

Fact Sheet: Delta Dental Plans Association

Delta Dental is proud to be America's largest, most experienced dental benefits company. Made up of independent, affiliated member companies, Delta Dental is a not-for-profit organization. We offer a nationwide dental benefits program for a wide range of groups. Delta Dental member companies administer programs that provide enrollees with quality, cost-effective dental benefits.

Statistics on Delta Dental's Health Care Leadership

- ◆ Delta Dental serves nearly one third of the estimated 166 million Americans with dental insurance, providing dental coverage to more than 56 million people in more than 95,700 groups across the nation.
- ◆ Delta Dental's panel of dentists for the Delta Dental Premier network is the country's most extensive. Delta Dental contracts with more than 139,000 dentists.
- ◆ Delta Dental posted approximately \$16 billion in premium revenue during fiscal year 2010, the System's 31st consecutive year of financial gains.
- ◆ In 2010, Delta Dental processed more than 86 million dental claims or approximately 1.6 million every week, with an accuracy rate of 99.5 percent.
- ◆ Since 1954, Delta Dental has worked to improve oral health in the U.S. by emphasizing preventive care, and making dental coverage affordable to a wide variety of groups.
- ◆ Delta Dental's unique cost control measures and contractual agreements with dentists help to ensure quality care at moderate fees, saving groups more than \$8.4 billion in 2010.

Delta Dental Products

Delta Dental member companies offer a variety of local programs that range from managed fee-for service and preferred-provider programs (PPOs) to dental health maintenance organizations (DHMOs), as well as customized programs as needed. Delta Dental also offers dental programs to national account groups. Through Delta Dental's national accounts program, Delta Dental member companies provide quality, uniform dental benefits programs to groups with a multi-state labor force. These products include:

- ◆ Delta Dental Premier: a national, network based dental program in which participating dentists are prohibited from billing the patient above the maximum allowed fee.
- ◆ Delta Dental PPO: a national, network based dental program in which participating dentists agree to deeper discounts.
- ◆ DeltaCare: a dental health maintenance organization

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- ◆ Delta Dental PPO plus Premier: a program affording all of the benefits of Delta Dental PPO with an added ability to access the Delta Dental Premier network.
- ◆ Delta Dental Legion: a voluntary dental benefits program developed to serve Uniformed Service Retirees and their families.
- ◆ DeltaVision: an affordable vision benefit plan offered in select Delta Dental markets.
- ◆ Delta Dental Patient Direct: a dental discount program available in selected Delta Dental markets for groups, individuals and families.

National Network Statistics:

- ◆ Delta Dental PPO has more than 166,000 dentist locations.
- ◆ DeltaCare has more than 30,000 dentist locations.
- ◆ Delta Dental Premier has more than 248,000 dentist locations.

Organization

Delta Dental is a network of 39 independent dental service organizations that conduct business in all 50 states, the District of Columbia and Puerto Rico. These service organizations are all members of the Delta Dental Plans Association (DDPA); whose mission is to help improve the overall oral health of the nation by making dental care more available and affordable to the public through the expansion of dental benefits programs. This mission is accomplished through the members' partnerships with their dentists and customers, resulting in real solutions to oral health care, with a focus on prevention.

The Association exists to service its member companies and enhance their ability to provide dental benefits programs to customers and subscribers. Among its many functions, DDPA fosters communication and education among its members, establishes a corporate identity for the System, represents Delta Dental on federal legislative issues, and collaborates with other organizations in the health care and benefits industry. In addition, the Association is leading the charge in outcomes research and the analysis of the application of emerging dental science and its effects on the improvement of people's oral health.

September 2011