



Response to Request for Proposal 2024-RFP-291 for Workers' Compensation Third-Party Administrator for **City of Pittsburgh**

Demonstration of Good Faith Effort

October 31, 2024

Submitted by:
Mary Mills
Director, Workers' Compensation Self-Insured Claims
(412)-667-7084
millsm2@workpartners.com

Workpartners
U.S. Steel Tower
600 Grant Street
Pittsburgh, PA 15219
workpartners.com

Demonstration of Good Faith Effort

Include statements of assurance regarding the following requirements detailed in the Equal Opportunity section of this solicitation:

A. Solicit certified MBE/WBE/Veteran-Owned companies for various service categories where opportunities exist to subcontract within their company's business model.

B. Complete MWDBEVOSB Commitment Form to document good faith effort. Please provide scope of services to be delivered by each subcontractor. If a subcontractor is not chosen, a justification is required describing why services could not be rendered by a sub-contractor.

C. Provide email documentation of solicitation correspondence with MBE/WBE/Veteran-Owned companies.

Failure to include all of the elements specified may be cause for rejection. Additional information may be provided, but should be succinct and relevant to the goals of this RFP. Excessive information will not be considered favorably.

Below is an explanation of our normal business practices as they relate to Supplier Diversity and conducting business with Minority, Women, and Disadvantaged Businesses Enterprises (MBE/WBE/DBEs). This summary emphasizes our good faith efforts relative to MBE/WBE/DBE participation at UPMC.

UPMC Corporate Supplier Diversity Program

UPMC created the Supplier Diversity Program in 1989. In 2006, the program was reengineered to fulfill our commitment to create a nationally renowned center of excellence by ensuring that Minority, Women, and Disadvantaged Businesses Enterprises (MBE/WBE/DBE) are offered every opportunity as primary or secondary suppliers to provide products and services to UPMC, in support of the communities that we serve. In 2019, UPMC expanded this roster to include Veteran, Disabled Veteran, and LGBTQIA+ businesses in the expanded Certified Diverse Vendors we recruit, mentor, and conduct business with. The Supplier Diversity Program is designed to provide Certified Diverse Vendors equal access to procurement opportunities.

UPMC has had a policy statement for the past 25 years and has conducted a robust enhancement in outreach activities including launching our Essentials for Success Program (developed in partnership with the University of Pittsburgh Small Business Development Center) and Turner School of Construction Management development program (conducted in partnership with the Turner Construction Company Pittsburgh Office) in 2019. To date our programs have engaged more than 1,800 diverse firms across four states (PA, NY, MD, DE), providing business and technical development including free certification assistance. UPMC's Director of Supplier Diversity, George Robinson II, is on the Board of the Eastern Minority Supplier Development Council (EMSDC), the national co-chair of the National Minority Supplier Development Council (NMSDC) Healthcare Industry Group, the Premier, Inc. National Supplier Diversity Committee, and National Supplier Diversity Task Force. Each of these organizations has provided UPMC with pathways that allow us to offer opportunities to Certified Diverse Vendors to partner with UPMC and UPMC Health Plan.

UPMC is the originator and lead sponsor of the SHARE™ program. The goal of the program is to partner with corporations in surrounding communities where UPMC has physical operations to share rosters of high-performing diverse vendors among participating corporations and encourage matchmaking between attending diverse vendors and corporations aiming to grow their diverse vendor utilization. This program, launched in 2014 in Pittsburgh, has expanded to Harrisburg (2018) and Reading, Pennsylvania (2023) and looks to expand into Cleveland, Ohio in 2024. During the past 10 years, hundreds of millions of dollars of opportunities for Certified Diverse Vendors have been availed.

UPMC has utilized Tier II contracting for more than 20 years, having been refined in 2019 to include measuring the top 250 contractors' Tier II utilization of diverse vendors. UPMC has coached several of its Tier I partners in developing their Tier II programs to become aligned with UPMC's objectives in diverse vendor utilization at the subcontracting level. UPMC Health Plan has a robust subcontracting program guided by our contracting partners' terms and conditions surrounding diverse vendor subcontracting goals and mandates. It is the objective of UPMC Health Plan to meet all required diverse vendor subcontracting terms and conditions where applicable and in alignment with our business practices.

