



Governing Board Agenda Item

Meeting Date: March 13, 2025

From: Susan Rose, Director of Procurement

Subject: Award of Request for Proposal 26-01-6.29 Dental Insurance DHMO Only

Strategic Priority: To plan for future needs in a proactive, accountable manner

Consent Action Discussion

Background:

On December 3, 2024, Marana Unified School District issued Request for Proposal (RFP) 26-01-6.29 Dental Insurance - Dental Health Maintenance Organization (DHMO) in accordance with School District Procurement Rules in the Arizona Administrative Code (A.A.C.) Title 7, Article 10 and 11, section R7-2-1042. This RFP was necessary as the incumbent vendor, Employers Dental Service (EDS), is leaving the market effective June 30, 2025 and will no longer provide services.

Request for Proposal notices were sent to 41 vendors, one vendor responded with “No Bid” and three Vendors responded with proposals. A detailed analysis and benefit breakdown was provided by the District’s insurance consultant and a three-member Selection Committee reviewed the proposals received. The criteria evaluated as set forth in the Request for Proposal (RFP) included:

- Cost
- Overall Program Offered
- Experience/Expertise
- Responsiveness

Based on the offers received and evaluation scores in each area, a recommendation of award is made to the provider below:

- Solstice Healthplans of Arizona, Inc.

This is a multi-term contract beginning July 1, 2025 through June 30, 2026, with renewal options for three additional one-year periods through June 30, 2029.

Recommended Motion:

I move that the Governing Board approve the award of Request for Proposal 26-01-6.29 Dental Insurance to Solstice Healthplans of Arizona, Inc. for Dental Health Maintenance Organization effective July 1, 2025. Award of additional years to be determined each year and contingent upon satisfactory performance and compliance.

Approved for transmittal to the Governing Board:



Dr. Daniel Streeter, Superintendent

*Questions should be directed to: Susan Rose, Director of Procurement
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