



**Potomac Healthcare
Solutions™**

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May 13, 2022

Attn: Matthew McGregor
Vice President Auxiliary Services
Longwood University
201 High Street, Bristow Hall, Room 218
Farmville, Virginia 23909

Subject: Contract #214-15-~~StentHthSves~~ LU214-20-014 Strategic Healthcare Partnership *Allyson*

Mr. Matthew McGregor,

Potomac Healthcare Solutions, LLC, (PHS) hereby submits our response to discussions regarding the upcoming contract period July 1, 2022 through June 30, 2023 estimated budget projection. Our estimate is based on continuation of current services as provided for the period July 1, 2021 through June 30, 2022 at \$1,231,963.77. Our review of costs included salary adjustments as well as adjustments to projected other direct costs for the period of performance July 1, 2022 through June 30, 2023.

In order to accommodate maintenance of the contract budget at the previous year level of \$1,231,963.77 we made several adjustments. These adjustments will not decrease overall quality or quantity of services provided. We will remove PDRx, Telehealth, and Athletic supply initial costs from our projection. Those savings will be redistributed to other areas as needed to maintain the budget at \$1,231,963.77 for the period July 1, 2022 through June 30, 2023.

All other contract terms and conditions will remain in full force and effect.

We hope this estimate assists you with your budgeting process.

If you have any questions please do not hesitate to contact me at 703-436-9143 or Bill Joseph at 703-436-9142.

Signature

Thomas W. Burden
Co-CEO and Principal



A Service Disabled Veteran Owned Small Business