



# Commonwealth of Pennsylvania

Date: **March 28, 2013**  
Subject: **PA State Police Vision Benefits**  
Solicitation Number: **6100024104**  
Due Date/Time: **April 24, 2013 4:00 PM EST**  
Addendum Number: **2**

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To All Suppliers:

The Commonwealth of Pennsylvania defines a solicitation "Addendum" as an addition to or amendment of the original terms, conditions, specifications, or instructions of a procurement solicitation (e.g., Invitation for Bids or Request for Proposals).

*List any and all changes:*

1. Official answers to questions along with the Pre-Proposal Conference sign-in sheet and business cards are attached to this Addendum #2 to the RFP.

Attach this Addendum to your solicitation response. Failure to do so may result in disqualification.

If you have already submitted a response to the original solicitation, you may either submit a new response, or return this Addendum with a statement that your original response remains firm, by the due date to the following address:

PA Department of General Services  
Bureau of Procurement  
Attn: Stephanie Fetter/RFP 6100024104  
555 Walnut Street, Forum Place 6<sup>th</sup> Floor  
Harrisburg, PA 17101

Except as clarified and amended by this Addendum, the terms, conditions, specifications, and instructions of the solicitation and any previous solicitation addenda, remain as originally written.

Very truly yours,

Name: Stephanie Fetter  
Title: Issuing Officer  
Phone: 717-787-7526  
Email: [sfetter@pa.gov](mailto:sfetter@pa.gov)

**QUESTIONS / ANSWERS**  
**PA STATE POLICE VISION BENEFITS**  
**RFP 6100024104**

Question #	RFP Page #	RFP Section Reference	Question	Answer
(If Known)	(If Known)	(If Known)	(Required)	(Required)
1	26	IV-2 Appendix I Attachment 1	Can you send us a census for my underwriter to refer to and to run a geo-access report?	Refer to the following: RFP Part IV-2 (PG. 26) Appendix I - Network Providers per County Attachment 1 - Demographic Data
2	26	IV-2	After reviewing the claim data I wanted to confirm the number of employees who are benefit eligible for benefits.	There are currently 4,100 employees enrolled in the program, not including their eligible dependents.
3		Attachment 1	I have gone through the attachments on the website but I didn't notice a census. Am I just overlooking this or was there not one included?	Refer to Attachment 1 - Demographic Data
4			Who is the current carrier?	Davis Vision
5			Can the current COBRA equivalent rates be shared and the current ASO fees be shared?	The current ASO fee is \$.47 per member per month (PMPM). The current COBRA rate cannot be shared. The COBRA rates include medical, prescription, dental, and vision. Individual rates for each benefit are not available.
6	XII-1	Appendix F	Can an example be provided in regards to the current benefits to exhibit what the member and plan would pay for a pair of \$100 retail frames?	Refer to Appendix F (PSP Handbook, XII Vision Plan), page XII-1 for the allowance for eyeglass frames.
7			Do participating providers offer a discount on the retail overages on frames and contacts? If yes, what are the percentages?	The Commonwealth does not have access to the contracts between the current vendor and its participating providers. Further, the Commonwealth does not believe this information is relevant for drafting a proposal response.
8	XII-1	Appendix F	The paragraph below is from Appendix F, XII-5, second bullet point and references an allowance schedule. We would like a copy of the referenced allowance schedule.  In cases involving services in which the provider and covered person elect to utilize photogray or light sensitive lenses, the Program will provide benefits, but will not provide any additional allowance in excess of those delineated in the allowances schedule, provided the member qualifies for such benefits.	Refer to Appendix F (PSP Handbook, XII Vision Plan), page XII-1 for the allowance for eyeglass lenses.
9			Are dependents covered to age 26?	Yes, dependents are covered to age 26.
10		Attachment 2	Will we have access to or be provided the top 50 provider report?	Refer to Attachment 2 - PSP Top 50 Providers Report 2011-2012

**PA STATE POLICE VISION BENEFITS  
PRE-PROPOSAL CONFERENCE - 6100024104**

March 26, 2013 1:30 AM

PA Department of General Services / Bureau of Procurement  
Forum Place, 6th Floor, CR 1  
555 Walnut Street  
Harrisburg, PA 17101

