



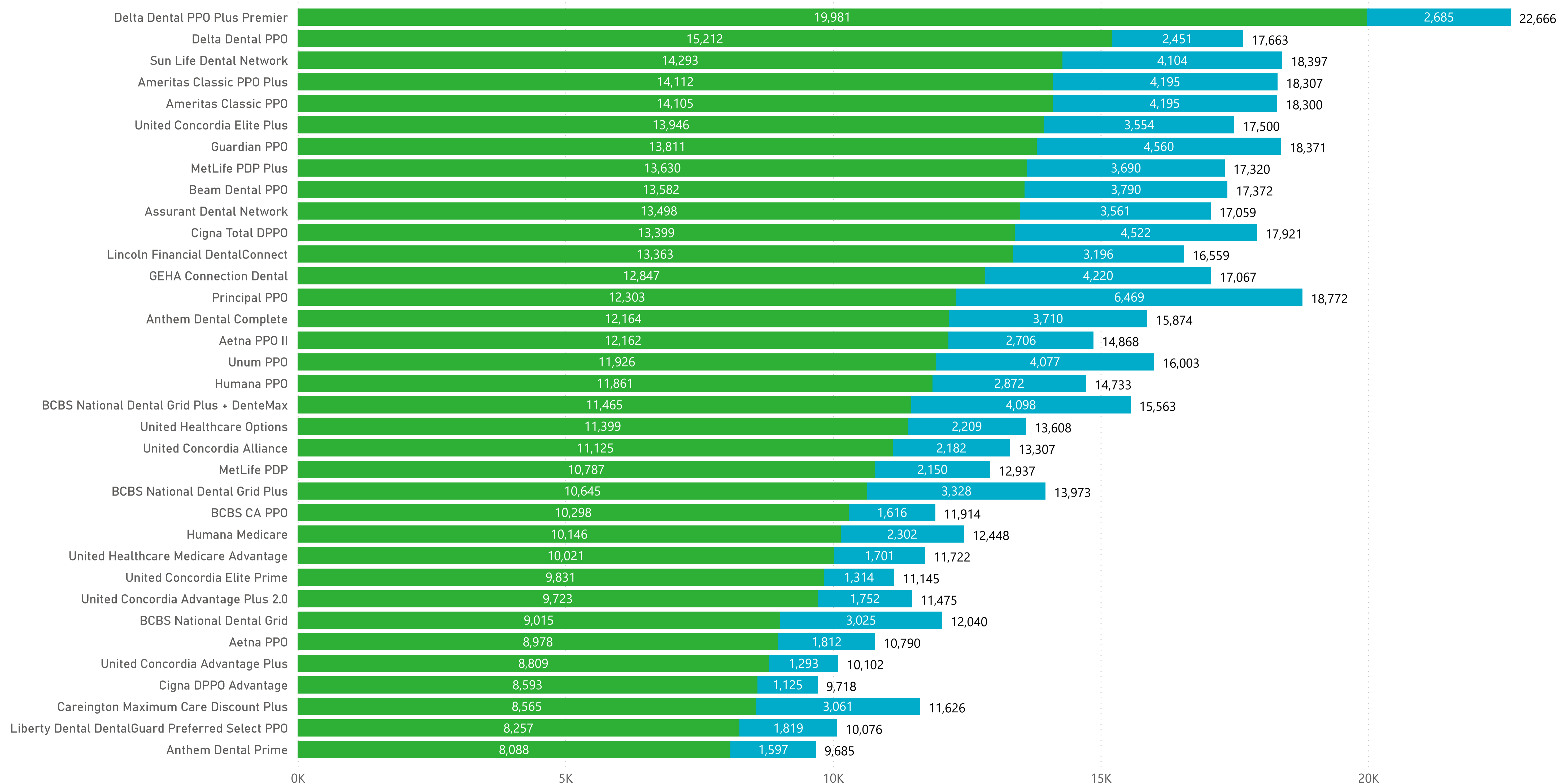
# Delta Dental

## Competitor Network Comparison Report

Base Network	Delta Dental PPO Plus Premier
Competitor Network	Aetna DHMO, Aetna PPO, Aetna PPO II, Aflac Dental PPO, Aflac Medicare Advantage, Ameritas Classic PPO, Ameritas Classic PPO Plus, A...
Specialty	Endodontist, General Dentist, Oral Surgeon, Orthodontist, Pediatric Dentist, Periodontist, Prosthodontist, Unknown
Geography	CA
Metric	Providers Counts

