

**DENTAL PROGRAM
RENEWAL OVERVIEW
FOR THE TOWNSHIP OF WEST ORANGE**

Quotation Overview

- ◆ Delta Dental of NJ had originally proposed a renewal of decrease of -7.69% for one year and +4.39% for two years. After renewal negotiations, they have agreed to -16% for one year and -12% for two years.
- ◆ Several other dental carriers have been solicited for quotes:
 - Aetna is proposing a decrease of 15.7% from current for a one-year policy with a second-year rate cap of 4%. They are not competitive with the Delta revised renewal action.
 - Cigna is proposing a decrease of 10.28% from current for a one-year period, which is not competitive with the Delta revised renewal action.
 - Guardian is proposing a decrease of 14.14% from current for a one-year period, which is not competitive with the Delta revised renewal action.
 - Horizon is proposing a decrease of 23.95% below current for a one-year policy.
 - The network disruption analysis shows, when compared to the providers used by the members in the last 12 months, an overlap of 61%.
 - 364 total providers used
 - 206 are in the Delta networks and the Horizon DOP
 - 114 are in the Delta networks but not the Horizon DOP
 - 16 is not in the Delta networks but is in the Horizon DOP
 - 28 are not in the Delta networks and not in the Horizon DOP
 - All other carriers either declined or failed to respond to the request for proposals.

Underwriting Overview

- ◆ Dental Premier Plan Loss Ratios are reported as:
 - September 2017 – August 2018 – 69.9%
- ◆ Network Utilization for the period of August 2015 – July 2016 is reported as:
 - Premier Network, 60.14%
 - PPO Network, 33.14%
 - Non-Network, 6.73%