Diversity Program Approach

The following outlines our approach to our Supplier Diversity Program:

- Supplier Diversity is an integral part the UPMC Supply Chain Management (SCM) strategy.
- UPMC actively recruits MBE/WBE/DBEs to participate in the Supplier Diversity Program.
- UPMC seeks to enter first- and second-tier business relationships with MBE/WBE/DBE suppliers who provide quality, cost-competitive products and services to UPMC.
- A primary focus of the program is to grow the capacity of MBE/WBE/DBE suppliers.
- The Program's Minority Business Development Initiative provides education, training, mentoring, and networking opportunities to MBE/WBE/DBEs.
- MBE/WBE/DBEs interested in the program are required to register via the Supply Chain Management website at: <https://www.upmc.com/about/supply-chain/inquiries>

An integral part of creating a "world class" Supplier Diversity Program is ensuring that UPMC provides opportunities to MBE/WBE/DBE suppliers at all levels. UPMC has developed an MBE/WBE/DBE second-tier program to assist and encourage our prime suppliers to: 1) recognize the importance and value of MBE/WBE/DBE suppliers in the marketplace; 2) increase business opportunities for MBE/WBE/DBEs; and 3) create their own MBE/WBE/DBE second-tier program. Prime suppliers who do not have an MBE/WBE/DBE program are encouraged to develop a plan that outlines how they will assist UPMC in reaching our systemwide MBE/WBE/DBE goals. UPMC provides resources to support prime MBE/WBE/DBE suppliers who need assistance developing a plan.

UPMC asks that all prime contractors make a good faith effort to include MBE/WBE/DBE suppliers in procurement opportunities within their UPMC contracts. UPMC's Construction and Facilities Department has a required MBE/WBE/DBE percentage goal for their contracts. As part of their construction contract, all prime contractors are required to submit an AIA Form A (MBE/WBE/DBE Plan) to UPMC for approval prior to commencing construction.

The Construction and Facilities Department requires that all prime contractors make a good faith effort to reach goals of a minimum of 10 percent MBE participation and 2 percent WBE participation, with an overall minimum participation goal of 15 percent.

The UPMC Supplier Diversity Program has developed an MBE/WBE/DBE Business Development Initiative. The main goal of this initiative is to provide professional services education and training to the MBE/WBE/DBE businesses in our program. Each member of the program has a formalized development plan with UPMC to help grow their capacity and strengthen their business. Through the initiative, MBE/WBE/DBE businesses have the opportunity to attend various workshops on business sustainability and growth. Additionally, we work with a core group of quality MBE/WBE/DBE suppliers to grow their businesses through strategic alliances and joint ventures with prime UPMC suppliers.

The UPMC Insurance Services MBE/WBE/DBE Initiative

The UPMC Insurance Services MBE/WBE/DBE Initiative identifies and manages the MBE/WBE/DBE vendor procurement activity and MBE/WBE/DBE commitment contract compliance associated with our organization. Formalized in 2009, the main goal of the initiative is to recruit and grow the certified MBE/WBE/DBE portfolio of UPMC Insurance Services and that of our affiliates, and provide increased opportunities for utilization of Small Disadvantaged Businesses (SDB) as service providers and partners.

Through the MBE/WBE/DBE Initiative, UPMC Insurance Services currently provides procurement opportunities to more than 100 MBE/WBE/DBE-certified suppliers. In 2023, we estimate that 8% of annual aggregate spend is procured across all categories of Certified Diverse Vendors including woman, minority, and service-disabled veteran-owned businesses.

We have provided the business name and business address of each diverse business participating in this contract in *Table 1.1* below. Additionally, supporting documentation that includes proof of email correspondence can be found on the following pages.

Table 1.1: Diverse Businesses

Diverse Business 1

Business Name:

Everest Care Management, Inc.

Business Address:

PO Box 1557, Lancaster, PA 17608

Expertise:

ECM is a woman-owned, Lancaster, PA-based case management company that provides field case management throughout the Mid-Atlantic States. ECM focuses on medical case management, with focus on workplace injuries. ECM accepts field case management referrals from the Mid-Atlantic states and telephonic case management referrals from all 50 states. Additional service lines include medical management solutions (MMS), catastrophic case management, telehealth, and nurse consultant services.



