



March 18, 2009

Ms. Jennifer Vermeer, Director  
Iowa Medicaid Enterprise  
Department of Human Services  
100 Army Post Road Des Moines,  
Iowa 30315

Dear Ms. Vermeer:

ValueOptions, Inc. is pleased to submit its proposal in response to your Request For Proposal (RFP) for The Iowa Plan for Behavioral Health. We provide the following information as required by the RFP:

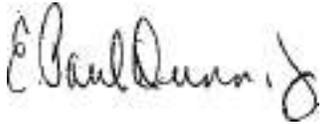
- The individual authorized to legally bind ValueOptions, Inc. is our Chief Financial Officer, E. Paul Dunn, Jr. His address is ValueOptions, Inc., 240 Corporate Boulevard, Norfolk, Virginia, 23502. His telephone number is 757-459-5295.
- ValueOptions representative to contact regarding all contractual and technical matters concerning this proposal is Eric Van Allen. His address is 13061 Steams Street, Overland Park, Kansas, 66213. His email address is eric.vanallen@valueoptions.com. His fax and telephone number is 913-549-4747; his mobile phone number is 913-680-9479.
- ValueOptions representative to contact regarding scheduling and other arrangements is also Eric Van Allen. His address is 13061 Steams Street, Overland Park, Kansas, 66213. His email address is eric.vanallen@valueoptions.com. His fax and telephone number is 913-549-4747; his mobile phone number is 913-680-9479.
- ValueOptions is a privately owned corporation.
- ValueOptions is in receipt of all amendments and responses to questions issued in conjunction with this RFP.
- ValueOptions' bid Proposal is predicated upon the acceptance of all terms and conditions stated in the RFP. ValueOptions will meet all the requirements of the RFP.
- ValueOptions has submitted the Mandatory Requirements and Disqualification Checklist with this transmittal letter.
- ValueOptions certifies that we are operating independently and have no conflict of interest in providing the scope of work required under this RFP.
- In accordance with Code of Iowa Section 22.7.18 and Section 2.20 of this RFP, **ValueOptions requests that the financial reports included in response to this question be considered confidential.** ValueOptions requests that our responses to Section 7A.3.3 Disclosure of Legal Actions be considered confidential. While the fact of the litigation (the name of the case) is otherwise public information, the additional explanatory verbiage set out below the name of each case is not public information and was included due to the specific RFP requirement. But for the RFP requirement requesting summaries of the litigation in the last 5 years, a simple listing would have been provided.
- ValueOptions is an EEO employer. We do not discriminate in our employment practices with regard to race, color, religion, sex, age, marital status, political affiliation, national origin, sexual orientation, or any disability.
- ValueOptions will furnish the mental health and substance abuse services required by Enrollees as promptly as is appropriate and the services provided will meet the Departments' quality standards.
- The percentage of the Medicaid capitation payment designated for the Claim Fund will be payment in full for all required and covered services, plus any optional or other services provided to the Iowa Plan by



ValueOptions. Any costs for services in excess of the capitation payment will be the sole responsibility of ValueOptions.

- The percentage of the capitation payment designated for the Medicaid Administrative Fund will be payment in full for all required administrative services related to Iowa Plan enrollees, and any costs for administrative services in excess of the capitation payment will be the responsibility of ValueOptions.
- The IDPH payment designated for the IDPH Administrative Fund will be considered payment in full for all IDPH-related administrative services required of ValueOptions.
- ValueOptions agrees to place programs at risk for the costs of services to IDPH participants.
- ValueOptions understand that liquidated damages may be imposed for failure to perform as set forth in the RFP.
- ValueOptions acknowledges that the contract will be performance-based and both incentives and disincentives may apply to ValueOptions' performance as set forth in the RFP.
- ValueOptions will meet all provisions as set forth in our proposal.

Thank you for the opportunity to submit our proposal.



E. Paul Dunn, Jr.  
Chief Financial Officer  
ValueOptions, Inc.