



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
BHS11095

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
 BBH/HF
 ROOM 350
 350 CAPITOL STREET
 CHARLESTON, WV
 25301-3702 304-558-3672

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
02/15/2011				

BID OPENING DATE: 03/01/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 1						
1. QUESTIONS AND ANSWERS ARE ATTACHED. 2. ADDENDUM ACKNOWLEDGEMENT IS 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.: BHS11095						
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.						
VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL						

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. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
4. 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.
5. Payment may only be made after the delivery and acceptance of goods or services.
6. Interest may be paid for late payment in accordance with the *West Virginia Code*.
7. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
10. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern the purchasing process.
11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
12. **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.
13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.htm and 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.
14. **CONFIDENTIALITY:** 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. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.
15. **LICENSING:** Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, and the West Virginia Insurance Commission. The vendor must provide all necessary releases to obtain information to enable the director or spending unit to verify that the vendor is licensed and in good standing with the above entities.
16. **ANTITRUST:** In submitting a bid to any agency for the State of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the State of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, or person or entity submitting a bid for the same material, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
2. 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. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
4. 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
5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).



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
 BHS11095

PAGE
 2

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

RFQ COPY

TYPE NAME/ADDRESS HERE

VENDOR

SHIP TO

HEALTH AND HUMAN RESOURCES
 BBH/HF
 ROOM 350
 350 CAPITOL STREET
 CHARLESTON, WV
 25301-3702 304-558-3672

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
02/15/2011				

BID OPENING DATE: 03/01/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>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>NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID.</p> <p>REV. 09/21/2009</p> <p>END OF ADDENDUM NO. 1</p>						
0001	1	YR		193-88		
OPEN END CONTRACT FOR REFERENCE LABORATORY SERVICES						

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'



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
BHS11095

PAGE
3

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

VENDOR

RFQ COPY
 TYPE NAME/ADDRESS HERE

SHIP TO

HEALTH AND HUMAN RESOURCES
 BBH/HF
 ROOM 350
 350 CAPITOL STREET
 CHARLESTON, WV
 25301-3702 304-558-3672

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
02/15/2011				

BID OPENING DATE: 03/01/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
***** THIS IS THE END OF RFQ BHS11095 ***** TOTAL:						

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'

WEST VIRGINIA DEPARTMENT OF HEALTH AND HUMAN RESOURCES BHS11095
BUREAU FOR BEHAVIORAL HEALTH AND HEALTH FACILITIES
OFFICE OF HEALTH FACILITIES ---- Reference Laboratory Services ADDENDUM #1

1. Question: Will all services for all facilities be billed back to the State? Nursing homes have been included in this RFQ and typically these are billed directly to Medicare, if designated as a Medicare Part B recipient.

ANSWER: All Reference Laboratory services shall be billed to the facilities in the manner referenced in RFQ paragraph 1.2.21, which requests vendor rates and the formal catalog of services; and RFQ paragraph 3 which refers to the Payment terms.

2. Question: How will the billing information be transmitted to the performing lab?

ANSWER: At this time, the OpenVista software does not have the capability to transmit patient Medicare or Medicaid numbers with the outgoing lab orders thus precluding direct Medicare or Medicaid billing.

3. Question: Section 1.2.2 states that the vendor must be able to electronically interface with the Electronic Patient Record System within thirty (30) days of the start of the contract. What kind of interface is expected / required?

ANSWER: According to Medsphere, the instrument manager software is the required interface to the Data Innovation server. For further information please contact Loyd Bittle, Director, Technical Solutions at Medsphere Corporation (loyd.bittle@Medsphere.com or 334-730-8375).

4. Question A. Please provide more information to clarify the test requested as "ANC" from exhibit A, Line 12.

ANSWER: Exhibit A, Line 12 should read "ANCA"

Question B. What are the components of the test named "RA Panel" from exhibit A, line 110?

ANSWER: Line 110, Exhibit A should be deleted.

5. **Question:** Section 1.2.2: Please clarify “ Vendor must be compatible with existing lab devices, hardware, and software....”. What is the intent of this requirement? The existing lab devices at the state hospital facilities are operated independent of the vendor laboratory, therefore the question of compatibility is ambiguous and needs to be clarified.

