



Criteria for Dental Plan Membership—2012

Dental Plan Members are companies providing or administering dental benefits on a **fully insured or self insured** basis through one or more of the following products.

Definitions of Dental Products

Dental HMO products provide comprehensive dental benefits to a defined population of enrollees and pay for general dentistry services from a contracted network of dentists primarily under capitation agreements. This term includes point-of-service dental HMOs that provide an enrollee the opportunity to opt-out of the HMO provider network at the point-of-service and obtain dental services on a fee-for-service basis.

Dental PPO products have two key characteristics. First, dental plans enter into contracts with providers for the expressed purpose of obtaining a discount from overall fees. Discounts may be negotiated on a provider practice basis or through use of a schedule of fees. Second, enrollees receive value from these discounts when using contracted providers. Dental PPO products do not include participating provider agreements based on a fee-for-service where the provider and plan do not intend to reduce fees.

Discount Dental (Referral) Plans are products in which a panel of dentists agrees to perform services for enrollees at a specified discounted price, or discount their usual charge. No payment is made under the discount plan to the dentists; dentists are paid the negotiated fee directly by the enrollee. This product provides access but the organization providing access to the dental plan does not assume underwriting risk.

Dental Indemnity products are dental benefit plans where providers are reimbursed on a fee-for-service basis and there are no discounted provider contract arrangements whereby the provider agrees to accept a fee below his or her customary one.

Membership Dues Calculations

For 2012 annual membership dues range from a Base of \$3,172 to a Mega Cap of \$42,256. Membership runs from January - December and dues are prorated according to the month joined.

Dues are based on *weighted enrollment* (employee + dependents) for the following products:

Indemnity
DPPO,
DHMO
ASO (Administrative Services Only for DPPO & Indemnity)
Discount
Medicaid/Medicare products.

For dues calculations, NADP weights the above products as follows:

Indemnity and DPPO- 1
DHMO - .7
Discount, ASO, Medicaid/Medicare - .3

For 2012, total weighted enrollment is multiplied by .035 per enrollee.

Health Care Reform (HCR) Contributions

At their meeting in May, the Board of Directors discussed the on-going need for Congressional and regulatory efforts the federal level. Therefore the Board decided on an HCR contribution rate for all members in 2012:

Additional HCR Contribution Rates

Base Members: \$800
Mid-Range: 26% of dues calculated not to exceed \$8,000
CAP & MEGA CAP: \$8,000

Questions: rchapin@nadp.org



Criteria for Additional Membership Categories

Affiliate Membership (Supporting Organization)

Affiliate Members (also referred to as "Supporting Organizations") are legal entities such as partnerships, corporations, or other institutions or organizations involved in the dental industry as providers of professional services or products to companies defined as NADP full voting members.

Associate Membership

Associate Members are legal entities (or divisions or departments of legal entities) involved in the **dental practice management industry** but do not provide dental benefits as defined for full voting members e.g., companies providing management support to dentists and dental group practices or companies involved in the organization of dental networks for the purpose of management support, representation or contracting with companies providing dental benefits. To qualify for Associate membership, these companies may not be involved in the direct provision of dental benefits to employers or individuals.

Individual Membership

Individual Members are *solo* agents, *independent* consultants, university personnel, dentists, dental office personnel, dental students or other persons who are not otherwise employed by a company qualifying in any other level of membership.

International Membership

International Members are companies providing dental benefits or similar organizations based and doing business outside the United States