



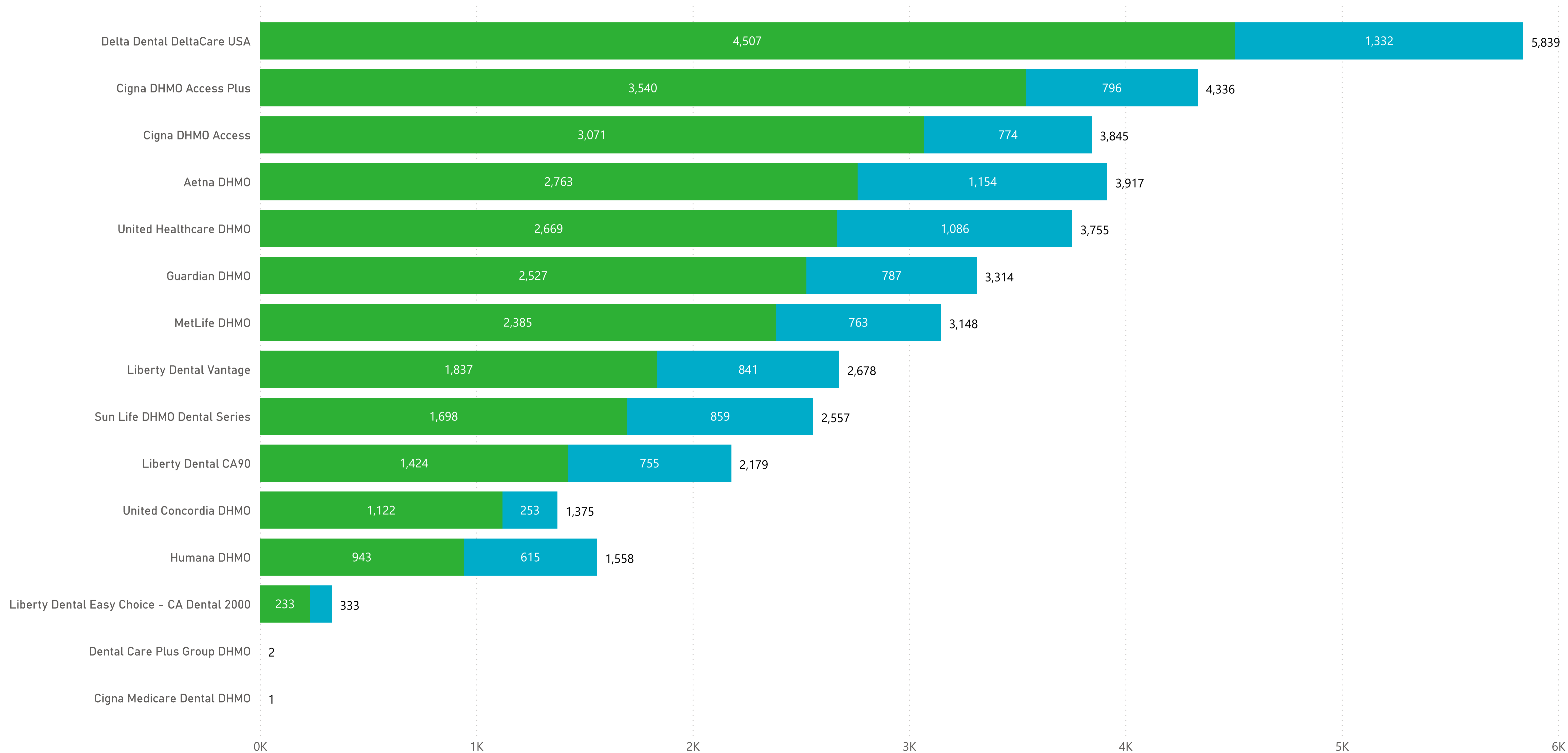
Delta Dental

Competitor Network Comparison Report

Base Network	Delta Dental DeltaCare USA
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 DeltaCare USA vs. Competitor Network(s) by Specialty

Specialty Detail	Delta Dental DeltaCare USA	Specialty Detail	Aetna DHMO	Aetna PPO	Aetna PPO II	Aflac Dental PPO	Aflac Medicare Advantage	Ameritas Classic PPO	A
Endodontist	342	Endodontist	244	0	0	0	0	0	0
General Dentist	4,238	General Dentist	2,581	0	0	0	0	0	0
Oral Surgeon	276	Oral Surgeon	230	0	0	0	0	0	0
Orthodontist	496	Orthodontist	465	0	0	0	0	0	0
Pediatric Dentist	266	Pediatric Dentist	220	0	0	0	0	0	0
Periodontist	240	Periodontist	179	0	0	0	0	0	0
Prosthodontist	12	Prosthodontist	0	0	0	0	0	0	0
Unknown	0	Unknown	0	0	0	0	0	0	0
Total	5,839	Total	3,917	0	0	0	0	0	0

