

# Shine

*Put a shine on your practice  
with Delta Dental*



*The benefits of participation can make you shine. Join Delta Dental of Virginia and find out what over 3,200 dentists in Virginia already know: Delta Dental is good for you and good for your patients.*

## **Good for you**

Delta Dental was created over 40 years ago by a group of dentists who had a vision for the future. We've focused our organization solely on dental benefits, which has given us the expertise to create sophisticated systems that effortlessly process claims, while providing benefits information, and offering cost efficiencies to employers. Underlying all of these benefits is the unique understanding of what is important to you: sophisticated systems for ease of administration, quick reimbursement, easy to follow guidelines, and the largest dental network in the country, utilized by the largest subscriber base.

When you participate with Delta Dental, your practice will shine as you are able to take advantage of our *Benefits of Experience*.

## **Good for your patients**

Delta Dental of Virginia's sole focus on dental benefits makes us The Dental Experts in the eyes of our subscribers – your patients. We offer your patients the best in valuable, innovative and preventive dental benefits. In addition, Delta Dental's coverage plans come with a variety of benefit-rich network choices, offering different levels of value for your patients.

# Practice top features



## Largest dental network in Virginia and nationwide

Our plans cover more than 1 million enrollees in over 3,100 groups across the state, making it very likely that many of your existing patients are covered by a Delta Dental plan.

## Marketing to local and national subscriber base

When you participate with Delta Dental, your practice information will be distributed to subscribers through provider directories that can be printed from our interactive website, as well as distributed directly to employers. This gives you the opportunity to improve patient retention and expand your practice's patient base.

## Interactive website for practice and patient benefits information

You'll have 24/7 access to our interactive website, where you can find all the insurance benefits and eligibility information you will need for your patients. You can also use the site to download claim forms and track claim status and payments.

## Direct payment to partner dentists

Delta Dental pays participating dentists directly, which improves practice cash flow and decreases accounts receivable.

## Education and open forums

Delta Dental invites all our participating dentists to join us for open forums and CE Seminars that help keep you abreast of the changing dental health care environment. You will also receive Delta Dental of Virginia's Dental Connection newsletters with all the information you'll need about our new developments and enhancements to our benefit plans.

# Patient top features

## Reduced out-of-pocket costs

Subscribers visiting a participating Delta Dental provider will receive reduced out-of-pocket costs. This gives subscribers a financial incentive to visit a participating dentist.

## Focus on preventive care

Acting upon the increasing evidence that oral health can radically impact overall body health, Delta Dental of Virginia has developed a program called *Healthy Smile, Healthy You*®. This plan feature provides additional cleanings and exams for pregnant and diabetic members in an effort to positively impact these health conditions.



We've also introduced MaxOver™, an innovative plan feature that rewards subscribers by carrying over a portion of their unused Annual Maximum Benefit to the following year when they complete their annual preventive care visit. These additional benefits dollars provide them with increased coverage, making

their dental benefits more accessible and valuable.

Plus, larger groups (typically those with over 100 enrolled employees) have the option to add our Prevention First feature, which rewards subscribers for preventive care by not counting the cost of those services against their Annual Maximum Benefit. Subscribers can then use the entire Annual Maximum Benefit for other covered services when needed throughout the plan year.

## Benefit-rich plan designs

Delta Dental offers a number of networks and plan levels to employer groups. Subscribers can take advantage of valuable benefits and coverage levels and choose from the most extensive dental networks in the country.

# Delta Dental Network choices



## Delta Dental Premier®

The largest provider network in Virginia with 85% of all dentists participating, this traditional fee-for-service program guarantees direct payment. Subscribers with Delta Dental Premier coverage generally have financial incentive to visit participating Delta Dental Premier providers.

## Delta Dental PPO<sup>SM</sup>

Our Delta Dental PPO is a reduced fee-for-service program in which providers agree to accept payment based on either their filed fee or the Delta Dental PPO fee schedule. Although there is generally a financial incentive for subscribers to visit participating Delta Dental PPO providers, some plans provide the option to visit a Delta Dental Premier provider at a higher out-of-pocket cost for the subscriber.

## DeltaCare®

DeltaCare is our managed care program or DHMO (Dental Health Maintenance Organization). Reimbursement is based on capitation and member co-payments. Subscribers with the DeltaCare plan may only visit their selected DeltaCare dentist for most dental services and have specialty care pre-authorized by DeltaCare.

## Gateway Network

Our newest network, Gateway, serves the growing older population as they become eligible for Medicare benefits. To participate in the Gateway Network, providing coverage to Medicare Advantage Organizations (MAO), you must be eligible to participate in federal health care programs.

## Delta Dental National Coverage

When you participate with Delta Dental of Virginia, your participation is honored throughout the national Delta Dental system, so you may treat members of other Delta Dental plans. You are still guaranteed direct payment.

# Good for you. Good for your patients.

Our mission to improve the public's health through delivery of quality dental benefits shines through in everything we do.

That makes us good for your practice with the largest covered patient base and plans and services designed with you in mind. Founded by dentists, we continually look for ways to make our dental benefits plans valuable to your patients and easy for you to administer.

Good for you. Good for your patients. There really isn't a good reason not to participate with Delta Dental. We invite you to join us as we continue to lead the way to innovative, accessible and affordable oral health care for everyone in Virginia.



*Good for you.  
Good for your patients.*

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