



REQUEST FOR BEST AND FINAL OFFER

ASRS Group Dental Services
Solicitation Code: BPM001922

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

March 2, 2020

Jerry Smith, New Business Manager
Cigna Health and Life Insurance Company
900 Cottage Grove Road
Hartford, CT 06152
jerry.smith@cigna.com

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 B: Exceptions, which is included in this document, indicate the exceptions that Offeror proposes to replace the language in the original Solicitation documents, as amended.
2. 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.

3. 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."

4. 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.



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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)*
- Attachment E1 Provided revised single provider DHMO Pricing
 - Attachment E1 Provided a new DHMO Plan – K1I09
 - Attached PCS for K1I09
 - Attachment E2 Revised single provider DPPO Admin Pricing
 - Attachment E2 Provided benefit alternatives with pricing adjustments to claims
 - Attachment E1 & E2 – All Types Provided single provider pricing for all types of products DHMO/DPPO
 - Attachment E1 & E2 – All Types for bundled program (DHMO & DPPO): revised pricing for DHMO and included ASO admin credits for 2 years
 - Attachment I – CLEAN – Revised, replacing original document
 - Attachment K – CLEAN – Revised, replacing original document

Cigna

Company Name

3.6.2020

Date

Signature of Person Authorized to Sign

Jerry W Smith

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.



BEST AND FINAL OFFER ATTACHMENT B: Exceptions

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Indicate below any exceptions taken to the terms contained in this Solicitation. Provide Offeror's recommended alternative language.


Certain exceptions may have a negative impact on the evaluation of the Offeror's proposal. As stated in the Uniform Instructions to Offerors, Section C(3) (Exceptions to Terms and Conditions): "All exceptions that are contained in the Offer may negatively impact an Offeror's susceptibility for award. An Offer that takes exception to any material requirement of the solicitation may be rejected."

Indicate as appropriate:

☒ **TAKES NO EXCEPTIONS**

☐ **TAKES EXCEPTIONS TO THE FOLLOWING:**

Identify the section, identify the clause name and number (where applicable) and propose requested alternative language by restating and redlining the clause.

	BEST AND FINAL OFFER ATTACHMENT E: Pricing Schedule		ARIZONA STATE RETIREMENT SYSTEM 3300 N Central Ave 14 th Floor Phoenix, AZ 85012
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1. PRICING

The ASRS reserves the right to select the plan option(s), plan design, and pricing that is most advantageous to the ASRS.

- 1.1 Actual pricing must be provided as requested by completing workbooks BAFO Request - Attachment E1: Pricing Schedule DHMO and BAFO Request - Attachment E2: Pricing Schedule DPPO.
 - Offeror must review and complete information on all applicable tabs in the workbooks.
 - The actuarial value for each plan offered must be provided.
 - Tabs intentionally left blank should include a statement explaining why the information was omitted in the comments section of that tab.
- 1.2 Pricing should be submitted under the following assumptions:
 - Offeror is the single provider for the DPPO plan for the ASRS Group Dental Program, or
 - Offeror is the single provider for the DHMO for the ASRS Group Dental Program, and
 - Offeror is the single provider for all plan types for the ASRS Group Dental Program.
- 1.3 Pricing that is included in attachments E1 and E2 must be all inclusive for the services described in the Scope of Work.
 - For fully-insured premium rates quoted, no additional fees beyond premium rates will be accepted.
 - For Administrative Services Organization (ASO), the rate quoted must include the full list of core services described in the Scope of Work.

Offeror is deemed to have allowed in each firm-fixed price correct and sufficient amounts to cover all its obligations under or arising from the Contract and applicable laws and regulation and to have allowed the necessary resources to enable it to carry out the relevant Scope of Work.

2. OPTIONAL/ALTERNATIVE PRICING (HIGHLY ENCOURAGED)

The ASRS strives to provide value based plan options to our members. We strongly encourage Offeror provide alternative plan design modifications and/or options for our review and consideration. We are interested in both changes for individual coverage/benefit elements as well as entire alternative plan designs.

The Offeror may propose alternative pricing structures provided it has submitted pricing information under items 1 and 2 above. For each alternative option provided, provide both a pricing schedule – including any proposed changes to the Enrollment Assumptions on the rates/fees/premiums tabs that could result in more favorable pricing to the ASRS - and a plan design page in the same format as provide in attachments E1 and E2 by copying those tabs. Label each submission with a clear description that the submission is an "Optional/Alternate" submission. The Offeror has full discretion in what it may propose, however, the ASRS is under no obligation to accept such proposals.

3. OFFER

Indicate any/all product(s) for which Offeror is submitting pricing:

DHMO	DPPO	ASO Only	Optional/Alternative (add brief description)
<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/> New DHMO Plan and Benefits options for DPPO