December 13, 2016

Ronda Miller, Purchasing Officer II
State of Nevada, Purchasing Division
515 E. Musser Street, Suite 300
Carson City, NV 89701

Dear Ronda Miller,

On behalf of UnitedHealthcare Dental, we are excited to be collaborating with our internal partner, UnitedHealthcare of Nevada to respond to this RFP to serve the Nevada Dental Medicaid Program. UnitedHealthcare of Nevada has been offering health care coverage to Nevadans for over 20 years. With our strong presence in Nevada, we have an excellent understanding of the market. More than 2,200 of our own employees are located right here in Nevada. They are your neighbors, your doctors, and your patrons. We are also your partners in making the community a better place to live, work and raise a family.

UnitedHealthcare Dental has an extensive history of serving Medicare, Medicaid and CHIP members. We manage Medicare programs in 48 states and Medicaid plans in 16 states, serving a combined population of more than 4.7 million members.

We are committed to coordinated care and service, provider network development, utilization management and plan flexibility to provide critical dental care to the Medicaid population while effectively managing overall costs. We will develop a cost-effective dental program that focuses on patient care and overall health. With your members overall health and wellness as a top priority, we can tailor clinical integration programs to provide your members with a compassionate and innovative approach which will lead to better health outcomes and reduced medical spend.

Our partnership with UnitedHealthcare of Nevada will allow us to leverage the existing Medicaid network, Health Plan of Nevada (HPN), which will provide a consistent experience and minimal disruption for your Medicaid Program participants. Since 1997, HPN has provided members with a stable network of contracted and committed providers dedicated to delivering high quality services. HPN is committed to ensuring this same level of exceptional service and to further expanding its network of Medicaid providers throughout the term of this contract. In addition, Dr. Raymond Rawson DDS, MA, will remain in his current role as Dental Director. Dr. Rawson has been in this role for many years and understands both the local market as well as the complex regulatory nature of Medicaid dental plans.

Our customers benefit from the knowledge and technology of a national carrier, bringing strong resources and tools to the market. We share a commitment to accountability – establishing dental homes, improving member and provider outcomes and experiences through outreach and technology. We are committed to helping people live healthier lives and improving the quality and value of health care for the people and communities we serve.

Thank you for your consideration of our proposal. I welcome the opportunity to discuss it with you and answer any questions you may have.

Sincerely,

Larry Cavanaugh

Larry Cavanaugh
Vice President, New Business Development
UnitedHealthcare Dental