



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
 BMS80643

PAGE
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF
 ROBERTA WAGNER
 304-558-0067

RFQ COPY
 TYPE NAME/ADDRESS HERE

VENDOR

SHIP TO

HEALTH AND HUMAN RESOURCES
 BUREAU FOR MEDICAL SERVICES
 ROOM 251
 350 CAPITOL STREET
 CHARLESTON, WV
 25301-3709 304-558-1737

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
02/22/2008				

BID OPENING DATE: 03/11/2008 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 1 1. TO MOVE THE BID OPENING DATE OUT FROM 3/4/2008 TO 3/11/2008. 2. QUESTIONS AND ANSWERS ARE ATTACHED. 3. ADDENDUM ACKNOWLEDGEMENT ARE ATTACHED. THIS DOCUMENT SHOULD BE SIGNED AND RETURNED WITH YOUR BID. FAILURE TO SIGN AND RETURN MAY RESULT IN DISQUALIFICATION OF YOUR BID. EXHIBIT 10 REQUISITION NO.: BMS80643 ADDENDUM ACKNOWLEDGEMENT I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC. ADDENDUM NO.'S: NO. 1 NO. 2 NO. 3 NO. 4 NO. 5 I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS.						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	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 \$125.00 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 may be deemed null and void, and terminated 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 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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<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 COMPANY DATE</p> <p>REV. 11/96</p> <p>END OF ADDENDUM NO. 1</p>						
0001	1	YR		948-74		
RFP TO PROVIDE AUTOMATED PRIOR AUTHORIZATION SERVICE						

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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
***** THIS IS THE END OF RFQ BMS80643 ***** TOTAL: _____						

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#	RFP Section(s)	Page	Questions & Answers
1.	General		<p>Q: Please define the existing hardware, software and communications protocols in place so we may understand interfaces and compatibility.</p> <p><i>A: The hardware includes: 100 MB LAN, checkpoint firewalls, and CISCO routers. Protocol includes support for any IP based transport (sockets, http, ftp, msmq, etc). Compatibility includes any .NET remote program initiation methodology. The current timeout threshold is 12 seconds for the entire adjudication cycle.</i></p>
2.	General		<p>Q: Is the current POS system capable of formatting a message transaction between vendors / systems to facilitate the process?</p> <p><i>A: Yes. This could be a software library with a defined API, this could be an interface, or many other possibilities. The MMIS fiscal agent would require a detailed analysis of the vendor software and network location (local system, LAN, WAN) and content of data required.</i></p>
3.	General		<p>Q: Would an external datastore to support the PA criteria module be acceptable to minimize the load on the POS data base?</p> <p><i>A: Yes, if it is shown capable of meeting agreed upon transaction time requirements and is kept in synch with the one in the POS.</i></p>
4.	General		<p>Q: After reading the RFP and attending the pre-bid conference it is difficult to envision the system flow as it relates to the proposed system interfaces with the Host MMIS, the Web Portal described in BMS80645. Is it conceivable that a diagram of the existing system/s and the proposed project as described be made available. It is difficult to understand the interface requirements.</p> <p><i>A: Some of the interfaces may be defined by a vendor's solution; therefore, to define in detail a project "solution" may not take into account a feasible solution. We will provide a general diagram that displays a possible method for connectivity. See appendix A. Note that the diagram in Appendix A only displays how the requirements in this and the two other related RFPs (BMS80644 and BMS80645) interact within the MMIS POS work flow. The diagram does not include the work flow for all of the requirements represented in the scope of work for this and the other two RFPs.</i></p>
5.	General		<p>Q: Does the BMS have a table of preferred pharmacy list and codes that is available that can be added to the specifications?</p> <p><i>A: Yes. This would be provided to the winning vendor. You may also go to the BMS website to view current, past and proposed preferred drug lists: (http://www.wvdhhr.org/bms/sPharmacy/PDL/bms_PDLList_Page.asp). Prior authorization criteria and step therapy guidelines may also be found at: http://www.wvdhhr.org/bms/sPharmacy/drugs/bms_drugs_main.asp.</i></p>
6.	General		<p>Q: What is the anticipated contract signing date for RFP BMS80643 - automated prior authorization services?</p> <p><i>A: We estimate this date to be May 31st.</i></p>