ANSWER: The lab devices, hardware and software mentioned are not referring to the in house laboratory machines in use by the facilities but instead refers to the Data Innovations (DI) server through which the Bi-Directional (outgoing lab orders and incoming lab results) HL7 message traffic will pass. The server in question is a PC running Windows XP and is accessible on the DHHR network via an IP address that will be provided upon award.

6. **Question:** Section 1.2.2: Please provide the interface specifications from Medsphere/Data Innovation for interface of laboratory results from the vendors Laboratory Information System to Open Vista.

ANSWER: The interface specifications can be provided by Medsphere Corporation (please see contact info above) or by Data Innovations. Data Innovations can be contacted at northamerica-sales@datainnovations.com or by phone at 802-658-2850.

7. **Question:** Is it the intent that reference lab will interface to OpenVista LEDI Module via Data Innovations (DI)?

ANSWER: Yes, the reference lab interface will be to OpenVista LEDI Module via DI.

8. **Question:** Data Innovations (DI) requires the software license number in order to provide a quote to LCA for the interface. What is the software license number for the facilities requesting the interface?

ANSWER: The WVDHHR license # on the Data Innovation server is IM-340973.

9. **Question:** Does each facility maintain separate databases or a single database shared among the facilities?

ANSWER: It is a single data base shared by the facilities.

SIGN IN SHEET

Request for Proposal No. BHS/1095

PLEASE PRINT

Date: 2-8-11 1:35 pm

* PLEASE BE SURE TO PRINT LEGIBLY - IF POSSIBLE, LEAVE A BUSINESS CARD

FIRM & REPRESENTATIVE NAME

MAILING ADDRESS

TELEPHONE & FAX NUMBERS

Company:	ATLANTIC DIAGNOSTIC LABORATORIES, LLC	PHONE	867-525-2470
Rep:	SYED I HAIDER	TOLL FREE	
Email Address:	ihaidery@aadlab.net	FAX	525-2488
Company:	LABCORP	PHONE	
Rep:	ROBERT VANHOUSE	TOLL FREE	
Email Address:	VanHou@LABCORP.COM	FAX	304-286-0995
Company:	LabCorp	PHONE	614-203-6960
Rep:	Ray Frye	TOLL FREE	
Email Address:	Frye@labcorp.com	FAX	304-746-0945
Company:	LabCorp	PHONE	502-649-3903
Rep:	Gordon McRae	TOLL FREE	
Email Address:	mcrage@labcorp.com	FAX	
Company:	LabCorp	PHONE	412-304-8668
Rep:	Ian Dryburgh	TOLL FREE	
Email Address:	dryburni@labcorp.com	FAX	

BHHE Staff Present

- Craig Richards
- Linda Atkins
- Kim Jobe
- Connie Cantrell
- Dave Elyard
- Damon Torrossi

ADL Atlantic Diagnostic Laboratories

3520 Progress Drive, Suite C
Bensalem, Pa 19020

Ph (267) 525-2470
Fax (267) 525-2488
Cell (856) 979-4969
lhaider@adllab.net
www.adllab.net

Iqbal Haider

The Clinician's Choice

Gordon McRae
IS Manager

11751 Interchange Drive
Louisville, KY 40229
Office: 502-456-4700 Ext. 3528
Fax: 502-479-3934
Cell: 502-649-3903
Email: mcraeg@LabCorp.com



www.LabCorp.com



Bob VanHoose

Hospital Key Account Executive

120 Hills Plaza
Charleston, WV 25312
Mobile: 304-308-1330
Fax: 304-746-0945
Email: vanhoob@LabCorp.com



www.LabCorp.com



Ian Dryburgh
Hospital Development Executive

1015 Balkin Drive
Pittsburgh, PA 15239
Mobile: 412-304-8668
Email: idrybur@LabCorp.com

www.LabCorp.com



Ray L. Frye
Associate Vice President
OH, WPA & WV

120 Hills Plaza
Charleston, WV 25312
Office: 304-348-2147
Office: 800-282-7013 Ext. 2147
Cell: 614-203-6960
Fax: 304-342-3404
Email: fryer@LabCorp.com
www.LabCorp.com

