



November 2, 2018

*** via email ***

Mr. John Zutter, CEO
Employer Direct Healthcare dba Surgery Plus
2100 Ross Avenue, Suite 3200
Dallas, TX 75201

Re: Request for Proposal – Centers of Excellence Administration

Dear Mr. Zutter:

Based on the recommendation of the Proposal Review Committee on October 22, 2018, the State Employee Benefits Committee (SEBC) voted in favor of awarding the Centers of Excellence Administration contract to Employer Direct Healthcare dba Surgery Plus effective on 07/01/19 for an initial term of three years with two optional one year periods with the following terms:

1. No up-front costs to the Group Health Insurance Program;
2. A concierge member service business model;
3. A guaranteed 1:1 ROI with the adoption of the qualifications for this guarantee as outlined by SurgeryPlus in the bid response; and
4. The SEBC will maintain the right to modify and/or adopt the COE program options, covered procedures, pricing/ROI model and member communication strategy after the award of the contract and during subsequent plan years.

The award is subject to negotiation of the performance guarantees, a finalized contract, and is contingent upon fulfillment of the Technology Terms and Conditions as required by DTI.

We will begin working promptly with your team on the implementation of the terms in the RFP and the draft of the new contract.

Please allow me to extend congratulations to the SurgeryPlus team!

Respectfully,

Signature on File

Faith L. Rentz, Director

cc: file

STATE OF DELAWARE STATEWIDE BENEFITS OFFICE

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