# Network Summary

**Network Counts** ● Confirmed Network Count ● Unconfirmed Network Count



A provider is confirmed to be actively practicing at an access point or a facility location using data from Fluent's cross-payer dental database, DentaBase. Fluent's confirmed flag is based on claims activity observed within the last 60 days as well as other external sources.

# Network Strength Dashboard



## Delta Dental PPO Plus Premier vs. Competitor Network(s) by Specialty

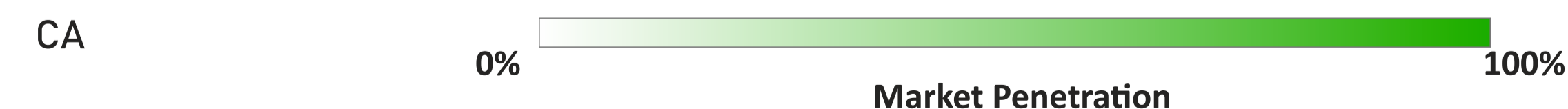
Specialty Detail	Delta Dental PPO Plus Premier	Specialty Detail	Aetna DHMO	Aetna PPO	Aetna PPO II	Aflac Dental PPO	Aflac Medicare Advantage	Ameritas Classic PPO	A
Endodontist	761	Endodontist	0	365	483	376	17	569	
General Dentist	18,238	General Dentist	0	8,584	12,150	9,869	686	15,315	
Oral Surgeon	761	Oral Surgeon	0	392	509	400	37	634	
Orthodontist	1,217	Orthodontist	0	712	782	708	46	1,024	
Pediatric Dentist	990	Pediatric Dentist	0	479	646	414	30	869	
Periodontist	615	Periodontist	0	231	279	295	14	390	
Prosthodontist	195	Prosthodontist	0	39	63	57	4	121	
Unknown	0	Unknown	0	0	0	103	0	0	
<b>Total</b>	<b>22,666</b>	<b>Total</b>	<b>0</b>	<b>10,790</b>	<b>14,868</b>	<b>11,731</b>	<b>824</b>	<b>18,300</b>	

Providers may be contracted across multiple specialties; therefore, the sum of providers by individual specialty may not add to the total.

## Delta Dental PPO Plus Premier Market Penetration

Specialty Detail	Delta Dental PPO Plus Premier Network Count	Dental Universe	Market Penetration
General Dentist	18,238	35,876	51%
Orthodontist	1,217	4,018	30%
Pediatric Dentist	990	3,319	30%
Endodontist	761	2,442	31%
Oral Surgeon	761	2,658	29%
Periodontist	615	2,245	27%
Prosthodontist	195	1,605	12%
Unknown	0	830	0%
<b>Total</b>	<b>22,666</b>	<b>40,143</b>	<b>56%</b>