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

Delta Dental DeltaCare USA Market Penetration

Specialty Detail	Delta Dental DeltaCare USA Network Count	Dental Universe	Market Penetration
General Dentist	4,238	12,574	34%
Orthodontist	496	967	51%
Endodontist	342	541	63%
Oral Surgeon	276	621	44%
Pediatric Dentist	266	769	35%
Periodontist	240	430	56%
Prosthodontist	12	257	5%
Unknown	0	3	0%
Total	5,839	15,180	38%

Base Network Market Penetration by County



CA

0%

Market Penetration

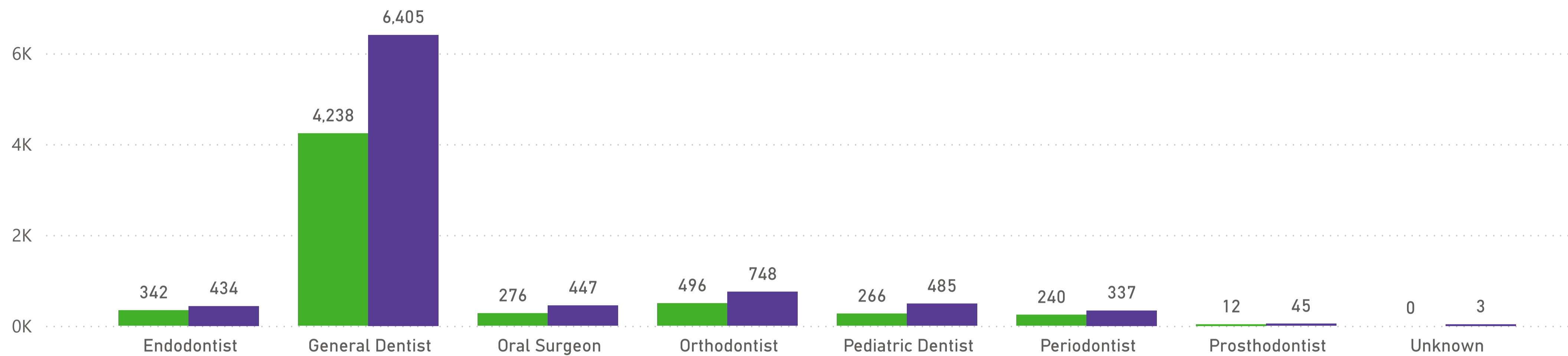
100%

Network Comparison Dashboard



Delta Dental DeltaCare USA vs. Competitor Network(s): Number of Providers by Specialty

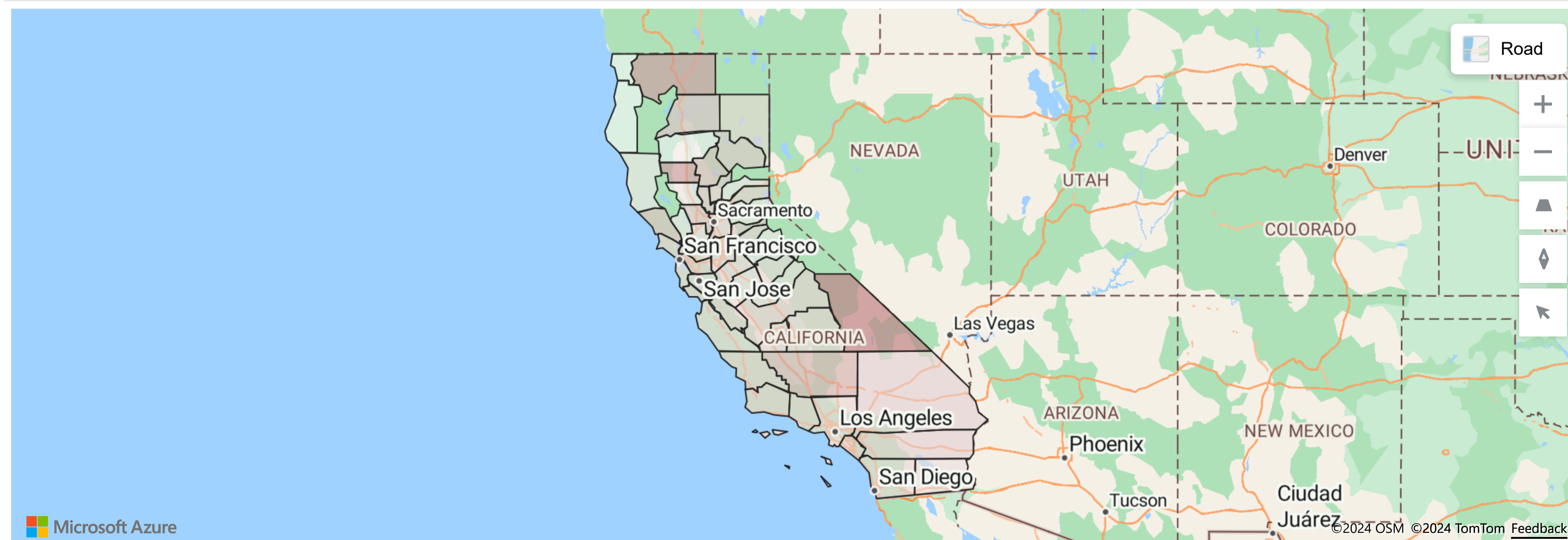
● Base Network ● Competitor Network(s)



