



NO NET COST

By: Bob McKelvey, President

The no net cost dental benefit plan enhancement, now offered by Maverest Dental Alliance, is an opportunity limited to a select group of third party claim administrators, unions, and self-funded employers. Although any organization can add the dental benefit plan enhancement of Maverest Dental Alliance network access, the *no net cost* enhancement is limited to dental claim administration organizations capable of providing highly accurate and detailed savings reports to Maverest Dental Alliance on a monthly basis. Maverest Dental Alliance will allow these select clients to access the network and pay access fees based exclusively on actual savings. Access fees will not exceed the network users' actual monthly savings or the standard access fee, whichever is lower. The only up-front costs for clients of the claim administration organization or other sponsoring organization are the costs of printing and distribution of directories for employees and/or members. (Maverest Dental Alliance will print directories for any client and bill client only for the net cost. Maverest Dental Alliance can also provide directory updates in electronic or diskette format for printing by the client.)

By providing access to Maverest Dental Alliance on a pure "percentage of savings" basis, an immediate enhancement can be provided to all employees/members of any dental benefit plan. The claim administration organization, other sponsoring organization, or employer group no longer needs wait on adding this valuable dental plan enhancement because of the additional cost of access fees because there are no up-front access fees.

Maverest Dental Alliance has carefully researched the advantages of this type of offering. Very simply explained we know that its network averages between 20% and 25% savings (when compared to the typical full fee for dentist services). By weighing the current-average monthly access fee against the typical 20% to 25% savings factor, Maverest Dental Alliance has determined that only 10% of dental claims need to occur in the network to fully offset the access fee for an entire employee group. This feature allows all employees and their covered dependents to use the network dentists at their convenience, without any restrictions or limitations on how dental benefits are to paid to non-Maverest Dental Alliance dentists. If more than 10% of dental claims occur within the network, savings on dental claim payments above that threshold are passed directly to the employer, the claim administrator, or the union welfare fund (except for the savings experienced by employees on their out of pocket costs). Clearly, Maverest Dental Alliance network concept can work well for most employers who elect to use the standard access plan. But think of how well Maverest Dental Alliance could work for claim administration organizations, self-funded employers, and union welfare plans that fit our "select" requirements. These organizations can install an immediate benefit enhancement without any concern over how to fit the cost of access fees into their budget or their client's budget! The right organization can add Maverest Dental Alliance network to their dental benefit plan immediately with no up front cost other than printing a few directories and no increase in overall administrative costs

One of the most important benefit issues (in this brief presentation) is the significant financial impact of Maverest Dental Alliance network enhancement on the employee or member (and their covered dependents). Regardless of which method is selected to provide access to Maverest Dental Alliance, for every dollar that the member spends on out-of-pocket costs for deductibles, copayments, and coinsurance...they save an average of 20% to 25% when using a network dentist. For the typical family in today's economy, those savings can be significant. Maverest Dental Alliance knows that family dental expenses do not stop just because the dental plan's annual maximum benefit has been exhausted. A member continues to save the 20% to 25% when using a participating dentist regardless of whether the costs are paid by the dental plan or the individual member.

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