



July 27, 2020

NYS Department of Civil Service
Agency Building #1, 17th Floor
Empire State Plaza
Albany, New York 12239

On behalf of the entire team at Excellus BlueCross BlueShield, we are pleased to present our proposal for HMO Blue's continued participation in the New York State Health Insurance Program (NYSHIP) for 2021. We highly value this relationship and recognize the importance of NYSHIP as one of our premier accounts.

Please note that wherever possible we placed our responses directly in the HMO Required Submission Material and Questionnaire. Where supporting documentation was required, we have referred you to the "Exhibit" that contains additional information.

Thank you for this opportunity. We look forward to a continued partnership with NYSHIP, as we work together to meet the health care needs of New York state employees, retirees and their families.

Sincerely,



Nicholas Carbone
Account Manager
585-506-6217
Nicholas.Carbone@excellus.com