



MEMBERSHIP CRITERIA

Dental Plan Membership—2019

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. *Prorated membership dues are for new members only. Members with lapsed renewal dues are not eligible for prorated dues in the same year the membership lapsed*

Dues are based revenue (earned premium + fees collected for ASO and dental savings/discount plans.)



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Dues Categories

There are four categories of membership dues for dental plan members as follows for 2019:

NADP 2019 Revenue Based Dues Model					
Dues Category	Rate (% of Revenue)	Rate Applied to Revenue From	Revenue Up To	Minimum Dues	Maximum Dues
Base		\$ -	\$ 10,000,000.00	\$ 5,000.00	\$ 5,000.00
Mid-Range (Base Dues PLUS...)	0.0125%	\$ 10,000,001.00	\$ 370,000,000.00	\$ 5,000.01	\$ 50,000.00
Cap (Base Dues PLUS MidRange Calculation PLUS...)	0.000935%	\$ 370,000,000.01	\$ 2,392,000,000.00	\$ 50,000.01	\$ 68,900.00
MegaCap	0.000935%	\$ 2,392,000,000.01	Infinity	\$ 68,900.00	\$ 68,900.00

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

Additional Membership Categories

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 2019 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. Prorated membership dues are for new members only. Members with lapsed renewal dues are not eligible for prorated dues in the same year the membership lapsed.



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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 **

Prorated membership dues are for new members only. Members with lapsed renewal dues are not eligible for prorated dues in the same year the membership lapsed.

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.

Prorated membership dues are for new members only. Members with lapsed renewal dues are not eligible for prorated dues in the same year the membership lapsed.

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.

Prorated membership dues are for new members only. Members with lapsed renewal dues are not eligible for prorated dues in the same year the membership lapsed.