ #WEH70221

#### **GENERAL INFORMATION**

#### Purpose:

The Acquisition and Contract Administration Section of the Purchasing Division "State" for the Department of Health and Human Resources, Bureau for Behavioral Health Facilities, Welch Community Hospital, "Agency" is soliciting Quotations to provide Pharmacy Management Services, to Administer, Manage and Operate the Pharmacy Services for Welch Community Hospital.

#### Project:

The mission or purpose of this project is to provide Pharmacy Management Services, to Administer, Manage and Operate the Pharmacy Services of Welch Community Hospital

#### Schedule of Events:

Release of the RFQ	7/14/2006
Vendor's Written Questions Submission De	eadline
(Close of Business)	7/26/2006
Response to Questions/Addendum Issued	8/2/2006
Bid Opening Date	8/16/2006

#### **OPERATING ENVIRONMENT**

#### Location

Agency is located at Welch Community Hospital, 454 McDowell Street, Welch WV 24801

#### Background:

Welch Community Hospital is a 124 bed hospital, 59 of which are Long Term care beds. Acute care beds include: 8 Intensive care beds; 2 pediatric beds; 10 obstetrical beds and 45 medical/surgical beds. The hospital serves the counties of McDowell, Wyoming and Mingo with a total market population of about 83,000.

The following numbers represent the typical utilization encountered by the outpatient service area of Welch Community Hospital for the 2005 fiscal year:

