



**County Executive**

Ann Edwards

**Governmental Relations and  
Legislative Officer**

Elisia De Bord

**County of Sacramento**

**Board of Supervisors**

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August 30, 2023

Department of Health Care Services  
Contracts Division  
RE: DHCS RFP 23-30001  
Medi-Cal Dental Managed Care Program  
1501 Capitol Avenue  
Sacramento, CA 95814

To Whom it May Concern,

On behalf of the County of Sacramento Board of Supervisors and in line with the Department of Health Care Services (DHCS) Request for Proposal (RFP) #23-30001, "Medi-Cal Dental Managed Care Plans (DMC) procurement — County Letter of Support," we offer this letter of support for Health Net of California's (Health Net) proposal to continue delivering dental benefits to Medi-Cal members in Sacramento County through the State's Dental Managed Care Program. We strongly urge DHCS to allow Health Net to continue to serve the Medi-Cal community in our county because of their commitment to equitable health outcomes, access, and quality care.

Health Net is uniquely positioned in Sacramento County to provide both Medical and Dental benefits. The Dental Team at Health Net has been instrumental in addressing complex oral issues caused by medical disorders and physical trauma. They collaborated with medical professionals to design treatment that integrates dental and medical components, ensuring that all persons with healthcare issues receive comprehensive, high-quality care. Health Net has been a valuable partner and strong advocate for oral health in Sacramento County, particularly in our marginalized neighborhoods.

Health Net is a key sponsor of the Sacramento County school-based Early Smiles Program, which guides children to a dental home, removes obstacles, and provides much-needed dental care to the county's most vulnerable children. Health Net has played an important role in the development, execution, and sustainability of this initiative, which provides sustainability, accountability, and leverages funding to enhance access to care while keeping children in school. Similarly, Health Net supports the Medical Dental Referral and Navigation System (MDRAN), which promotes referrals to dental care from schools and community-based referrals.

In addition to Health Net's outreach and education efforts, they understand that healthcare starts at the local level and how to engage and partner with a diverse

April 30, 2023

-2-

group of community stakeholders. Since 2017, Health Net has invested over \$6.8 million to advance health equity, workforce development, access, quality, community enrichment and infrastructure in Sacramento including partnering with leaders such as: First 5 Sacramento, Sacramento Street Medicine, Central Valley Health Network, Greater Sacramento Urban League, La Familia, United Way California Capital Region, Asian Resources, Iu Mien Community Services, Sierra Health Foundation, Hmong Innovating Politics, Sacramento LGBT Community Center, WellSpace Health, Sacramento City Unified School District, Sacramento Metro Chamber, Greater Sacramento Economic Council (GSEC), and the County of Sacramento, among others.

Without Health Net Dental Plan, our most vulnerable community members would not have access to the best-in-class comprehensive oral health services we provide. Health Net understands that the path to wellness is so much more than direct patient care, it's about removing barriers and creating a patient-centered culture that will truly improve the health of our community. Health Net has demonstrated and continues to exhibit its dedication to supporting Medi-Cal members in the County of Sacramento.

For these reasons, Sacramento County supports Health Net's proposal to continue administering Medi-Cal dental benefits to Medi-Cal enrollees. Please feel free to contact me at (916) 874-4627 or [deborde@saccounty.gov](mailto:deborde@saccounty.gov).

Sincerely,



Elisia De Bord

Governmental Relations and Legislative Officer

cc: Chair and Members, Board of Supervisors  
Audrey Ratajczak, Cruz Strategies