#	RFP Section(s)	Page	Questions & Answers
7.	General		Q: How many prescription claims does BMS anticipate being processed each month?
			<i>A: The BMS pharmacy POS processes approximately (680,000) claims per month and approves approximately (68%) of these.</i>
8.	General		Q: How many drugs are on the current prior authorization list? Can the Agency provide a list of the drugs?
			<i>A: Please refer to question #5.</i>
9.	General		Q: How many prior authorization calls are currently handled by the help desk monthly?
			<i>A: The prior authorization help desk averages 7666 calls and faxes per month related to prior authorizations and edit overrides. The help desk processes requests per month (including prior authorizations and edit overrides.</i>
10.	General		Q: What is the estimated cost per prior authorization handled in the current environment?
			<i>A: The estimated cost per prior authorization is approximately \$11.00.</i>
11.	1.16	11	Q: Can you define the allowable Design-Development-Implementation (DDI) phase for this project?
			<i>A: The preferable DDI phase for this project would be five (5) months. We would look to the vendors' proposed solutions to outline details within this preference and understand there may be conditions that would lengthen or shorten this timeframe. It is our desire to implement this program as soon as possible.</i>
12.	2.2	15	Q: Could you define the method expected for messages to automatically be sent to the pharmacists: fax transmission, NCPDP transmissions, email, etc.?
			<i>A: NCPDP transmissions.</i>
13.	2.2	16	Q: Please define "3.2 Version" of the POS System. Can you give us the technical specifications of the 3.2 system so that we can ensure that our Automated PA System will be compatible with the POS?
			<i>A: Version 3.2 refers to the current commercial off-the-shelf MMIS running in West Virginia: QNXT's HealthPAS. Presently the fiscal agent is running version 2.4 of their HealthPAS and has plans to upgrade to version 3.2 sometime in the next year. The HealthPAS system interfaces with their HIPAA compliant NCPDP Version 5.1 POS (see question and answer #1 for more information on the POS).</i>
14.	2.2	16	Q: Describe point of origin for the PA request.
			<i>A: The PA request originates from the POS, which in the current system, denies the claim and sends a message to the submitting pharmacy stating that a PA is required for the claim. The diagram in Appendix A displays this work flow.</i>
15.	2.2 Background	16	Q: Please clarify what the State means by "3.2 version of the system".
			<i>A: Please see #13.</i>

#	RFP Section(s)	Page	Questions & Answers
16.	3.2.1.1., 4.1	17, 20	Q: Is it permissible to delete the phrase “integrate directly into” and replace it with “feed directly to” or “send directly to”? (As separate proprietary products, it might be difficult to “integrate directly into” another vendor’s POS).
			<i>A: Yes. We will change this phrase to state “feed directly into.” See the addendum for this change.</i>
17.	3.2.1.7	17	Q: Please clarify and confirm who will be responsible for the costs associated with modifications to the MMIS required in order to interface with the new automated prior authorization system.
			<i>A: WV BMS and the fiscal agent (where applicable by contract) will be responsible for the costs associated with modifications to the MMIS required in order to interface with the new automated prior authorization system. However, it should be noted that solutions requiring fewer changes to the MMIS that meet the RFP requirements would be scored higher where applicable.</i>
18.	3.2.2 Reporting Requirem ents	17	Q: Please clarify what the State means by "new medical service codes" in the introductory paragraph to the reporting requirements.
			<i>A: Service codes that are opened by the Bureau or codes which are updated or introduced as part of standard coding, when appropriate.</i>
19.	General		Q. Is this a new purchase? If not, what is the name of the incumbent contractor?
			<i>A. This is a new contact</i>
20.	General		Q. What is the estimated total value of the contract to be awarded? Will this be a firm-fixed price?
			<i>A. Because we use the method of best value purchasing for bid evaluations, an estimated value of a contract is not disclosed to potential bidders. It will be a firm-fixed price contract.</i>
21.	General		Q. What is the contact information for the Program Manager or Technical Lead for the contract?
			<i>A. The Program Manager is Peggy King, Director of Pharmacy Services and the Technical Lead for the project is Vicki Cunningham, Drug Utilization Review Coordinator.</i>

RFP#BMS80643
Addendum

Section 1.9.3 Add the following text: Please provide an electronic copy of the technical proposal in Word format.

Section 1.16 Add the following text: A demonstration of the Vendor's product may be requested during the bid evaluation process.

