



**State of Delaware
Executive Department
Office of Management and Budget**

February 27, 2012

Mr. Peter Trusz, Sales Director
Aetna
151 Farmington Avenue, RW1B
Hartford, CT 06156

Re: Medical Benefit Administrative Services for the Group Health Insurance Program

Dear Mr. Trusz:

On February 24, 2012, pursuant to the terms listed in the Request for Proposal and based on the recommendation of the Proposal Review Committee, the State Employees Benefits Committee voted in favor of awarding the Medical Benefit Administrative Services for the Group Health Insurance Program contract for all benefit plans to Blue Cross Blue Shield of Delaware and the CDHP and HMO plans to Aetna effective July 1, 2012. Ms. Laurene Ehemann, RFP and Contract Coordinator, will be working with you to begin drafting the contract.

We thank you again for your time during the RFP and interview process and extend our congratulations to the Aetna team! We are looking forward to continuing to work with you!

Respectfully,

Brenda L. Lakeman, Director
Statewide Benefits Office

cc: Ms. Katherine Impellizzeri, Account Manager
File



Statewide Benefits Office
500 W. Loockerman Street, Suite 320 • Dover, DE 19904
Phone (302) 739-8331 Fax (302) 739-8339 www.ben.omb.delaware.gov



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February 27, 2012

Mr. Andrew Brancati, Major Accounts Manager
Blue Cross Blue Shield of Delaware
800 Delaware Avenue
Wilmington, DE 19801

Re: Medical Benefit Administrative Services for the Group Health Insurance Program

Dear Mr. Brancati:

On February 24, 2012, pursuant to the terms listed in the Request for Proposal and based on the recommendation of the Proposal Review Committee, the State Employees Benefits Committee voted in favor of awarding the Medical Benefit Administrative Services for the Group Health Insurance Program contract for all benefit plans to Blue Cross Blue Shield of Delaware and the CDHP and HMO plans to Aetna effective July 1, 2012. Ms. Laurene Ehemann, RFP and Contract Coordinator, will be working with you to begin drafting the contract.

We thank you again for your time during the RFP and interview process and extend our congratulations to the BCBSD team! We are looking forward to continuing to work with you!

Respectfully,

Brenda L. Lakeman, Director
Statewide Benefits Office

cc: Ms. Vonda Benson, Account Manager
File



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