**SIGN-IN SHEET**

COMPANY NAME	ADDRESS	REPRESENTATIVE / TITLE	PHONE	EMAIL
Capital Blue Cross	2500 Elmerston Ave H6g	Allison Roberts / Proposal Coord.	717-541-6749	allison.roberts@capbluecross.com
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" "	" "	Joe Ruller / Sales Executive	717-541-7716	joseph.ruller@capbluecross.com
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Clack Resources	321 N. Front St Hbg PA 17101	Elizabeth Benion Fred Clack Tremayne Terry	(570) 452-5757 (717) 230-8861	elizabethbenion@clackresources.com tremayneterry@clackresources.com
<del>Clack</del>				
Devis Vision	202 Berkeley Field Cir Cerritos PA 17613	Tony Weaver Sr. Client Mgr	717-590-7616	Tweaver@devisvis.com
UNITED HEALTHCARE	170 WOODAVE SOUTH ISELIN, NJ	ROB HAUPIN VP SALES	732-623-1148	ROBERT_HAUPIN@UHC.COM

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# DAVISVISION<sup>SM</sup>

SEE LIFE

**Tanya Weaver**

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**ATTACHMENT 1  
DEMOGRAPHIC DATA**

<b>Age</b>	<b>Male</b>	<b>Female</b>
<1	115	116
1	124	116
2	124	117
3	116	115
4	143	130
5	124	169
6	139	148
7	163	152
8	148	178
9	177	173
10	175	175
11	152	175
12	191	170
13	202	169
14	169	171
15	146	138
16	145	142
17	127	124
18	110	119
19	128	98
20	81	92
21	79	72
22	61	56
23	69	61
24	75	50
25	91	53
26	106	74
27	104	88
28	118	83
29	137	103
30	117	103
31	109	118
32	105	130
33	114	124
34	105	113
35	93	105
36	105	126
37	103	134
38	105	154
39	131	176
40	181	190
<b>Age</b>	<b>Male</b>	<b>Female</b>
41	215	219

42	287	236
43	332	202
44	328	217
45	256	151
46	227	145
47	201	99
48	142	84
49	93	67
50	65	45
51	40	34
52	24	29
53	16	14
54	15	13
55	7	7
56	4	9
57	2	5
58	3	1
59	5	1
60	1	2
61	0	2
62	0	2
63	0	2
64	0	1
65	0	1
66	1	0
67	0	0
68	0	0
69	0	0

