

The Delta Dental 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.

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. 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 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

- 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.

Delta Dental Enrollment Statistics (Data for 2014)

Statistics are updated annually based on Delta Dental's internal data collection process.

Delta Dental serves more than 68 million Americans with dental coverage, about a third of the estimated 191 million Americans with dental insurance.

- Delta Dental PPO*: 48.7 million
- Delta Dental Premier: 4.8 million
- DeltaCare (DHMO): 2.1 million
- Other Enrollees: 12.9 million

Delta Dental provides dental coverage to more than 122,000 groups** nationwide.

- Delta Dental PPO*: 92,775
- Delta Dental Premier: 28,895
- DeltaCare (DHMO): 5,133
- Other groups: 2,101

** Delta Dental PPO includes Passive PPO and Delta Dental Patient Direct*

***The total number of groups by product exceeds the total number of unique groups because groups with multiple plan options are counted under each product.*

Delta Dental Network Statistics (Data for 2015)

Data updated quarterly based on DDPA Network Analysis Quarterly Reports (last update: September 2015).

- The Delta Dental PPO network : 103,609 dentists in 270,437 dentist locations.
- The Delta Dental Premier network: 155,508 dentists in 348,082 dentist locations.
- The DeltaCare: 57,946 dentist locations.

Other Key Delta Dental Statistics (Data for 2014)

- Delta Dental posted approximately \$19.5 billion in revenue.
- Delta Dental processed more than 97 million dental claims or approximately 1.8 million every week, with an accuracy rate of 99.7 percent.
- Delta Dental's unique cost control measures and contractual agreements with dentists help to ensure quality care at moderate fees, saving groups more than \$14.7 billion.
- Delta Dental donated more than \$50 million in charitable contributions.
- Delta Dental holds 395 out of the 1000 companies in the Fortune 1000.