



STATE OF OHIO
DEPARTMENT OF ADMINISTRATIVE SERVICES
GENERAL SERVICES DIVISION
OFFICE OF PROCUREMENT SERVICES
4200 SURFACE ROAD, COLUMBUS, OH 43228-1395

MANDATORY USE CONTRACT FOR: DENTAL PROGRAM FOR EXEMPT STATE OF OHIO EMPLOYEES

CONTRACT NUMBER: CSP900414

EFFECTIVE DATES: 07/01/13 TO 06/30/16

The Department of Administrative Services has accepted Proposals submitted in response to Request for Proposal (RFP) No. CSP900414 that opened on October 19, 2012. The evaluation of the Proposal responses has been completed. The Offeror listed herein has been determined to be the highest ranking Offeror and has been awarded a Contract for the services listed. The respective Proposal response including, Contract Terms & Conditions, any Proposal amendment, special Contract Terms & Conditions, specifications, pricing schedules and any attachments incorporated by reference and accepted by DAS become a part of this Services Contract.

This Requirements Contract is effective beginning and ending on the dates noted above unless, prior to the expiration date, the Contract is renewed, terminated, or cancelled in accordance with the Contract Terms and Conditions.

This Requirements Contract is available to the DEPARTMENT OF ADMINISTRATIVE SERVICES (DAS), BENEFITS ADMINISTRATION OFFICE (BAS) as applicable.

The agency is eligible to make purchases of the contracted services in any amount and at any time as determined by the agency. The State makes no representation or guarantee that department will purchase the volume of services as advertised in the Request for Proposal.

Questions regarding this and/or the Services Contract may be directed to:

Carol Clingman, CPPB
carol.clingman@das.state.oh.us

This Requirements Contract and any Amendments thereto are available from the DAS Web site at the following address:

www.ohio.gov/procure

RFP Response Clarifications:

Per its letters dated March 4, 2013 and March 13, 2013, Delta Dental of Ohio, Inc. has agreed to the following revisions to its original CSP submission #CSP900414 dated October 19, 2012, to Ohio's Scope of Work and Deliverables and Terms and Conditions. Delta Dental and the state of Ohio are in agreement as follows:

- 1) The Contract, Attachment Four, the order of precedence is amended to be: a) Accepted deviations and proposal terms; b) the RFP as amended; c) the documents and materials incorporated by reference in the RFP; d) the Contractor's Proposal, as amended, clarified, and accepted by the State; and e) documents and materials incorporated by reference in the Contractor's Proposal.
- 2) Record Keeping, page 32; Delta withdraws the deviation;
- 3) Audits, page 32, Delta withdraws the deviation;
- 4) Insurance, page 32, The State accepts the deviation on the professional liability insurance to a limit of \$7.5 million (aggregate).
- 5) Handling of the State's Data, pages 38-40, Delta withdraws the deviations. The requirement to use two-factor authentication to limit access to systems that contain particularly sensitive State data, such as personally identifiable data has been mutually agreed upon by the state of Ohio and Delta Dental to accept; however, Delta is to document when the two factor authentication has been completed and advise DAS Office of Procurement Services; Delta expects to extend two-factor authentication to privileged users to include the environment that processes state of Ohio claims by the end of the third quarter of 2013, and will provide notification of same to DAS/Office of Procurement Services when complete.
- 6) Ownership of Deliverables, page 40, Delta withdraws the deviation.
- 7) Assumption, item 6, Delta confirms willingness to do retroactive adjustments for fees and claims, when there is a retroactive term or addition.
- 8) The State and Delta Dental mutually agree to negotiate the ASO fee increases during the course of the Contract
- 9) Based on design change, the state of Ohio and Delta Dental mutually agree to an additional one-time credit of \$18,500.00. The credit accounts for the savings achieved by transitioning to a single plan design.
- 10) The State and Delta Dental mutually agree to the negotiated performance and implementation guarantees of 41.4%. The State and Delta Dental mutually agree to the negotiated discount guarantees.
- 11) The Business Associate Agreement (BAA) is amended as mutually agreed upon by Delta Dental of Ohio, Inc. and the state of Ohio, as attached to the Contract, signed dated March 19, 2013.

COST SUMMARY

TITLE: Dental Plan for Exempt State of Ohio Employees

RFP NUMBER: CSP900414

INDEX NUMBER: DAS001

UNSPSC NUMBER: 85122000

EFFECTIVE DATE OF PLAN: July 1, 2013

ITEM NUMBER: 15926

DELTA DENTAL PPO AND DELTA PREMIER ADMINISTRATIVE FEES	July 1, 2013 June 30, 2014	July 1, 2014 June 30, 2015	July 1, 2015- June 30, 2016
• Annual Set-up fee	Included	Included	Included
• Claim Administration	\$ 2.51	\$ 2.55	\$ 2.58
• Network Access	\$ 0.30	\$ 0.30	\$ 0.31
• Fiduciary Liability	\$ 0.03	\$ 0.03	\$ 0.03
• Utilization Review	\$ 0.15	\$ 0.15	\$ 0.15
• Other Fees	Included	Included	Included
Total PEPM ASO Fee	\$ 2.99	\$ 3.03	\$ 3.07

CONTRACTOR INDEX

CONTRACTOR AND TERMS:

CONTRACT NO.: CSP900414-1 (06/30/16)

HR00001075
Delta Dental
4100 Okemos Road
Okemos, MI 48864

Terms: Net 30

Remit to:
Delta Dental
16082 Collection Center Drive
Chicago, IL 60693

CONTRACTOR'S CONTACT: Mr. Jerry Kucan, Senior Account Manager

Telephone (614) 776-2309
Fax (614) 890-1274
Email gkucan@deltadentaloh.com