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|  | REQUEST FOR BEST AND FINAL OFFER | | ARIZONA STATE RETIREMENT SYSTEM 3300 N Central Ave 14 th Floor Phoenix, AZ 85012 |
| | ASRS Group Dental Services Solicitation Code: BPM001922 | Page 1 of 2 | |

March 2, 2020

Heather Mollon, Director, Client Services
 Delta Dental of Arizona
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Pursuant to A.A.C. R2-7-C315, the Arizona State Retirement System (ASRS) hereby requests a Best and Final Offer (BAFO) from your company. This represents an opportunity to officially amend your original Offer with changes that would make the Offer more competitive. The intent of the ASRS is to award a contract(s) to a company(s) that can provide a robust dental plan at cost that is beneficial to the ASRS and the ASRS Group Dental Program Participants.

A new round will be created in APP for the submission of the BAFO. The new round must be acknowledged and the following steps must be completed:

1. Using Attachment E: Pricing Schedule, which is included in this document, and the attached workbooks, present your company's best and final pricing for any and all items.

Important Note: Carefully read each section of Attachment E: Pricing Schedule in this document prior to completing the workbooks.

2. Submit **all** other attachments and documents originally requested in Section F of the Special Instructions to Offerors in the Solicitation, with the following changes:

- a. If you wish to make any other revisions to your original Offer, please include such changes in your response to this request, and complete page 2 of this request, identifying any documents/response sections that have been revised. You do not need to include the original versions of any revised documents; attach only the revised versions.

- b. As a follow up to the ASRS Determination on Confidential Information dated 2/6/2020, to ensure items determined to be confidential or not confidential are appropriately uploaded in the APP system, please take the following actions in APP:

- Documents that have been determined to be not confidential should be uploaded separately to APP again and the "Confidential" box should not be checked.
- Documents that have been determined to be confidential should be uploaded to APP again and the "Confidential" box should be checked.

Important Notes:

- Any revised Exceptions or Pricing documents submitted will be determined to be not confidential. Therefore, do not check the "Confidential" box.
- All Attachments should be uploaded in the APP system via the **Your Offer Infos & Docs** tab by going to the *Supplier Documents* section and selecting "Add Document". Always select document type "Supplier Technical Document."

3. In APP, on the Items(F) tab, a Unit price of \$1.00 must be entered and saved for one row.

Your response to this request will be considered as superseding any previous Offers or discussions. If you do not respond or change any items, your original Offer will be considered your final Offer.



REQUEST FOR BEST AND FINAL OFFER

ARIZONA STATE
RETIREMENT SYSTEM
3300 N Central Ave
14th Floor
Phoenix, AZ 85012

ASRS Group Dental Services
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All Offerors must select one of the following:

- ☐ Offeror is not submitting any revisions. Offeror understands that the original response will be considered the final Offer.
- ☒ Offeror is submitting the following revised attachment(s), in its entirety, with this form as part of the Best and Final Offer. (List all documents, identifying the revised sections, in the space below)

Copay Plan ASO Alt Option 1 (Proposal Document (pdf))
Copay Plan ASO Alt Option 2 (Proposal Document (pdf))
Copay Plan ASO Orig (Proposal Document (pdf))
Copay Plan FI Alt Option 1 (Proposal Document (pdf))
Copay Plan FI Alt Option 2 (Proposal Document (pdf))
Copay Plan FI Orig (Proposal Document (pdf))
High Options ASO BAFO (Proposal Document (pdf))
High Options FI BAFO (Proposal Document (pdf))
High Options FI BAFO (Proposal Document (pdf))
High Options FI Participating BAFO (Proposal Document (pdf))
Low Options ASO BAFO (Proposal Document (pdf))
Low Options FI BAFO (Proposal Document (pdf))
Low Options FI Participating BAFO (Proposal Document (pdf))
High Option 2 BAFO (Proposal Document (pdf))
BPM001922 BAFO Request – Attachment E2 Pricing Schedule DPPO v1 (Excel Document)

Rate Sheet ASRS DHMO Ref 3-4-2020 (Proposal Document (pdf))
Rate Sheet Option 13A Rev 3-4-2020 (Proposal Document (pdf))
Rate Sheet Option 16A Rev 3-4-2020 (Proposal Document (pdf))
BPM001922 BAFO Request – Attachment E1 Pricing Schedule DHMO - Option Custom ASRS (Excel Document)
BPM001922 BAFO Request – Attachment E1 Pricing Schedule DHMO - Option 16X (Excel Document)
BPM001922 BAFO Request – Attachment E1 Pricing Schedule DHMO - Option 13X v2 (Excel Document)

Delta Dental of Arizona
Company Name


Signature of Person Authorized to Sign

March 5, 2020 (corrected March 30, 2020)
Date

Brad Clothier, Executive VP / Business Development
Printed Name

This document must be completed and submitted, along with any other Best and Final documents, in APP.

In order to ensure your Best and Final Offer will be considered, please attach and submit all documents in the APP system **no later than 1:00 P.M. (Arizona Time), March 6, 2020**. After a final Offer is received, it is extremely difficult to change it; therefore, if you need clarification on any item, please do not hesitate to send a message to us through the **Discussions with buyer** tab in APP before submitting the Offer.

Instructions for submitting a revision in the APP system can be found at <https://spo.az.gov/app/supplier/QRG>. For technical questions regarding APP, please contact the APP helpdesk staff by telephone at 602-542-7600 or by email at app@azdoa.gov.