



The tooth about savings

Explaining net contracted discounts

If benefits carriers are giving you their average fee discounts alone, you may be missing crucial pieces of a financial puzzle. That's why Milliman Dental Actuarial Analytics¹ takes a holistic approach to calculating meaningful discounts from dental carriers nationwide, considering several key network factors in the process.

Putting the pieces together

In contrast to fee discounts alone, a carrier's net contracted discount (NCD) is a more accurate representation of what a group's actual claims experience could be. And our national Delta Dental system² leads the industry, with a national average NCD of 29.8% compared to competitors' average NCD of 24.9%.³

Our national Delta Dental system leads the industry with a 29.8% net contracted discount.

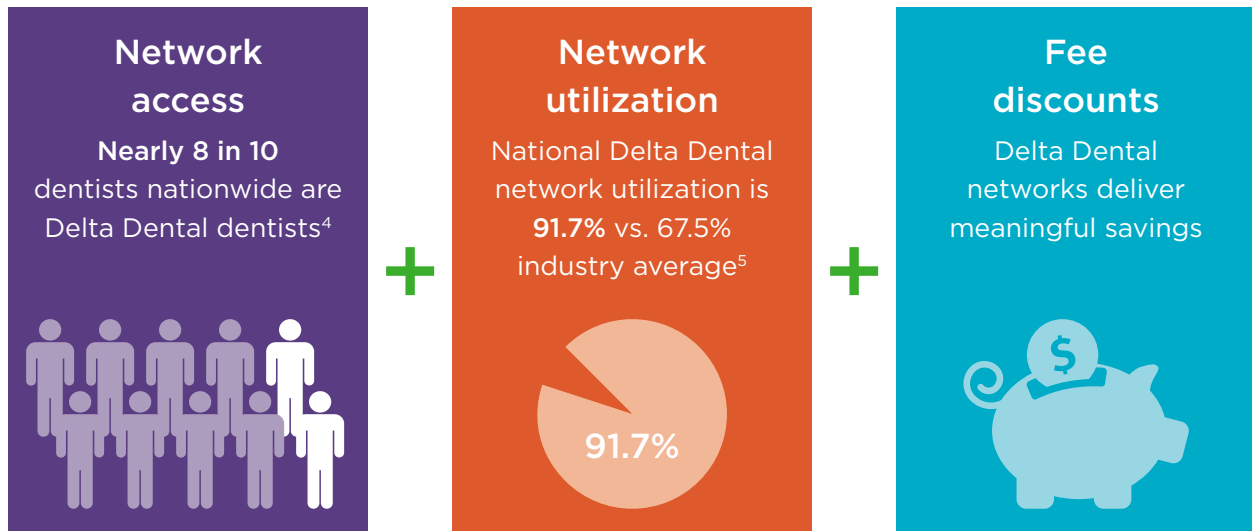
¹ Milliman is an independent actuarial consulting firm that has no affiliation with Delta Dental Plans Association. Our enterprise participates by providing claims and network data for this independent analysis.

² Our Delta Dental enterprise includes these companies in these states: Delta Dental of California — CA, Delta Dental of the District of Columbia — DC, Delta Dental of Pennsylvania — PA & MD, Delta Dental of West Virginia, Inc. — WV, Delta Dental of Delaware, Inc. — DE, Delta Dental of New York, Inc. — NY, Delta Dental Insurance Company — AL, DC, FL, GA, LA, MS, MT, NV, TX and UT. These companies are members, or affiliates of members, of the Delta Dental Plans Association, a network of 39 Delta Dental companies.

³ Data derived from the 2021 Milliman Dental Actuarial Analytics PPO Network Study. Net contracted discount numbers represent passive plan data. Passive plan data measures organic network utilization behavior, without considering plan incentives to visit in-network providers.

Elements of a net contracted discount

What sets NCDs apart is the comprehensive look at network factors to deliver meaningful savings. Here are the major components of an NCD:



If you're familiar with net discounts, an NCD is similar; however, it can be a more accurate measure of potential network savings as it only factors in contracted (network provider) claims data.

About the study

The 2021 study examined actual calendar year claims data from the national Delta Dental system and 19 other participating dental carriers. The annual study from Milliman Dental Actuarial Analytics uses FAIR Health data to establish a universal baseline for average allowed charges, ensuring an apples-to-apples comparison.

Contact a Delta Dental sales representative to learn more about the study or see what savings opportunities Delta Dental could offer.

⁴ Unique Dentists Network Penetration Report, Delta Dental Plans Association, March 2021.

⁵ "Network Utilization" — 2021 Milliman Dental Actuarial Analytics PPO Network Study (passive plans). National network utilization includes utilization for both the Delta Dental PPO network and the Delta Dental Premier® network.

West Virginia: Learn about our commitment to providing access to a quality dentist network at deltadentalins.com/about/legal/index-enrollee.html.