

## **MEMORANDUM**

**TO:** Health Care Commission  
Jim Clark  
J. Scott Day  
Steve Dechant  
Kenneth Selzer  
Heather Young

**FROM:** Mike Michael

**DATE:** February 23, 2014

**SUBJECT:** **Contract for Dental Administrative Services**

Request for Proposal (RFP) EVT0003433 for administrative services for the dental plan was released on November 17, 2014, and closed on January 8, 2015. Three (3) qualified bids were received. In addition to the incumbent—Delta Dental, bids were received from Blue Cross and Blue Shield of Kansas and Liberty Dental. Based upon the vendors' responses, State Employee Health Plan staff scheduled negotiation meetings with all three vendors. Following the meetings, the vendors were asked to provide their best and final rates.

In addition to vendor experience, flexibility, capacity, claims processing ability, and cost, other issues of specific focus were vendor capability to provide quality customer service and member access to network providers.

### **Staff Recommendation:**

Based on the information gathered in bid responses and during negotiation meetings, staff recommends that Delta Dental be awarded three-year contracts to administer the State Employee Health Plan dental program.