

DPPO		Met Life	Met Life BEST AND FINAL	Cigna - BEST AND FINAL <i>RECOMMENDED</i>	Delta - BEST AND FINAL	Humana	Liberty	Liberty	Lincoln Financial - BEST AND FINAL	Lincoln Financial - BEST AND FINAL	Standard	Standard	UHC - BEST AND FINAL	United Concordia Dental	Unum
Estimated Counts a/o 9/1/17 + 10% headcount adj		Current	Proposed	Proposed PPO Dental Rates	Proposed PPO Dental Rates	Proposed PPO Dental Rates	Proposed Single Option PPO Dental Rates	Proposed Single Option PPO MAC Dental Rates	Proposed PPO Dental Rates	Proposed PPO Dental Rates	Proposed PPO Dental Rates	Proposed Hybrid Plan	Proposed PPO Dental Rates	Proposed PPO Dental Rates	Proposed PPO Dental Rates
Employee Only	411	\$39.82	\$41.81	\$38.32	\$37.83	\$41.07	\$41.13	\$35.30	\$35.74	\$37.33	\$37.80	\$21.76	\$40.20	\$39.00	\$41.70
Employee + Spouse	150	\$78.66	\$82.59	\$75.68	\$74.73	\$81.13	\$81.26			\$73.74	\$74.67		\$79.41	\$76.68	\$82.38
Employee + Child(ren)	142	\$82.54	\$86.67	\$79.40	\$78.41	\$85.13	\$85.28			\$77.38	\$78.35		\$83.33	\$80.68	\$86.44
Employee + Family	232	\$142.74	\$149.88	\$137.30	\$135.30	\$147.22	\$147.48			\$133.82	\$135.50		\$144.10	\$139.01	\$149.50
Estimated Annual		\$875,817	\$919,611	\$842,567	\$831,187	\$903,307	\$904,816	\$776,524	\$786,061	\$821,067	\$831,386	\$456,064	\$884,171	\$1,078,261	\$917,241
% +/- Over Current			5%	-4%	-5%	3%	3%	-11%	-10%	-6%	-5%	-48%	1%	23%	5%
\$ +/- to Current			\$43,794	-\$77,044	-\$88,423	\$27,490	\$28,999	-\$99,293	-\$89,756	-\$54,750	-\$44,430	-\$419,752	\$8,355	\$202,444	\$41,424
Renewals and Guarantees															
Estimated Annual	Year 1		\$919,611	\$842,567	\$831,187	\$903,307	\$904,816	\$776,524	\$786,061	\$821,067	\$831,386	\$456,064	\$884,171	\$1,078,261	\$917,241
Estimated Annual	Year 2	*	\$965,591	\$867,844	\$831,187	\$903,307	\$904,816	\$776,524	\$829,294	\$821,067	\$893,740	\$490,269	\$884,171	\$1,078,261	No Quote
Estimated Annual	Year 3		\$1,033,183	\$893,879	\$897,682	\$903,307	\$904,816	\$776,524	\$883,198	\$878,459	\$960,771	\$527,039	\$884,171	\$1,078,261	No Quote
Subtotal 3-Yrs			\$2,918,385	\$2,604,290	\$2,560,057	\$2,709,921	\$2,714,448	\$2,329,572	\$2,498,553	\$2,520,592	\$2,685,897	\$1,473,373	\$2,652,514	\$3,234,782	
Estimated Annual	Year 4		TBD	\$920,696	\$969,497	\$957,506	TBD	TBD	\$944,934	\$939,863	TBD	TBD	\$954,905	TBD	TBD
Estimated Annual	Year 5		TBD	\$948,316	\$1,047,057	\$1,014,956	TBD	TBD	TBD	TBD	TBD	TBD	\$1,031,297	TBD	TBD
Total Contract Over 5 Years			TBD	\$4,473,302	\$4,576,611	\$4,682,383	TBD	TBD	TBD	TBD	TBD	TBD	\$4,638,717	TBD	TBD
SCORING (1=worst; 5=best)															