Diverse Business 2

Business Name:

Presque Isle Rehabilitation Service, LLC

Business Address:

P.O. Box 706, Edinboro, PA 16412

Expertise:

Presque Isle Rehabilitation Service, LLC was founded in 2002 to bring the highest-quality medical and vocational case management to market. More than 20 years later, the Presque Isle team has grown to include dozens of professionals working throughout the mid-Atlantic region for hundreds of clients, including national insurance companies, self-insured corporations, regional law firms and more.



Table 1.1: Diverse Businesses

Diverse Business 3



Business Name: **Evaluation Specialists, LLC**
Business Address: 110 Roessler Road, Suite 100B, Pittsburgh, PA 15220
Expertise: For more than 20 years, Pennsylvania-domiciled Evaluation Specialists have provided medical evaluation services throughout the Mid-Atlantic region to their broad base of clients. They use a highly professional network of more than 1,200 board-certified physicians to provide comprehensive evaluations and objective opinions related to any medical condition.

Diverse Business 4



Business Name: **Montez Parker II Enterprises DBA Parker International Security**
Business Address: 1644 1st Ave, York, PA 17403
Expertise: Parker International Security (PISF) is a service-disabled veteran owned digital and physical security company. PISF was founded by Montez Parker II, an Air Force Veteran and security expert. PISF is committed to safeguarding individuals, businesses, and communities against evolving physical and cyber threats, ensuring peace of mind and continuity in an interconnected world. Through innovation, expertise, and collaboration, PISF strives to create a security ecosystem that empowers individuals and organizations to thrive without fear of cyber attacks.

Diverse Business 5



Business Name: **Horizon Health Care Consultants, LTD**
Business Address: 3000 Valley Forge Circle, Suite 3200, King of Prussia, PA 19406
Expertise: Founded in 1994, Horizon is a leading provider of managed care services in Mid-Atlantic and Northeastern regions of the U.S. Their telephonic, onsite, and vocational case management professionals have many years of diversified clinical, collective disability, and applied case management experience. Horizon Health Care Consultants routinely provide clients with extraordinary levels of professionalism, knowledge, teamwork, cooperation, communication, and service.

Table 1.1: Diverse Businesses

Diverse Business 6

Business Name: **Gertrudis L. Quinn, DBA TQ Consultants**

Business Address: 111 John Robert Thomas Dr, Exton, PA 19341

Expertise: Trudy Quinn is the founder and president of TQ Consultants LLC located in Exton, PA. Founded in 1992, TQ Consultants is a managed care consulting firm specializing in medical case management and bill review services. The company also specializes in Spanish interpretation and translation. Ms. Quinn's expertise lies in several areas of nursing including thoracic surgery, intensive care nursing, oncology, and home health care.



UPMC Benefit Management Services, Inc., d/b/a Workpartners, will make a concerted effort, in our partnership with the City, to hire and retain MBE/WBE/DBE suppliers within the Commonwealth as part of our commitment to and investment in the local economy. Wherever possible, Workpartners looks forward to leveraging existing relationships of workers' compensation provider affiliates currently working with the City to conduct counseling services on our behalf. This approach will ensure continuity of service, enhance Workpartners' commitment to investing in the local economies of the communities we serve, and allow Workpartners and the City to codevelop strategies for the intended workers' compensation services.

October 31, 2024

Equal Opportunity Review Commission (EORC) Participation Form

Please see completed *Equal Opportunity Review Commission (EORC) Participation Forms* immediately following.



Equal Opportunity Review Commission
Minority & Women Business Enterprise and
Veteran-Owned Small Business Required Documentation

GUIDE TO COMPLETING REQUIRED DOCUMENTS

The following documents are required for EORC approval:

- Completed Pre Award Good Faith Effort Checklist with appropriate documentation
- Completed Good Faith Effort Checklist with appropriate documentation
- Completed EORC M/WBE/VOSB Participation Statement

Please see below for instructions on completing each document.

