

All RFP QUESTIONS SUBMITTED BY EOB 10/2/2014

1. I was wondering if you would be able to provide me the current Delta Dental rates for ACUA to ensure accuracy in pricing in our RFP? Yes, The current PPO and PPO Plus Premier plans are self-insured plans with a monthly employee subscriber fee of \$6.24 for all covered classes.

The Delta Flagship (DMO) plan is fully insured with the monthly rate structure as follows:

One Person	\$28.03
Two Persons	\$53.66
Three or More	\$90.53

2. Our current admin fee is \$0.90 including a broker on the case. Should we continue to add the broker? If eliminating the broker does not measurably diminish service it is advisable.

3. In reference to General Information II Section E Proposal Format : If we submit our proposal via email, do we need to follow up with hard copies? No you do not.

4. Are you requiring separate submission of the Technical Proposal and Cost Proposal? The Technical Proposal and the Cost Proposal (including Attachment 6) must arrive by the proposal due date of EOB October 15, 2014. It is your choice how you would like to present them but they should be clear and understandable however presented.

5. Please confirm that the bidder is permitted to bid dental only and NOT to also bid vision? Proposals are acceptable for dental only or vision only or both.

6. As the incumbent carrier, does the A.C.U.A. require that Delta Dental submits examples of the utilization reports as described in section F? Delta Dental must provide all the required submissions as detailed in the request for proposal.

7. The current PPO and PPO Plus Premier plans are self-insured. The Flagship (DMO) plan is fully insured. Is the ACUA considering a fully insured plan for the PPO and PPO Plus Premier plans, or should we quote based on the existing arrangement? The objective of the RFP is to provide ACUA employees the most cost-effective and comprehensive dental and vision benefits. The current model of

DMO, PPO and PPO Plus has successfully fulfilled that objective. If Delta Dental considers the fully insured option to possibly meet those criteria better than the current model we are open to that submittal.

8. Does your current vision plan offer a safety plan as well as the full service plan indicated in the rfp? No it does not. Vision plans that include safety glasses will be given favorable consideration.

9. For this proposal, are you wanting to see both a full service and safety plan? That would be good method of proposal. If so, how many of the employees would be covered for the safety plan? Approximately 220. In 2013, we provided 16 pairs of prescription safety glasses to our employees using an outside source.

10. Are you looking for a self-funded or fully insured plan or both? The objective of the RFP is to provide ACUA employees the most cost-effective and comprehensive dental and vision benefits. When all proposals are submitted we will choose the one(s) that best meet our evaluation criteria.

11. Do you work with a broker or consultant? Not actively and it is not required.