Services Offered (Scale 1-5) - 40pts			4	4	3	3	2	2	3		4	2	2	1	1
References (Scale 1-5) - 20pts			4	5	4	3	3	3	1	1	3	3	3	3	3
Fees (Scale 1-5) - 40pts			2	5	5	3	2	3	4	4	2	4	4	2	1
TOTAL POINTS			3.20	4.6	4	3	2.2	2.6	3	1.8	3	3	3	1.8	1.4

DHMO		Met Life	Met Life - BEST AND FINAL	Cigna- BEST AND FINAL <i>RECOMMENDED</i>	Delta	Delta	Humana	Liberty	Lincoln Financial	Lincoln Financial	Lincoln Financial	Standard	UHC - BEST AND FINAL	United Concordia Dental
	Estimated Counts + 10% headcount adj (a/o 9/1/17)	CURRENT	Proposed DHMO Dental Rates	Proposed DHMO Dental Rates	Option 1 Proposed DHMO Dental Rates	Option 2 Proposed DHMO Dental Rates	Proposed DHMO Dental Rates		Option 1 - TX6c Proposed DHMO Dental Rates	Option 2 - TX5c Proposed DHMO Dental Rates	Option 3 - TX7c Proposed DHMO Dental Rates		Proposed DHMO Dental Rates	Proposed DHMO Dental Rates
Employee Only	204	\$7.28	\$7.28	\$6.84	\$10.14	\$8.15	\$10.27	*NO DHMO OPTION	\$10.03	\$8.87	\$11.07	*NO DHMO OPTION	\$7.65	\$11.55
Employee + Spouse	76	\$13.84	\$13.84	\$13.00	\$19.28	\$15.50	\$20.53		\$19.56	\$17.28	\$21.57		\$14.54	\$23.10
Employee + Child(ren)	43	\$16.02	\$16.02	\$15.06	\$22.32	\$17.94	\$23.10		\$21.17	\$18.70	\$23.35		\$16.83	\$25.10
Employee + Family	73	\$23.68	\$23.68	\$22.26	\$32.99	\$26.51	\$34.39		\$30.59	\$27.04	\$33.74		\$24.88	\$42.75
Estimated Annual		\$59,260	\$59,260	\$55,689	\$82,553	\$66,351	\$85,631		\$79,857	\$70,583	\$88,094		\$62,264	\$88,709
% +/- Over Current		0%	0%	-6%	39%	12%	44%		35%	19%	49%		5%	50%
\$ +/- to Current		\$0	\$0	-\$3,571	\$23,293	\$7,090	\$26,370		\$20,596	\$11,323	\$28,833		\$3,004	\$29,449
Renewals and Guarantees														
Estimated Annual	Year 1		\$59,260	\$55,689	\$82,553	\$66,351	\$85,631		\$79,857	\$70,583	\$88,094		\$62,264	\$88,709
Estimated Annual	Year 2		\$59,260	\$55,689	\$82,553	\$66,351	\$85,631		\$84,249	\$74,465	\$92,939		\$62,264	\$88,709
Estimated Annual	Year 3		\$59,260	\$55,689	\$87,507	\$70,332	\$85,631		\$89,725	\$79,305	\$98,980		\$62,264	\$88,709
	3-Yr Contract Subtotal		\$177,781	\$167,068	\$252,613	\$203,033	\$256,892		\$253,831	\$224,354	\$280,013		\$186,792	\$266,128
Estimated Annual	Year 4		TBD	\$57,360	TBD	TBD	\$90,768		TBD	TBD	TBD		\$65,377	TBD
Estimated Annual	Year 5		TBD	\$59,081	TBD	TBD	\$96,214		TBD	TBD	TBD		\$68,646	TBD
Total Contract Over 5 Years				\$283,510	TBD	TBD	\$443,874		TBD	TBD	TBD		\$320,815	TBD
SCORING (1=worst; 5=best)														
Services Offered (Scale 1-5) - 40pts			4	4	3	3	3		3	3	4		2	1
References (Scale 1-5) - 20pts			4	5	4	4	3		3	3	3		3	3
Fees (Scale 1-5) - 40pts			3	5	1	2	1		1	2	1		4	1
TOTAL POINTS			3.6	4.6	2.4	2.8	2.2	0	2.2	2.6	2.6	0	3	1.4