1. Pre-Award Good Faith Checklist

The Pre-Award Good Faith Checklist is a list of tasks that should be completed as part of a vendor's initial bid/proposal submission. The Pre Award Good Faith Checklist is an abbreviated version of Item 2 below; The full Good Faith Effort Checklist will be expected of any awardee. At a minimum, the Pre-Award Good Faith Checklist should demonstrate advertisement and outreach with a reasonable number of MWDBE/VOSB/LGBTQIA+ vendors, as well as follow-up efforts. **The City reserves the right to deem failure to complete the Pre-Award Good Faith Effort Checklist as non-responsiveness.**

2. Good Faith Effort Checklist

The Good Faith Effort Checklist is intended to guide bidders on what the City of Pittsburgh means by making a serious “good faith effort” to identify and utilize M/WBE and VOSB firms on all contracts in order to meet participation goals. It is not intended to be inclusive or exhaustive, but will help show that a good faith effort has been made. Please provide documentation for each box that is checked.

3. EORC M/WBE/VOSB Participation Statement

List the prime or bidder name, contact person, address, phone number, email address, and certification information (if applicable).

Additionally, list any M/WBE or VOSB subcontractor that was solicited whether or not commitment was obtained. Include contact information, certification type, type of subcontract work, date solicited, how they were solicited, and reason if no commitment was made. Sign and date.



CITY OF PITTSBURGH EQUAL OPPORTUNITY REVIEW COMMISSION

MINORITY AND WOMEN BUSINESS ENTERPRISE PARTICIPATION PLAN

Pre Award Good Faith Effort Checklist

The following checklist is to be provided with your solicitation submission in order to be considered a responsive bidder. The City of Pittsburgh reserves the right to deem bidders non responsive should the following checklist not be completed.

Please provide documentation for each box checked.

- Advertised and conducted outreach with MWDBE, VOSB and LGBTQIA+ businesses at least two weeks in advance of solicitation due date.
- Identified and designated economically feasible portions of the work to be performed by MWDBE, VOSB and LGBTQIA+ businesses. This may include breaking down the contract into sub-contracts to ensure participation.
- Provided a reasonable number of MWDBE, VOSB and LGBTQIA+ businesses written notice via email or mail regarding subcontracting and/or supplier opportunities.
- Followed up with MWDBE, VOSB and LGBTQIA+ businesses who were solicited to determine interest.

M/WBE & VOSB GOOD FAITH EFFORT

The Good Faith Effort Checklist should be referred to by the proposer in their endeavors to meet the goals of the City of Pittsburgh through their "good faith efforts."

It is the proposer's responsibility to make a portion of the work available to M/WBE and VOSB subcontractors and suppliers and to select those portions of the work or material needs consistent with the available M/WBE and VOSB subcontractors and suppliers, so as to facilitate M/WBE and VOSB participation.

The fact that there may be some additional costs involved in finding and using M/WBE and VOSB subcontractors is not in itself sufficient reason for a proposer's failure to meet the contract M/WBE and VOSB goals, as long as such costs are reasonable. Also, the ability or desire of a proposer to perform the work of a contract with its own organization does not relieve the bidder of the responsibility to make good faith efforts. Proposers are not, however, required to accept higher quotes from M/WBE and VOSBs if the price difference is excessive or unreasonable.

The City of Pittsburgh's Equal Opportunity Review Commission will act as a resource for any bidder looking to increase M/WBE and VOSB participation. Please contact 412-255-8804 for help, questions, or concerns.

GOOD FAITH EFFORT CHECKLIST

The following checklist must be included with your proposal, however it is not intended intended to be inclusive or exhaustive. **Please provide documentation for each box checked.**

- Held pre-bid or pre-proposal meetings to discuss upcoming opportunities at least two weeks in advance of solicitation due date.
- Advertised and conducted outreach with minority and women-owned businesses at least two weeks in advance of solicitation due date.
- Identified and designated economically feasible portions of the work to be performed by M/WBEs. This may include breaking down the contract into sub-contracts to ensure participation.
- Utilized the Pennsylvania Unified Certification Program (PAUCP) Directory and/or other resources to locate and identify potential firms to subcontract with.
- Provided a reasonable number of M/WBEs written notice via email or mail regarding subcontracting and/or supplier opportunities.
- Followed up with M/WBEs who were solicited to determine interest.
- Provided interested M/WBEs with plans, specifications, scope of work, and requirements of the contract.
- Entered into a formal contract, or signed letters of commitment with M/WBEs.
- Provided feedback to M/WBEs when bids and/or price quotations are rejected.
- Made efforts to assist interested M/WBEs obtain bonding, lines of credit, insurance, equipment, materials, supplies, or other project-related components.

