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# Sneed Law Firm, LLC

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## Memorandum

To: The Honorable Jene Vickrey, Chair  
House Insurance Committee

From: William W. Sneed, Retained Counsel  
Delta Dental of Kansas

Date: March 15, 2018

RE: S.B. 348

Mr. Chairman, Members of the Committee: My name is Bill Sneed and I represent Delta Dental of Kansas. Delta Dental of Kansas is the largest dental benefits carrier in the state of Kansas. The company sells benefits plans to companies with headquarters in Kansas and currently serves about 950,000 enrollees represented by more than 3,000 employers. In 2012 the company introduced Delta Dental Individual and Family plans, which currently provides coverage to 13,000 Kansans. Please accept this memorandum as support for S.B. 348.

The sponsor of the bill will provide you with excellent testimony regarding the value of S.B. 348, and I will not reiterate those facts. Needless to say, S.B. 348 has the potential for great cost savings that help our customers.

In the Senate, my client was concerned that because of our unique statutory status, the definition of "health plan" might not include Delta Dental of Kansas. Thus, we requested, and the Senate accepted, an amendment to eliminate this potential uncertainty.

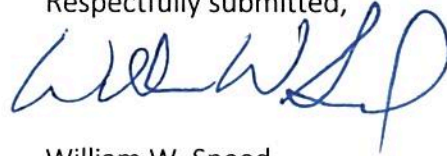
Therefore, my client respectfully requests that when the Committee works S.B. 348, the bill be passed out favorably as amended.

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The Honorable Jene Vickrey, Chair  
House Insurance Committee  
March 15, 2018  
S.B. 348

I am happy to answer any questions.

Respectfully submitted,

A handwritten signature in blue ink, appearing to read 'WWS', is written over the typed name.

William W. Sneed

WWS:kjb