## Base Network Market Penetration by County

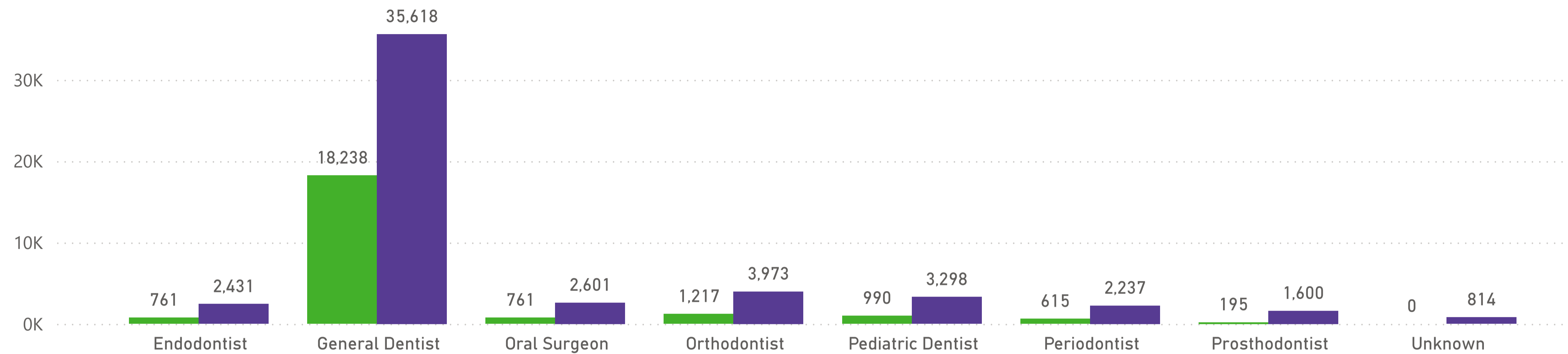


# Network Comparison Dashboard



## Delta Dental PPO Plus Premier vs. Competitor Network(s): Number of Providers by Specialty

● Base Network ● Competitor Network(s)



## Geographical Drill Down

Enterprise	Base Network	Competitor Network(s)
<input type="checkbox"/> Enterprise States	22,666	39,851
CA	22,666	39,851
<b>Total</b>	<b>22,666</b>	<b>39,851</b>

## Network Strength Difference by County



CA

Market Penetration Percentage Difference

-100%

100%

# Network Comparison Summary



## Delta Dental PPO Plus Premier

Specialty	Dental Universe	Delta Dental PPO Plus Premier ...	Market Percentage
Endodontist	2,442	761	31%
General Dentist	35,876	18,238	51%
Oral Surgeon	2,658	761	29%
Orthodontist	4,018	1,217	30%
Pediatric Dentist	3,319	990	30%
Periodontist	2,245	615	27%
Prosthodontist	1,605	195	12%
Unknown	830	0	0%
<b>Total</b>	<b>40,143</b>	<b>22,666</b>	<b>56%</b>

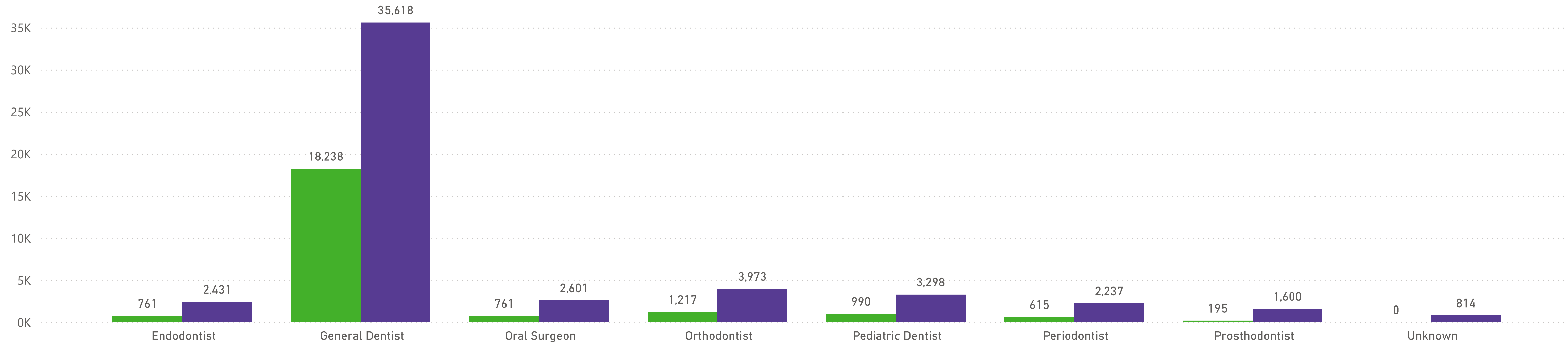
## Competitor Network(s)

