



November 9, 2015

\*\*\* via email \*\*\*

Ms. Carrie Schiavo, National Account Manager  
Delta Dental

Re: Request for Proposal for the Dental Insurance Benefit Program

Dear Carrie:

Based on the recommendation of the Proposal Review Committee on October 26, 2015, the State Employee Benefits Committee voted in favor of awarding the contract for the Dental Insurance Benefit Program to Delta Dental for a DPPO plan design effective July 1, 2016, for an initial term of three years beginning July 1, 2016 and two one-year optional renewal years with the following terms:

- o Maintain the current plan design and networks (PPO plus Premier) with the addition of implant coverage (referenced as the High Option plan in your interview presentation).
- o Rates shall be guaranteed for three years, FY17 – FY19, as stated below with a rate cap of 7.5% for the fourth (FY20) optional year and 3.1% for the fifth (FY21) and final optional year.

Subscriber	\$35.85
Subscriber + Spouse	\$73.18
Subscriber + Child(ren)	\$71.84
Family	\$119.88

- o The award is be subject to negotiation of the performance guarantees, a finalized contract, and be contingent upon fulfillment of the Technology Terms and Conditions as required by DTI within ten business days of this award.

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 Delta team!

Respectfully,  
Original on File

Brenda Lakeman, Director  
Human Resources Management and Benefits  
Administration

cc: file



November 9, 2015

\*\*\* via email \*\*\*

Mr. Cherrard Odom, Manager Group Service Center  
Dominion Dental

Re: Request for Proposal for the Dental Insurance Benefit Program

Dear Cherrard:

Based on the recommendation of the Proposal Review Committee on October 26, 2015, the State Employee Benefits Committee voted in favor of awarding the contract for the Dental Insurance Benefit Program to Dominion Dental for a DHMO plan design effective July 1, 2016, for an initial term of three years beginning July 1, 2016, and two one-year optional renewal years with the following terms:

- The current plan design with the addition of implant coverage; specifically Plan 705xsd.
- Rates shall be guaranteed for three years, FY17 – FY19, as stated below with a rate cap of 4.5% for both optional years four (FY20) and five (FY21).

Subscriber	\$24.52
Subscriber + Spouse	\$45.62
Subscriber + Child(ren)	\$49.16
Family	\$66.76

- The award is be subject to negotiation of the performance guarantees, a finalized contract, and be contingent upon fulfillment of the Technology Terms and Conditions as required by DTI within ten business days of this award.

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 Dominion team!

Respectfully,  
Original on File

Brenda Lakeman, Director  
Human Resources Management and Benefits  
Administration

cc: File