Geographical Drill Down

Enterprise	Base Network	Competitor Network(s)
<input type="checkbox"/> Enterprise States	5,839	8,429
CA	5,839	8,429
Total	5,839	8,429

Network Strength Difference by County



Microsoft Azure

CA

Market Penetration Percentage Difference

-100%

100%

Network Comparison Summary



Delta Dental DeltaCare USA

Specialty	Dental Universe	Delta Dental DeltaCare USA Ne...	Market Percentage
Endodontist	541	342	63%
General Dentist	12,574	4,238	34%
Oral Surgeon	621	276	44%
Orthodontist	967	496	51%
Pediatric Dentist	769	266	35%
Periodontist	430	240	56%
Prosthodontist	257	12	5%
Unknown	3	0	0%
Total	15,180	5,839	38%

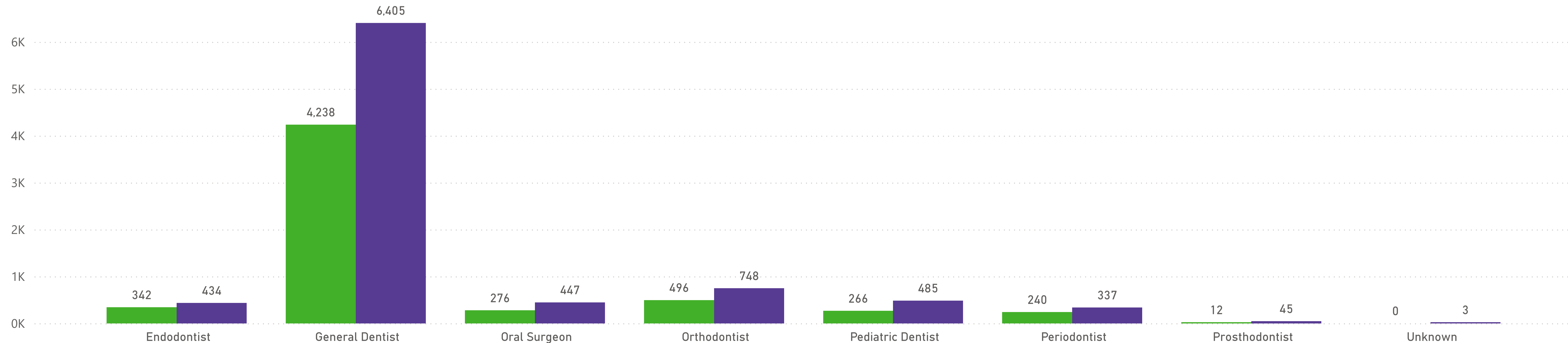
Competitor Network(s)

Specialty	Dental Universe	Competitor Network(s) Count	Market Percentage
Endodontist	541	434	80%
General Dentist	12,574	6,405	51%
Oral Surgeon	621	447	72%
Orthodontist	967	748	77%
Pediatric Dentist	769	485	63%
Periodontist	430	337	78%
Prosthodontist	257	45	18%
Unknown	3	3	100%
Total	15,180	8,429	56%

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

Delta Dental DeltaCare USA vs. Competitor Network(s): Number of Providers by Specialty