3.2.1 Specific requirements are (but not limited to) an application that provides:

3.2.1.1 Replace all of the text in 3.2.1.1 with the following text: A screening system that will feed directly to the currently existing Point-of-Sale system without significantly affecting performance of the Point-of-Sale system, resulting in increased significant claims adjudication time for claims processing or timeouts of the system.

3.2.1.9 Replace all of the text in 3.2.1.9 with the following text: Established pre-set portfolio of suggested prior authorizations with appropriate diagnosis codes for review and approval by BMS and ongoing suggestions for prior authorizations based on utilization and cost of drugs to BMS.

3.2.12 Add the following text: The automated prior authorization system should have the same availability requirements as the claims processing system.

3.2.2 **Reporting Requirements**

3.2.2.6 Replace all of the text in 3.2.2.6 with the following text: All authorization requests shall be logged to allow tracking of service requests and reporting of the time required to complete the automated prior authorization cycle.

Part 4 Proposal Format

Section II Vendor Experience and Qualifications

The Vendor should discuss its experience and capability related to the following tasks:

Add the following bullet point and text:

- Demonstration of proposed or similar software solution to be provided.

Section III Qualifications of Project Staff

Competence

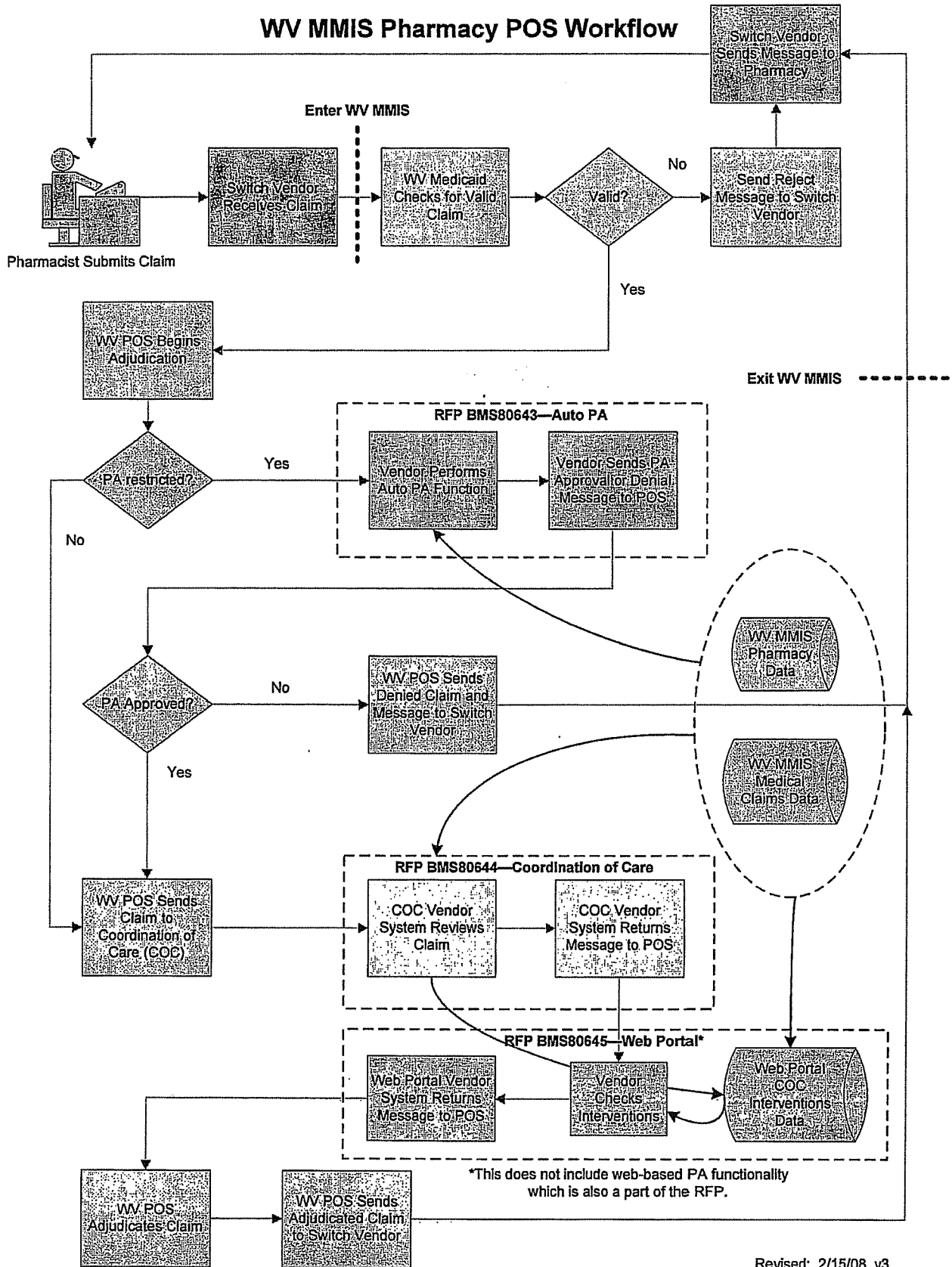
The Vendor should meet the following requirements: (Replace “Coordination of Care System” with “Automated PA System” in the following bullets for this section.)

