

SOLE SOURCE DETERMINATION

The Purchasing Division has been requested to approve a sole source purchase for the commodity or service described below. Pursuant to West Virginia Code 5A-3-10c, the Purchasing Division is attempting to determine whether the commodity or service is a sole source procurement. If you believe your company meets the required experience and qualification criteria stated below, please e-mail the Purchasing Division Buyer at Roberta.A.Wagner@wv.gov with a copy to william.m.sheets@wv.gov to express your interest in the project. Please forward any and all information that will support your company's compliance with required qualification and eligibility criteria along with any other pertinent information relative to this project to the Purchasing Division no later than 1:30 PM on 05/10/2012.

Requisition Number: HCC 13001

Department/Agency: WV Health Care Authority

Detailed Description of Project:

The West Virginia Health Care Authority (Authority) is charged with the regulation of the Certificate of Need program pursuant to W.Va. Code § 16-2D-5 and a utilization and quality assurance program pursuant to W.Va. Code § 16-29B-23. In 2003, the Authority directed acute care hospitals offering diagnostic and therapeutic cardiac catheterization services to report demographic, clinical and outcome information to the American College of Cardiology National Cardiovascular Data Registry (ACC/NCDR). The ACC/NCDR is a tool available to monitor the quality of cardiac care nationally. This data is monitored and assessed by a Quality Improvement Organization (QIO) for the appropriateness of care and monitoring.

Proposed Sole Source Vendor: WV Medical Institute
3001 Chesterfield Place
Charleston, WV 25304

Specific Eligibility Criteria:

The vendor must be a Medicare authorized QIO operating in the State of West Virginia. A vendor must regularly perform site visits to acute care hospitals in the West Virginia. The vendor must have an agreement with the ACC/NCDR to receive data feeds. Further, the vendor must have knowledge and skill of coronary heart disease and its complications. The vendor shall have the ability to house and protect sensitive health data from disclosure. The vendor shall have experience auditing the ACC/NCDR data on a national basis in order to compare West Virginia statistics to national statistics. The vendor must have a current data

feeds from major third party payors. Further, the vendor services shall include the following:

Data Collection and Analysis: A network of quality improvement consultants reviewing medical records on or off site and electronically transmit information to the QIO for computerized analysis, allowing performance feedback to health professionals in “near real-time” intervals.

Data Quality: Vendor must study the quality, reliability and validity of the health care data. Studies of data quality encompass the entire data stream, from the data entry operator’s work incentives to collection, processing and analysis.

Evidenced-based Guideline, Criteria and Indicator Development. Vendor will abstract, analyze and feedback performance data to health professionals, and also work with interdisciplinary groups of health care professionals to develop guidelines, criteria and indicators.

Quality Improvement. The vendor must work with providers of care to improve administrative and clinical delivery systems.

Utilization Management and Utilization Review. The vendor must have experience in developing and using appropriateness criteria to renew medical interventions. Utilizations management abilities should include prior authorizations, concurrent reviews, post-service evaluation and case management.

Medical Peer Review. Vendor should demonstrate a network of board-certified physician reviewers in all specialties and nurse specialists support utilization management services.

Audit and Validation Studies. Vendor must review data and other records to validate and improve the quality of reporting and procedural coding.

Reporting: Vendor shall provide cumulative summary of findings to Authority as requested.

Specific Qualification Criteria:

The Authority initially entered into a contract with WVMI to perform these services in 2003. WVMI has developed an expertise in auditing, reviewing and monitoring and ACC/NCDR data. WVMI is the only organization auditing the ACC/NCDR data on a national basis. In performing this project, the vendor compares the complication rates of West Virginia hospitals to national complication rates. This is essential for the quality review of the information. Currently, WVMI’s uses the ACC/NCDR national statistics to compile complication rate information allowing the Authority to directly compare the complication rates of West Virginia acute care hospitals to similar national statistics.

WVMI is the only QIO in the state. As such it has established trust relationships with the reporting institutions and information will be protected as peer review materials. The Centers for Medicare and Medicaid Services contract

with one organization in each state to serve as that state's QIO. WVMI is presently serving as the State of West Virginia's QIO. Even if another QIO were to attempt to come into West Virginia it would not meet the qualification criteria because WVMI is the only organization auditing the ACC/NCDR data nationally which is a key component to this project. In addition, WVMI has developed an expertise in auditing, reviewing and monitoring and ACC/NCDR of West Virginia acute care hospitals of the last several years.

Section II (to be completed by Purchasing Division Buyer)

Purchasing Bulletin Advertising Date(s) _____

Interest Received: Yes _____ No _____

Action: Returned to Agency for Formal Advertising _____

Awarded to Suggested Vendor _____

Certified as Correct By: _____
(Buyer)

Date: _____

(Rev21/07)