CITY OF PITTSBURGH EORC PARTICIPATION STATEMENT

This form must be completed and submitted with your bid or proposal

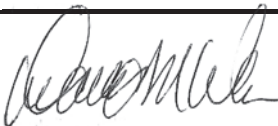
List below all M/WBE and VOSBs that were solicited whether or not commitment was obtained.

Name of Prime or Bidder: UPMC Benefit Management Services Contact Person: Mary Mills
 Address: 600 Grant Street, 4th Floor, Pittsburgh, PA 15219 Email: millsm2@upmc.edu
 Phone Number: 412-667-7084 Is Your Firm M/WBE/VOSB Certified? Yes No
 Certification Type: MBE WBE VOSB Certifying Entity: N/A

M/WBE/VOSB Sub Vendor Firm Name: Everest Care Management INC			Contact Person: Michael Ness	
Address: PO Box 1557, Lancaster, PA 17608		Phone Number: 717-239-0500	Email: mness@everestcm.net	
Certification Type: <input type="radio"/> MBE <input type="radio"/> WBE <input type="radio"/> VOSB Certifying Entity: WBENC		Types of Subcontract Work or Materials: Case management		
Date Solicited: 9/30/2024	Solicitation Method: <input type="radio"/> Phone <input checked="" type="radio"/> Email	Quote Received: <input checked="" type="radio"/> Yes <input type="radio"/> No	Commitment Made: <input type="radio"/> Yes - Date: TBD <input type="radio"/> No	Amount Committed: \$ Amount: TBD % Of Total Bid: TBD
Give Reason(s) If No Commitment Made:				

M/WBE/VOSB Sub Vendor Firm Name: Presque Isle Rehabilitation Service LLC			Contact Person: Michelle Repman-Pifer	
Address: P.O. Box 706, Edinboro, PA 16412		Phone Number: 814-734-1499	Email: michelle@pirehab.com	
Certification Type: <input type="radio"/> WBE <input checked="" type="radio"/> WBE <input type="radio"/> VOSB Certifying Entity: WBENC		Types of Subcontract Work or Materials: specialized medical, vocational case management & medical-legal services		
Date Solicited: 9/30/2024	Solicitation Method: <input type="radio"/> Phone <input checked="" type="radio"/> Email	Quote Received: <input checked="" type="radio"/> Yes <input type="radio"/> No	Commitment Made: <input type="radio"/> Yes - Date: TBD <input type="radio"/> No	Amount Committed: \$ Amount: TBD % Of Total Bid: TBD
Give Reason(s) If No Commitment Made:				

Signature:



Date: October 23, 2024

Copy this form as necessary.

CITY OF PITTSBURGH EORC PARTICIPATION STATEMENT

This form must be completed and submitted with your bid or proposal

List below all M/WBE and VOSBs that were solicited whether or not commitment was obtained.

Name of Prime or Bidder: UPMC Benefit Management Services Contact Person: Mary Mills
 Address: 600 Grant Street, 4th Floor, Pittsburgh, PA 15219 Email: millsm2@upmc.edu
 Phone Number: 412-667-7084 Is Your Firm M/WBE/VOSB Certified? Yes No
 Certification Type: MBE WBE VOSB Certifying Entity: N/A