- Sufficient physical, technological, and financial resources to implement and maintain the operation of an *Automated PA System*.
- Other clinical and non-clinical skills necessary to carry out the implementation and support of an *Automated PA System*.

Purchasing Affidavit—An updated version is provided separately.

Appendix A

WV MMIS Pharmacy POS Workflow



Request for Proposal Number
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Please Print

Date: February 7, 2008 at 10:30 AM

SIGN IN SHEET

Page 1 of 2

* PLEASE BE SURE TO PRINT LEGIBLY - IF POSSIBLE, LEAVE A BUSINESS CARD.
FIRM & REPRESENTATIVE NAME MAILING ADDRESS

TELEPHONE & FAX NUMBERS

Company: <u>West Virginia Medical Inst.</u>	<u>3001 Charleston Place</u>	PHONE <u>304.346.9864</u>
Rep: <u>John Marks</u>	<u>Charleston WV 25314</u>	TOLL FREE <u>800.642.8682</u>
Email Address: <u>jmarks@wvni.org</u>		FAX <u>304.342.9863</u>
Company: <u>GHS Data Management</u>	<u>45 Commerce Dr. Sike</u>	PHONE <u>207-622-7153</u>
Rep: <u>Eliza Mathias</u>	<u>Augusta, ME 04330</u>	TOLL FREE <u>800-832-9672</u>
Email Address: <u>emathias@ghsinc.com</u>		FAX <u>207-623-5125</u>
Company: <u>HEALTH INFORMATION DESIGNS, INC</u>	<u>391 INDUSTRIAL DRIVE</u>	PHONE <u>334-466-3046</u>
Rep: <u>JIM WALLACE FOR JIM GILSON</u>	<u>AUBURN, AL 36832</u>	TOLL FREE <u>866-758</u>
Email Address: <u>jim.gilson@hidinc.com</u>		FAX <u>866-758-9752</u>
Company: _____		PHONE _____
Rep: _____		TOLL FREE _____
Email Address: _____		FAX _____
Company: _____		PHONE _____
Rep: _____		TOLL FREE _____
Email Address: _____		FAX _____

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FIRM & REPRESENTATIVE NAME	MAILING ADDRESS	TELEPHONE & FAX NUMBERS
Company: <u>Ed Dorman</u> Rep: <u>WV BMS</u> Email Address: _____		PHONE _____ TOLL FREE _____ FAX _____
Company: <u>AES</u> Rep: <u>David Deal</u> Email Address: <u>David.deal@aes-inc.com</u>	<u>2810 N. Parkham Rd.</u> <u>Suite 210</u> <u>Richmond, VA 23294</u>	PHONE <u>804-965-8288</u> TOLL FREE _____ FAX _____
Company: <u>CDI IT SOLUTIONS</u> Rep: <u>HONOR SWEENEY</u> Email Address: <u>HONOR.SWEENEY@CDICORP.COM</u>	<u>3200 HANCOCK TURNPIKE, DOWNS</u> <u>S CHARLESTON, WV 25303</u>	PHONE <u>(304) 746-8242</u> TOLL FREE _____ FAX <u>(304) 746-8271</u>
Company: _____ Rep: _____ Email Address: _____		PHONE _____ TOLL FREE _____ FAX _____
Company: _____ Rep: _____ Email Address: _____		PHONE _____ TOLL FREE _____ FAX _____