



DETERMINATION Best and Final Offer Submission

Arizona State Retirement System
3300 North Central Avenue
14th Floor
Phoenix, Arizona 85012

ASRS Group Dental Services
Solicitation Code BPM001922

AUTHORITY

A.R.S. § 41-2534 Competitive Sealed Proposals
A.A.C. R2-7-C315 Offer Revisions and Best and Final Offers

BACKGROUND

In response to a request for a Best and Final Offer for the referenced solicitation, Arizona Dental Insurance Service Inc. (Delta Dental of Arizona) submitted an Offer and revised documents by the requested due date and time. Upon opening and reviewing the Offer, the ASRS noted the following items, giving ASRS reason to believe that a mistake(s) may have been made:

- As indicated on Page 1 of the Best and Final Offer Request document in section 2(b), Offeror did not upload and mark documents in accordance with the ASRS's Confidential Determination.
- On Page 2 of the Best and Final Offer Request document, Offeror indicated revisions were submitted but did not list or identify the revised documents.
- For Attachment E: Pricing Schedule, Offeror provided narrative documents correlating to some tabs in the requested E1 and E2 Excel files but not for all tabs; and, similarly provided some information in the Excel files but not on narrative documents.

OFFEROR RESPONSE AND REQUEST

In accordance with A.A.C. R2-7-C315 (D-E), Offeror:

1. ☒ Acknowledges a mistake was made OR ☐ Asserts the Offer stands as submitted
(Provide a brief explanation of mistake or any relevant information)

Incorrect pricing schedule & proposal pages were uploaded for the ASRS BAFO submission. Upon realizing our error, the corrected spreadsheet and proposal pages were resubmitted for consideration.

Removing duplicate Attachment E2 Pricing Schedule – DPPO / Retaining Attachment E2 Pricing Schedule v1

Removing the following documents as they are replaced with BAFO documents:

- DDAZ Fully Insured Copay Option with Top 100 Dental Codes
- DDAZ Fully Insured High Plan Proposal Options
- DDAZ Fully Insured Low Plan Proposal Options
- DDAZ Fully Insured Participating High Plan Proposal Options
- DDAZ Fully Insured Participating Low Plan Proposal Options
- DDAZ Self-Funded High Plan Proposal Options
- DDAZ Self-Funded Low Plan Proposal Options
- DDCA ASRS DHMO Proposal Option
- DDCA DHMO Proposal Option 13X (BAFO relabeled as 13A)
- DDCA DHMO Proposal Option 16X (BAFO relabeled as 16A)

Relabeled Confidential documents and reuploaded the following documents as confidential:

- Attachment E1 – Pricing Schedule DHMO - Provider Count-GEO Access-Provider Disruption
- Attachment E2 – Pricing Schedule PPO - Provider Count-GEO Access-Provider Disruption
- Attachment D - DDAZ Financial Audit 1217
- Attachment D - DDAZ Financial Audit 1218
- Attachment D - DDAZ SOC 1
- Attachment D - DDAZ SOC 2
- Attachment D - DDAZ SOC 1 & SOC 2 Bridge Letter
- Attachment D - DDCA Privacy Policy TOC
- Attachment D - DDCA Security Policies TOC



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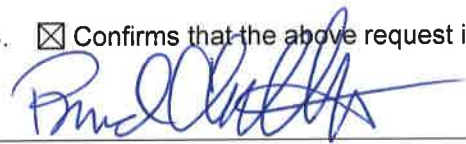
- Attachment D1 – DDAZ Resumes of Key Personnel
- Attachment D1 – DDAZ Sample Agreement ASO
- Attachment D1 – DDAZ Sample Agreement FI
- Attachment D1 – DDCA Resumes of Key Personnel
- Attachment D1 – DDCA Sample Contract Agreement
- Attachment D2 – DDCA Financial Statements 2016-2017
- Attachment D2 – DDCA Financial Statements 2017-2018
- Attachment D2 – DDCA SOC 1
- Attachment D2 – DDCA SOC 2
- Attachment F – DDAZ References
- Attachment F – DDCA References
- DDAZ Certificate of Cyber Liability Insurance
- DDAZ Certificate of Liability Insurance

Added missing Actuarial data on the following attachments:

- BPM001922 BAFO Request – Attachment E1 Pricing Schedule DHMO – Custom ASRS (correction) (Excel Document)
- BPM001922 BAFO Request – Attachment E1 Pricing Schedule DHMO – Option 13A v2 (correction) (Excel Document)
- BPM001922 BAFO Request – Attachment E1 Pricing Schedule DHMO – Option 16A (correction) (Excel Document)

Updated Narrative on BAFO Determination to include all BAFO documents including High Plan Option 2

2. ☒ Requests a correction OR ☐ Requests to withdraw the Offer
3. ☒ Confirms that the above request is consistent with fair competition and in the best interest of the ASRS.



OFFEROR SIGNATURE

Executive VP / Business Development
TITLE

DETERMINATION

Having determined that the Offeror is responsible and otherwise responsive, such that a Best and Final Offer was requested, and in accordance with A.A.C. R2-7-C315(F), the ASRS hereby determines:

A correction by Offeror:

☐ Is allowed

☐ Is not allowed

OR

A withdrawal by Offeror:

☐ Is allowed

☐ Is not allowed

This action is consistent with fair competition and is in the best interest of the ASRS and all responsible Offerors.

If Offeror does not complete and return the Offeror Response and Request section, the most recent documents and submission in the APP system will be considered the Best and Final Offer.

ASRS SIGNATURE

TITLE