M/WBE/VOSB Sub Vendor Firm Name: Evaluation Specialists LLC			Contact Person: Deborah Keisling	
Address: 110 Roessler Rd, Ste 100B, Pittsburgh, PA 15220		Phone Number: 412-343-4809	Email: dkeisling@evalspecialists.com	
Certification Type: <input type="radio"/> MBE <input checked="" type="radio"/> WBE <input type="radio"/> VOSB Certifying Entity: WBENC		Types of Subcontract Work or Materials: Independent medical evaluations		
Date Solicited: 9/30/2024	Solicitation Method: <input type="radio"/> Phone <input checked="" type="radio"/> Email	Quote Received: <input checked="" type="radio"/> Yes <input type="radio"/> No	Commitment Made: <input type="radio"/> Yes - Date: TBD <input type="radio"/> No	Amount Committed: \$ Amount: TBD % Of Total Bid: TBD
Give Reason(s) If No Commitment Made:				

M/WBE/VOSB Sub Vendor Firm Name: Montez Parker II Enterprises. d/b/a Parker International Security			Contact Person: Montez Parker II	
Address: 1644 1st Ave, York, PA 17403		Phone Number: 717-424-6036	Email: mparker@parkerinternationalsecurity.com	
Certification Type: <input checked="" type="radio"/> MBE <input checked="" type="radio"/> WBE <input checked="" type="radio"/> VOSB Certifying Entity: NMSDC, VetCert, Disability IN		Types of Subcontract Work or Materials: International Security		
Date Solicited: 10/04/2024	Solicitation Method: <input type="radio"/> Phone <input checked="" type="radio"/> Email	Quote Received: <input checked="" type="radio"/> Yes <input type="radio"/> No	Commitment Made: <input type="radio"/> Yes - Date: TBD <input type="radio"/> No	Amount Committed: \$ Amount: TBD % Of Total Bid: TBD
Give Reason(s) If No Commitment Made:				

Signature:



Date: October 23, 2024

Copy this form as necessary.

CITY OF PITTSBURGH EORC PARTICIPATION STATEMENT

This form must be completed and submitted with your bid or proposal

List below all M/WBE and VOSBs that were solicited whether or not commitment was obtained.

Name of Prime or Bidder: UPMC Benefit Management Services Contact Person: Mary Mills
 Address: 600 Grant Street, 4th Floor, Pittsburgh, PA 15219 Email: millsm2@upmc.edu
 Phone Number: 412-667-7084 Is Your Firm M/WBE/VOSB Certified? Yes No
 Certification Type: MBE WBE VOSB Certifying Entity: N/A

M/WBE/VOSB Sub Vendor Firm Name: Horizon Health Care Consultants LTD			Contact Person: Patricia McGinley	
Address: <small>300 Valley Forge Circle, Suite 3200, King of Prussia, Pennsylvania 19406</small>		Phone Number: 610-783-6925	Email: horizon@horizonhcc.com	
Certification Type: <input type="radio"/> MBE <input checked="" type="radio"/> WBE <input type="radio"/> VOSB Certifying Entity: WBENC		Types of Subcontract Work or Materials: Managed care services		
Date Solicited: 9/30/2024	Solicitation Method: <input type="radio"/> Phone <input checked="" type="radio"/> Email	Quote Received: <input checked="" type="radio"/> Yes <input type="radio"/> No	Commitment Made: <input type="radio"/> Yes - Date: TBD <input type="radio"/> No	Amount Committed: \$ Amount: TBD % Of Total Bid: TBD
Give Reason(s) If No Commitment Made:				

M/WBE/VOSB Sub Vendor Firm Name: Gertrudis L. Quinn, d/b/a TQ Consultants			Contact Person: Edwin Quinn	
Address: <small>111 John Robert Thomas Dr, Exton, PA 19341</small>		Phone Number: 610-524-1006	Email: edwin@tqconsultants.net	
Certification Type: <input checked="" type="radio"/> MBE <input checked="" type="radio"/> WBE <input type="radio"/> VOSB Certifying Entity: WBENC, NMSDC		Types of Subcontract Work or Materials: Managed care and utilization		
Date Solicited: 9/30/2024	Solicitation Method: <input type="radio"/> Phone <input checked="" type="radio"/> Email	Quote Received: <input checked="" type="radio"/> Yes <input type="radio"/> No	Commitment Made: <input type="radio"/> Yes - Date: <input type="radio"/> No	Amount Committed: \$ Amount: TBD % Of Total Bid: TBD
Give Reason(s) If No Commitment Made: Provider does not operate in city of Pittsburgh				

Signature: 

Date: October 23, 2024

Copy this form as necessary.