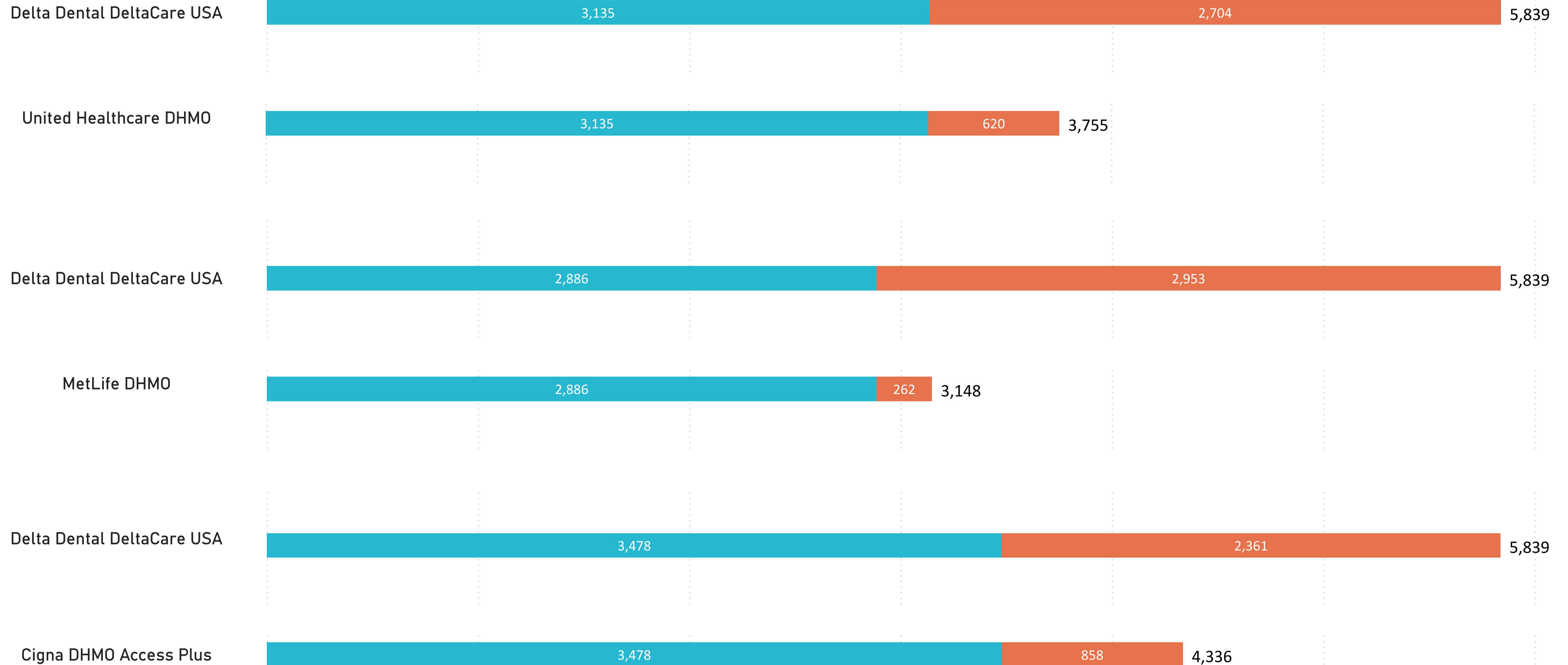
● Base Network ● Competitor Network(s)



Network Overlap Analysis: Delta Dental DeltaCare USA vs. United Healthcare DHMO; MetLife DHMO; Cigna DHMO Access Plus



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



Metric	Providers Counts
Network Type	DHMO
Base Network	Delta Dental DeltaCare USA
Competitor Network	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
Confirmed Locations Only	No
Specialty	Endodontist, General Dentist, Oral Surgeon, Orthodontist, Pediatric Dentist, Periodontist, Prosthodontist, Unknown
Enterprise	Enterprise States
State	CA
MSA	Chico, CA, Hanford-Corcoran, CA, Merced, CA, Modesto, CA, Napa, CA, Riverside-San Bernardino-Ontario, CA, Sacramento-Roseville-Folsom, CA, San Francisco-Oakland-Fremont, CA, Visalia, CA, Yuba City, CA, et al
County	Alameda, Butte, Contra Costa, El Dorado, Imperial, Kings, Los Angeles, Madera, Marin, Merced, Placer, Riverside, Sacramento, San Bernardino, San Francisco, San Mateo, Stanislaus, Sutter, Tulare, Yolo, et al
City	Banning, Beaumont, Calimesa, Cathedral City, Corona, Hemet, Indio, La Quinta, Lake Elsinore, Menifee, Mira Loma, Moreno Valley, Norco, Palm Desert, Palm Springs, Perris, Rancho Mirage, San Jacinto, Wildomar, Winchester, et al
ZIP3	913, 917, 922, 923, 924, 925, 928, 931, 932, 934, 936, 940, 941, 944, 945, 946, 947, 948, 949, 953, 954, 956, 957, 958, 959, et al
ZIP	91752, 92201, 92203, 92211, 92260, 92262, 92264, 92320, 92860, 92878, 92879, 92880, 92881, 92882, 92883, 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.