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Emergency Room Patients – 9,956
Observation Visits – 1,725
Clinic Patients – 26,713
Surgeries - 454
Deliveries - 80
Laboratory Tests – 723,764
Radiology - 15,763
CAT Scans - 2,909
Ultrasound – 1.802
Mammographies – 564
Respiratory Tests – 29,293
Electrocardiograms – 4,818
Admissions -1,276
      Long Term Card ADC (56 Patients per day) – 94%
       Overall ADC (71 Patients per day) – 66%
Total Patient Days (20,296 Long Term Care and 5,445 Acute Care Days) – 25,741
```

#### Outpatient Services Provided Are:

Primary Care and Family Practice in a Certified Rural Health Setting

Pediatric Clinic

Newborn Care

Internal Medicine

Surgery

**Emergency Room Services** 

Radiology Services Including:

Diagnostic

CAT Scan

Ultrasound

Mammography

MRI

EKG, Cardiac Doppler Studies, Stress Testing and Respiratory Therapy Services Laboratory Services

#### PROCUREMENT SPECIFICATIONS

#### **General Requirements**

The mission/purpose of this project is to provide Pharmacy Management Services.

Welch Community Hospital desires a Vendor with a proven track record for the providing of Pharmacy Management Services. Vendor must have provided such services for at least five (5) years.

Vendor shall provide references of at least three (3) clients from whom the vendor has provided Pharmacy Management Services. The references shall be submitted in the form of letters of recommendation.

Vendor shall provide Qualifications and Resumes of Project Staff. (Project Staff refers to the staff that will actually be on location operating the Pharmacy for Welch Community Hospital.)

#### SCOPE OF WORK:

The vendor is to quote the providing of Pharmacy Management Services; to Administer, Manage and Operate the Pharmacy of Welch Community Hospital. It shall include but not be limited to the following:

- 1. Provision of qualified personnel in appropriate numbers to provide coverage of Facility's Pharmacy during the hours of 8:00am till 5:00pm Monday through Friday, 8:00am till 12:00pm on Saturday and Sunday with the remaining hours being covered by pharmacists being on call.
- 2. Seven day per week coverage of a duly licensed and qualified Pharmacist and Support Staff. Current staffing is two (2) full time Pharmacists, two (2) part-time pharmacists, and three (3) full-time pharmacy tech's; however, staffing is at the discretion of the successful vendor provided that adequate coverage is provided and all pharmacy staff must be provided by the successful vendor.
- 3. Comply with all regulations as established by the Health Care Finance Administration (HCFA) and Joint Commission on Accreditation of Healthcare Organizations (JCAHO) certification, State Board of Pharmacy, Welch Community Hospital and West Virginia Department of Health and Human Resources rules and regulations. (Note: This facility is currently not JCAHO surveyed.)
- 4. Oversee the provision of quality pharmacy services.
- 5. Management of pharmacy inventory, in accordance with Department and State of West Virginia Purchasing Policies and Procedures, by utilizing State Wide and Hospital contracts for purchasing various items including but not limited to: medications, office supplies, pharmacy supplies, maintenance of equipment, etc.
- 6. Administer the Pharmacy Admixture Program that includes all large volume IV additives, hyperalientations and piggybacks.
- 7. Administer the drug interaction program to assure that pharmacy profiles are maintained to support a defined drug interaction program and review individual patient drug therapy for incompatibilities, age related doses and minimum and maximum daily doses.
- 8. Provide emergency coverage of the Pharmacy during hours when not in operation. (See #1 above for hours.)
- 9. Oversee the Personnel Staffing of the Pharmacy to insure adequate and competent coverage.
- 10. Maintain drug inventories in a timely and effective manner. The facility pays for all medication ordered. Pharmacy Management is not responsible for paying for medications nor do they receive any revenue from medications.
- 11. Technicians must be nationally certified.

- 12. Provide continuing education and consultation to nurses, physicians and other health professionals relating to new pharmaceutical developments and clinical and drug informational services.
- 13. Provide current computerized record keeping system that includes both the hardware and software programs that interface between hospital's systems. (Note: There is currently no interface in place; however, this could be a future requirement of the successful vendor.) At the present time, the facilities financial system is CPSI. There is currently no clinical information system in place.
- 14. Provide or advise the Hospital Administration regarding equipment that may be needed in order to provide for the efficient and timely delivery of Pharmacy Services.
- 15. Ensure that all medications are "in date" and available when needed.
- 16. Provide and assist Hospital in developing policies and procedures individually tailored to meet the pharmacy requirements of WCH.
- 17. Implement and update on a continuing basis a Formulary System that assures that duplication of medication inventory will not occur and selection of the most appropriate, cost effective drugs.
- 18. Provide a continuation of the Unit Dose Drug distribution and Charge System.

  Assure minimum lost charges, medication errors and wastage.
- 19. Bill all appropriate charges for drugs and pharmacy services.
- 20. Permit the Department's authorized representatives and designees to have free access to the pharmacy and to observe and inspect its operation at any time, with or without notice, as deemed necessary by the representatives and to cooperate with the representatives by sharing all facility records, including financial and other relevant information upon request. The vendor must ensure maintenance of all records deemed necessary by the Department for proper monitoring and auditing of its performance under the contract.
- 21. Permit the Department to perform evaluations of the vendor's proper monitoring and auditing of its performance under the contract.
- 22. Permit the Department to perform evaluations of the vendor's performance of the terms of the contract, and make its findings known to the contractor and to any third parties as deemed appropriate by the Department.
- 23. Immediately notify the Department of any matters alleging liability of the facility, pharmacy or staff.
- 24. Submit periodic reports to the WCH Administration/Department regarding management of the pharmacy in accordance with procedures and established by the WCH Administration/Department. This includes a daily download to diskette that is used for billing purposes by the facility's Information Systems.
- 25. Assures that all hospital records, medical records, financial and other reports and records are maintained on conformity with applicable federal and state regulations and established industry standards.
- 26. Confer with and assist the Department in evaluating the pharmacy services and in long range planning in order to meet the healthcare needs of WCH's patients.
- 27. The pharmacy does not provide any outpatient services (such as employee prescriptions, discharge prescriptions, clinic support, etc) at the current time.
- 28. Serve on WCH and Pharmacy Committee as appropriate.

- 29. Provide Clinical Pharmacy Services, including but not limited to: formulary, management, tabulated antibiotic, econotherapeutic information to the Medical Staff, dose and serum concentration reviews with dosing recommendations, etc.
- 30. Integrates contract staff into hospital operations and participates in Total Quality Management and other Quality Management activities that may be implemented from time to time within the hospital management environment.
- 31. Coordinate pharmacy services for prescription medications for Long Term Care Patients with the Local Pharmacy currently providing these services. This will also include complete drug reviews for these patients.
- 32. Place orders for drugs from the State-Wide Drug Contract via automated ordering system.
- 33 Provide ongoing Medical Staff Education utilizing newsletters, on-site in-services and medical information obtained from company resources. (Accredited medical/pharmacy school may also be utilized.)

### **Special Terms and Conditions:**

#### Performance Bonds:

The successful vendor will be required to furnish a Performance Bond in the amount of 100% of the vendor bid submitted. A performance bond may be in the form of a policy or certificate issued by a surety company recognized as doing business in the State of West Virginia. The bond must be submitted on a form available from the Purchasing Division. A certified check or cashier's check made payable to the State of West Virginia may be accepted in lieu of the policy or certificate issued by the surety company. A Performance Bond is not required until requested by the Purchasing Division.

The Performance Bond may be forfeited to the State if the vendor defaults in the performance of a purchase order after the order had been issued and work begun.

#### **Bid Bond**

All vendors are required to submit a Bid Bond in the amount of 5% of the vendor's bid. The Bid Bond must be submitted with the vendor's bid. The State will accept in lieu of a formal bid bond a certified check, cashiers check or irrevocable letter of credit. All checks must be made payable to the State of West Virginia Purchasing Division. Failure to provide a bid bond will result in disqualification of the bid.

#### **Insurance Requirements:**

Insurance certificates are required prior to award but are not required at the time of bid. The vendor shall present evidence of insurance at the time of award in the types and amounts required by the Agency and acceptable to the State. Included in the required insurance coverage shall be the following:

- For bodily injury (including death): \$500,000 per person, Up to \$1,000,000 per occurrence.
- 2. For property damage and professional liability; Up to \$1,000,000 per occurrence.

Invoices	and	<b>Progress</b>	Payments:
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The Vendor shall submit invoices, in arrears, to the Agency at the address on the face of the purchase order labeled "Invoice To" pursuant to the terms of the contract. Invoices may not be submitted more than once monthly and State Law forbids payment of invoices prior to receipt of services.

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Total Salaries and Benefits	\$
Computerized Pharmacy System	\$
Other Expenses:	\$
Total Annual Operating Expense:	\$
Monthly Total Not to Exceed:	\$

## AFFIDAVIT

## West Virginia Code §5A-3-10a states:

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 the debt owned is an amount greater than one thousand dollars in the aggregate

#### **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

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions

"Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law, or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities

"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 exceed five percent of the total contract amount.

#### **EXCEPTION:**

The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this 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.

The vendor must be licensed in accordance with any and all state requirements to do business with the state of West Virginia

The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures and rules. Vendors should visit www.state.wv.us/admin/purchase/privacy for the Notice of Agency Confidentiality Policies

Under penalty of law for false swearing (West Virginia Code, §61-5-3), it is hereby certified that the vendor acknowledges the information in this said affidavit and are in compliance with the requirements as stated

Vendor's Name:	
Authorized Signature:	Date:

No Debt Affidavit Revised 02/08/06