October 31, 2024

Email Documentation

Please see requested email documentation of solicitation correspondence with MBE/WBE/Veteran-Owned companies immediately following.

From: [Rutherford, Kurt G](#)
To: AMCCOMSEY@EVERESTCM.NET; mness@everestcm.net
Cc: [Mills, Mary](#)
Subject: Business Discussion
Date: Monday, September 30, 2024 10:09:00 AM
Importance: High

Good Morning,

I am writing to you today to see if you are interested in having a brief discussion regarding a business opportunity with our Work Partners team. If so, provide some times that you are available for a quick call this week.

Sincerely,

Kurt Rutherford
Coordinator
Government Products
600 Grant Street, 9th Floor
Pittsburgh, PA 15219
T: 412-454-7671
C:412-706-0585
Email: rutherfordkg@upmc.edu

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From: [Rutherford, Kurt G](#)
To: michelle@pirehab.com; liana@pirehab.com
Cc: [Mills, Mary](#)
Subject: Business Discussion
Date: Monday, September 30, 2024 10:12:00 AM
Importance: High

Good Morning,

I am writing to you today to see if you are interested in having a brief discussion regarding a business opportunity with our Work Partners team. If so, provide some times that you are available for a quick call this week.

Sincerely,

Kurt Rutherford
Coordinator
Government Products
600 Grant Street, 9th Floor
Pittsburgh, PA 15219
T: 412-454-7671
C:412-706-0585
Email: rutherfordkg@upmc.edu

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From: [Rutherford, Kurt G](#)
To: [Debbie Keisling](#)
Cc: [Mills, Mary](#)
Subject: RE: Business Discussion
Date: Monday, September 30, 2024 10:15:00 AM
Importance: High

Good Morning,

I am writing to you today to see if you are interested in having a brief discussion regarding a business opportunity with our Work Partners team. If so, provide some times that you are available for a quick call this week.

Sincerely,

Kurt Rutherford
Coordinator
Government Products
600 Grant Street, 9th Floor
Pittsburgh, PA 15219
T: 412-454-7671
C:412-706-0585
Email: rutherfordkg@upmc.edu

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From: [Rutherford, Kurt G](#)
Subject: Brief Chat
Date: Friday, October 4, 2024 2:16:00 PM

Good afternoon,

Work Partners a UPMC Health Plan company has a potential business opportunity that we would like to discuss, please let me know if you have availability next week to discuss.

Thank you.

Kurt Rutherford
Coordinator
Government Products
600 Grant Street, 9th Floor
Pittsburgh, PA 15219
T: 412-454-7671
C:412-706-0585
Email: rutherfordkg@upmc.edu

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From: [Rutherford, Kurt G](#)
To: HORIZON@horizonhcc.com; pmcginley@horizonhcc.com
Cc: [Mills, Mary](#)
Subject: Business Discussion
Date: Monday, September 30, 2024 10:01:00 AM
Importance: High

Good Morning,

I am writing to you today to see if you are interested in having a brief discussion regarding a business opportunity with our Work Partners team. If so, provide some times that you are available for a quick call this week.

Sincerely,

Kurt Rutherford
Coordinator
Government Products
600 Grant Street, 9th Floor
Pittsburgh, PA 15219
T: 412-454-7671
C:412-706-0585
Email: rutherfordkg@upmc.edu

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From: [Rutherford, Kurt G](#)
To: edwin@tqconsultants.net; trudy@tqconsultants.net
Cc: [Mills, Mary](#)
Subject: RE: Business Discussion
Date: Monday, September 30, 2024 10:05:00 AM
Importance: High

Good Morning,

I am writing to you today to see if you are interested in having a brief discussion regarding a business opportunity with our Work Partners team. If so, provide some times that you are available for a quick call this week.

Sincerely,

Kurt Rutherford
Coordinator
Government Products
600 Grant Street, 9th Floor
Pittsburgh, PA 15219
T: 412-454-7671
C:412-706-0585
Email: rutherfordkg@upmc.edu

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