Specialty	Dental Universe	Competitor Network(s) Count	Market Percentage
Endodontist	2,442	2,431	100%
General Dentist	35,876	35,618	99%
Oral Surgeon	2,658	2,601	98%
Orthodontist	4,018	3,973	99%
Pediatric Dentist	3,319	3,298	99%
Periodontist	2,245	2,237	100%
Prosthodontist	1,605	1,600	100%
Unknown	830	814	98%
<b>Total</b>	<b>40,143</b>	<b>39,851</b>	<b>99%</b>

Providers may be contracted across multiple specialties; therefore, the sum of providers by individual specialty may not add to the total.

## Delta Dental PPO Plus Premier vs. Competitor Network(s): Number of Providers by Specialty

● Base Network ● Competitor Network(s)



# Network Overlap Analysis: Delta Dental PPO Plus Premier vs. United Healthcare DHMO; MetLife DHMO; Cigna DHMO Access Plus



● Competitor1 Overlapping Count ● Exclusive Base Network Count vs Competitor1 Network



<b>Metric</b>	Providers Counts
<b>Network Type</b>	PPO
<b>Base Network</b>	Delta Dental PPO Plus Premier
<b>Competitor Network</b>	Aetna DHMO, Aetna PPO, Aetna PPO II, Aflac Dental PPO, Aflac Medicare Advantage, Ameritas Classic PPO, Ameritas Classic PPO Plus, Anthem Dental Complete, Anthem Dental Prime, Anthem PPO, et al
<b>Confirmed Locations Only</b>	No
<b>Specialty</b>	Endodontist, General Dentist, Oral Surgeon, Orthodontist, Pediatric Dentist, Periodontist, Prosthodontist, Unknown
<b>Enterprise</b>	Enterprise States
<b>State</b>	CA
<b>MSA</b>	Cleveland, OH, Hanford-Corcoran, CA, Merced, CA, Modesto, CA, Riverside-San Bernardino-Ontario, CA, Rural California, Sacramento-Roseville-Folsom, CA, San Francisco-Oakland-Fremont, CA, Sonora, CA, Visalia, CA, et al
<b>County</b>	Alameda, Ashtabula, Contra Costa, El Dorado, Kern, Kings, Marin, Mariposa, Merced, Placer, Riverside, Sacramento, San Bernardino, San Francisco, San Mateo, Stanislaus, Sutter, Tulare, Tuolumne, Yolo, et al
<b>City</b>	Banning, Beaumont, Calimesa, Cathedral City, Coachella, Corona, Indio, Jurupa Valley, La Quinta, Lake Elsinore, Menifee, Mira Loma, Norco, Palm Desert, Palm Springs, Perris, Rancho Mirage, San Jacinto, Wildomar, Winchester, et al
<b>ZIP3</b>	440, 913, 917, 922, 923, 924, 925, 928, 932, 936, 940, 941, 944, 945, 946, 947, 948, 949, 953, 956, 957, 958, 959, 960, 961, et al
<b>ZIP</b>	91752, 92201, 92203, 92211, 92220, 92223, 92234, 92236, 92253, 92260, 92262, 92264, 92270, 92320, 92860, et al

**Metric**

Access Points

This metric measures all dentists practicing within each facility location. The measurement is sometimes distorted by our competitors by adding all dentists associated with a group practice to every facility location even though not all dentists practice at every location.

Locations

This metric measures the number of facilities based on the unique street address and suite number. This metric does not factor in the number of licensed dentists at the facility.

Providers

This metric measures all unique dentist license numbers. One example of this would be if a dentist practices in two separate zip codes within the same county then the dentist is counted only once.

**Confirmed Location**

A provider is **confirmed** to be actively practicing at an access point or a facility location using data from Fluent's cross-payer dental database, DentaBase. Fluent's confirmed flag is based on claims activity observed within the last 60 days as well as other external sources.