



UNITED INDEPENDENT SCHOOL DISTRICT INFORMATIONAL ITEM

TOPIC: Employee District Group Dental Plan Insurance

SUBMITTED BY Robert Chapa **OF:** Risk Management

APPROVED FOR TRANSMITTAL TO SCHOOL BOARD: _____

DATE ASSIGNED FOR BOARD CONSIDERATION: May 18, 2011

The Employee Benefits Committee (EBC) has concluded negotiations for the District group dental insurance RFP # 016-2011 . The EBC has chosen to award the plan to the Delta Dental Insurance Company represented by the Robert Laurel Insurance Company. (See attached proposal.)

The Delta Dental Insurance Company submitted a proposal that will leave premiums at present rates for two(2) years after which year 3 will be at a “not to exceed” rate of 6% and year 4 at a “not to exceed” rate of 9%.

Low Plan/ 2 year rates

Employee Only	\$16.11
Employee Family	\$45.89

High Plan/ 2 year rates

Employee Only	\$22.09
Employee Family	\$59.59

Additionally, Delta Dental presents a much larger network of dentists than the present carrier.



April 19, 2011

United ISD
Mr. Cesar Vasquez
3501 E. Saunders Rd.
Laredo Texas 78041

Re: United ISD Dental Proposal - BAFO

Thank you for allowing Delta Dental the opportunity to review our proposal and submit our best and final offer for further consideration. We feel uniquely positioned to provide the employees of UISD a quality dental program based on our commitment over the past 50 years of adhering to the overall goal of excellent customer service, accessible networks that provide cost savings and a fair and stable rate structure.

Based on our Underwriting teams further review of our submitted proposal, we are pleased to announce that we would be able to:

- ❖ **Rate Consideration:** Our proposal provided one and two year rate options; we are able to commit to administering the high and low plans described in our proposal at your current rates (listed below) for a 2 year period beginning September 1, 2011 with a 3rd year rate cap of no more than 6% and a 4th year rate cap of no more than 9%. We will provide reports on a quarterly basis to ensure we are monitoring the programs cost savings, network utilization and payment by procedure benefit levels.

<u>High Plan/ 2 year rates</u>		<u>Low Plan/ 2 year rates</u>	
Employee only	\$22.09	Employee Only	\$16.11
Employee + 1 or more depts	\$59.59	Employee + 1 or more depts	\$45.89

Our networks have provided our clients in Texas, and especially the Rio Grande Valley/San Antonio area, with a network utilization rate of over 75% for the past 20 years. Our extensive network options, PPO and Premier, allow for lower out of pocket costs for the enrollee and greater rate stability for United ISD's dental program.

We are excited about the opportunity to partner with United ISD and we hope the merits of our proposal and national recognition in our industry will earn us your trust and business. We look forward to discussing the Delta Difference with you further. Please feel free to contact me with any questions you may have.

Sincerely yours,
Delta Dental Insurance Company

Kirk Lavallee

Kirk Lavallee
Account Executive

*Delta Dental PPO is Delta Dental's preferred provider organization plan. In Texas, Delta Dental offers a dental provider organization (DPO) plan.

Delta Dental Insurance Company
700 Parker Square
Suite 150
Flower Mound, TX 75028

Telephone: 972-410-3700