**ATTACHMENT 2**  
**PENNSYLVANIA STATE POLICE**  
**Top 50 Provider Report**  
**January 1, 2011 - December 31, 2012**

		Address 1	City	State	Claim Count	Claims Amount
1	DR JAMES O'BRYON	898 Beaver Dr	Dubois	PA	76	\$4,850.00
2	EYE CARE SPECIALISTS, PC	703 Rutter Ave	Kingston	PA	62	\$3,472.00
3	MOUNTAIN VIEW EYE ASSOCIATES	1418 11th Ave	Altoona	PA	52	\$2,337.00
4	EYE CARE SPECIALISTS, PC	155 Wyoming Ave	Wyoming	PA	49	\$3,031.00
5	EYE CONSULTANTS OF PENNSYLVANI	Ste 100	Wyomissing	PA	46	\$2,248.00
6	NORTHEASTERN EYE INSTITUTE	200 Mifflin Ave	Scranton	PA	45	\$2,025.00
7	NORTHEASTERN EYE INSTITUTE	503 S State St	Clarks Summit	PA	43	\$1,935.00
8	JOSHUA K DIEHL OD	Ste 20	Clarion	PA	37	\$2,384.00
9	BOUQUET, MULLIGAN & DEMAIIO PRO	233 W Penn Ave	Cleona	PA	33	\$1,579.00
10	DR. THOMAS E. PATRICK + ASSOC.	1500 W Chestnut St	Washington	PA	32	\$1,510.00
11	DR. VINCENT CASCINO	410 Theatre Dr	Johnstown	PA	31	\$1,800.00
12	HAZLETON EYE SPECIALISTS	281 Airport Rd	Hazleton	PA	30	\$1,532.00
13	TOTAL VISION CARE	3401 Hartzdale Dr	Camp Hill	PA	29	\$1,378.00
14	STRASBURG FAMILY EYECARE	20 Lancaster Ave	Strasburg	PA	29	\$1,770.00
15	NORTHEASTERN EYE INSTITUTE	626 Park St	Honesdale	PA	28	\$1,260.00
16	WEBER VISION CARE	4392 Sturbridge Dr	Harrisburg	PA	28	\$1,798.00
17	AR MORRIS OD	125 Manor Dr	Ebensburg	PA	28	\$1,723.00
18	NATHAN C. STEBBINS, O.D.	Ste A	Punxsutawney	PA	28	\$1,537.00
19	DR. KEITH D. MILLIRON	200 S Main St	DuBois	PA	28	\$1,479.00
20	PENNSYLVANIA EYE ASSOCIATES	4100 Linglestown Rd	Harrisburg	PA	28	\$1,295.00
21	WAL-MART VISION CENTER	355 Wal-Mart Dr	Uniontown	PA	27	\$1,552.96
22	ERIC R MILLER	57 Jenners Village Center	West Grove	PA	27	\$1,591.66
23	DANIEL R FATULA, OD	1102 Million Dollar Hwy	St Marys	PA	26	\$1,170.00
24	EDWIN SCHOTT O.D.	1001 E 2nd St	Coudersport	PA	26	\$1,797.00
25	EYE CARE SPECIALISTS, PC	40 Dallas Village Shopping Center	Dallas	PA	26	\$1,366.00
26	PENNWOOD OPHTHALMIC ASSOC., P.C	311 Hospital Dr	Everett	PA	26	\$1,287.00
27	NORTHEAST EYE SPECIALISTS, PC	1060 N Church St	Hazleton	PA	25	\$1,121.00
28	ALLEGANY OPTICAL, LLC	1039 Wayne Ave	Chambersburg	PA	25	\$1,797.00
29	DAVID BRIGGS OD	264 Hogan Blvd	Mill Hall	PA	25	\$1,700.00
30	WAL-MART VISION CENTER EAST	1102 Million Dollar Hwy	St Marys	PA	25	\$1,177.02
31	KATHY MARCOE, OD	10 Kimberly Ln	Cranberry	PA	24	\$1,080.00
32	DR SCOTT A BLANEY	420 N Center St	Corry	PA	24	\$1,754.00
33	TOTAL VISION CARE	854 Plaza Blvd	Lancaster	PA	24	\$1,236.00
34	DR DAVID D GREEN	6048 Rte 30	Greensburg	PA	24	\$1,525.00
35	COLE VISION	Cranberry Mall	Cranberry	PA	23	\$1,299.00
36	THE EYE GALLERY	The Eye Gallery	McMurray	PA	23	\$1,049.00
37	WEAVER EYE ASSOCIATES	2155 White St	York	PA	23	\$1,393.00
38	PHILLIP J. SCHAVILLE	2824 Wilmington Rd	New Castle	PA	23	\$1,706.00
39	AVERY BOARDMAN, O.D.	889 Craftmaster Rd	Wysox	PA	23	\$1,388.00
40	JOEY L. LANE OPTOMETRIST, INC.	Ste 185	McConnellsburg	PA	23	\$1,612.00

Rank	Full Name	Address 1	City	State	Claim Count	Claims Amount
41	WAL-MART VISION CENTER	21920 Rte 119	Punxsutawney	PA	23	\$1,255.00
42	EYE CARE SPECIALISTS, PC	9 N Market St	Nanticoke	PA	23	\$1,316.00
43	WAL-MART VISION CENTER	2200 Greengate Centre Blvd	Greensburg	PA	22	\$1,021.07
44	KALM OPTICAL II, INC.	564 Union St	Luzerne	PA	22	\$1,389.00
45	CENTRAL PA EYE INSTITUTE	825 Fishburn Rd	Hershey	PA	22	\$1,262.00
46	DR. DENNIS HALLINAN	6716 Town Center Blvd	Huntingdon	PA	22	\$990.00
47	BRANDT EYECARE, INC.	947 Bellefonte Ave	Lock Haven	PA	22	\$1,448.00
48	NORTHEASTERN EYE INSTITUTE	#200 Laurel Mall	Hazleton	PA	22	\$990.00
49	BOB L. LAZER, O.D.	120 W Penn St	Bedford	PA	22	\$1,276.00
50	DRS. CHARLES M. TARNOFF & KEIT	120 S 7th St	Indiana	PA	22	\$1,123.00