



Criteria for Dental Plan Membership—2017

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 (Savings) 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 Membership runs from January - December and dues are prorated according to the month joined.

Dues are based on Dec. 31 *itemized, weighted enrollment* (employee + dependents) for the following products:

- Fully Insured Dental Indemnity & DPPO (including EPO) = 1.0
- DHMO (Both Fully Insured and Self-Funded) = 0.7
- ASO (DPPO, Indemnity & other non DHMO dental benefit arrangements) = 0.3
- Discount Dental Plans (sometimes called “Savings” plans) = 0.3
- Dental Medicaid & Medicare = 0.3

Dues Categories

There are four categories of membership dues for dental plan members. The 2017 dues and estimated weighted enrollment ranges for these categories are:

BASE: \$4,565, under 94k weighted enrollment

MIDLEVEL: \$0.0474 per enrollee up to 1.153M weighted enrollees or regular cap of \$54,631,000

CAP: \$54,631 from 1.153M weighted enrollees to 5.726M weighted enrollees

MEGACAP: from 5.726M weighted enrollees, .00954 per weighted enrollee until MegaCap of \$68,900 (over 7.2M weighted enrollees)

Request an estimate from Director of Membership Rene Chapin, rchapin@nadp.org, 972-458-6998 x110



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.

Supporting Organization Annual Dues: \$1,750

On July 1, dues are prorated to \$875

Associate Membership (Dental Service Organizations, DSOs)

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.

Associate Annual Dues:

NUMBER OF PRACTICES	NADP 2017 MEMBERSHIP DUES
25 or less	\$2,000
26-100	\$3,500
101 – 250	\$4,500
More than 250	\$5,500

On July 1, dues are prorated to 50% of annual dues.

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.

Individual Annual Dues: \$245

On July 1, dues are prorated to \$123.

International Membership

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

International Annual Dues: \$500

On July 1, dues are prorated to \$250.