

November 16, 2017

**BOARD OF EDUCATION
JERICHO UNION FREE SCHOOL DISTRICT
JERICHO, NY 11753**

Schedule No. E-2320

BE IT RESOLVED, that Guardian ASO Dental be renewed effective January 1, 2018 in accordance with the attached terms and conditions, and;

BE IT FURTHER RESOLVED, that the Board direct the Assistant Superintendent for Business to sign such document on behalf of the Board.

J. J. Stanis and Company, Inc.
377 Oak Street, Suite 406
Garden City, NY 11530

Term: January 1, 2018 through December 31, 2018

See attachment

/njs

J. J. STANIS and COMPANY, INC.

377 Oak Street, Suite 406 • Garden City, New York 11530

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www.jjstanisco.com

November 7, 2017

Mr. Victor Manuel
Assistant Superintendent for Business Affairs
Jericho UFSD
99 Cedar Swamp Road
Jericho, NY 11753

Re: Guardian ASO Dental Renewal 1/1/2018

Dear Mr. Manuel,

Your Dental Program with Guardian is scheduled to renew on January 1, 2018. The carrier has completed their review of your programs upcoming renewal. The carrier is implementing an increase to the current ASO and DHMO fees.

The ASO fee that Jericho UFSD is being charged is as follows:

<u>Current Rates</u>	<u>Guardian</u>	<u>J.J. Stanis</u>	<u>Total Fee</u>	<u>Current Annual Cost on 471 members (est)</u>
Administrators	\$4.15 pepm	\$0.80 pepm	\$4.95 pepm	\$27,166.00
Teachers	\$4.00 pepm	\$0.80 pepm	\$4.80 pepm	
<u>Renewal Rates</u>	<u>Guardian</u>	<u>J.J. Stanis</u>	<u>Total Fee</u>	<u>Renewal Annual Cost on 471 members (est)</u>
Administrators	\$4.36 pepm	\$0.80 pepm	\$5.16 pepm	\$28,318.00
Teachers	\$4.20 pepm	\$0.80 pepm	\$5.00 pepm	
				<u>Annual Increase on 471 members (est)</u>
				\$1,134.00

The DHMO rates that Jericho is being charged is as follows:

<u>Current Rates</u>	<u>Guardian</u>	<u>Renewal Rates</u>	<u>Guardian</u>	<u>Current Annual Cost 7 members (est)</u>
Single	\$48.78	Single	\$51.71	\$4,098.00
EE+SP	\$48.78	EE+SP	\$51.71	
EE+CH	\$48.78	EE+CH	\$51.71	<u>Renewal Annual Cost 7 members (est)</u>
Family	\$48.78	Family	\$51.71	\$4,344.00
				<u>Annual Increase on 7 members (est)</u>
				\$246.00

We placed your dental program out to bid with two other ASO carriers and both have declined to quote due to the size of group. We also did a work up to take over the dental program in house using the Stanis Net Plus Network coupled with Dentemax. We will discuss this option at our scheduled meeting.

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J. J. STANIS and COMPANY, INC.

Once you have had a chance to review the options for the upcoming renewal, please select your choice below and return to me by November 30, 2017 for the January 1, 2018 renewal.

Once the plan year closes on 11/30/2017, we will begin the Annual Teachers Analysis and will have that information to you by Mid-December.

If you have any questions, please let me know.

Sincerely,


Donna M. Zuzio
Account Executive

Remain with Guardian for the upcoming renewal, accepting the above admin fees

Move our Dental Program to J.J. Stanis using SNP/Dentemax as our network

Authorized Representative Signature

Date