

How is treatment distributed by network? The big picture.

Claims paid between 01-Oct-2018 and 31-Mar-2019

City of Gallup

| Category | Category Total | # Treat. | Delta Dental PPO | # Treat. | Delta Dental Premier | # Treat. | Out of Network | # Treat. | % of Total |
|-------------------------------------|--------------------|--------------|--------------------|--------------|----------------------|------------|-----------------|-----------|----------------|
| Exams and Cleanings | \$27,981.44 | 633 | \$22,869.40 | 542 | \$5,033.04 | 89 | \$79.00 | 2 | 36.57% |
| X-rays | \$14,711.96 | 449 | \$12,440.00 | 395 | \$2,207.96 | 53 | \$64.00 | 1 | 19.23% |
| Sealants | \$992.00 | 47 | \$992.00 | 47 | \$0.00 | 0 | \$0.00 | 0 | 1.30% |
| Fillings | \$8,982.40 | 96 | \$7,544.80 | 86 | \$1,437.60 | 10 | \$0.00 | 0 | 11.74% |
| Crowns | \$4,194.90 | 17 | \$3,927.40 | 15 | \$267.50 | 2 | \$0.00 | 0 | 5.48% |
| Root Canals | \$4,010.40 | 8 | \$2,188.80 | 5 | \$1,821.60 | 3 | \$0.00 | 0 | 5.24% |
| Gum Disease | \$2,033.40 | 13 | \$815.20 | 11 | \$1,155.00 | 2 | \$63.20 | 0 | 2.66% |
| Gum Disease Cleaning | \$287.00 | 4 | \$287.00 | 3 | \$0.00 | 1 | \$0.00 | 0 | 0.38% |
| Extractions | \$3,374.95 | 38 | \$2,598.95 | 32 | \$328.00 | 2 | \$448.00 | 4 | 4.41% |
| Oral Surgery Other Than Extractions | \$0.00 | 0 | \$0.00 | 0 | \$0.00 | 0 | \$0.00 | 0 | 0.00% |
| Dentures | \$1,115.00 | 2 | \$1,115.00 | 2 | \$0.00 | 0 | \$0.00 | 0 | 1.46% |
| Bridges | \$0.00 | 1 | \$0.00 | 1 | \$0.00 | 0 | \$0.00 | 0 | 0.00% |
| Implants | \$2,775.60 | 21 | \$2,775.60 | 21 | \$0.00 | 0 | \$0.00 | 0 | 3.63% |
| Denture Repair | \$0.00 | 0 | \$0.00 | 0 | \$0.00 | 0 | \$0.00 | 0 | 0.00% |
| Braces | \$5,299.58 | 56 | \$3,524.58 | 42 | \$1,775.00 | 14 | \$0.00 | 0 | 6.93% |
| Other Services | \$755.20 | 24 | \$432.00 | 19 | \$100.00 | 2 | \$223.20 | 3 | 0.99% |
| Total | \$76,513.83 | 1,409 | \$61,510.73 | 1,221 | \$14,125.70 | 178 | \$877.40 | 10 | 100.00% |

For more information, contact your Delta Dental of New Mexico Sales or Service Representative

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How are treatments and costs distributed by member?

Claims paid between 01-Oct-2018 and 31-Mar-2019

City of Gallup

| Category | % of Total | Category Total | # Treat. | Subscriber | # Treat. | Spouse | # Treat. | Other | # Treat. |
|-------------------------------------|----------------|--------------------|--------------|--------------------|------------|--------------------|------------|--------------------|------------|
| Exams and Cleanings | 36.57% | \$27,981.44 | 633 | \$10,666.00 | 207 | \$4,915.80 | 111 | \$12,399.64 | 315 |
| X-rays | 19.23% | \$14,711.96 | 449 | \$5,820.00 | 161 | \$2,660.00 | 78 | \$6,231.96 | 210 |
| Sealants | 1.30% | \$992.00 | 47 | \$0.00 | 0 | \$0.00 | 0 | \$992.00 | 47 |
| Fillings | 11.74% | \$8,982.40 | 96 | \$3,177.60 | 34 | \$2,046.40 | 18 | \$3,758.40 | 44 |
| Crowns | 5.48% | \$4,194.90 | 17 | \$1,772.00 | 9 | \$1,789.00 | 5 | \$633.90 | 3 |
| Root Canals | 5.24% | \$4,010.40 | 8 | \$2,977.60 | 6 | \$1,032.80 | 2 | \$0.00 | 0 |
| Gum Disease | 2.66% | \$2,033.40 | 13 | \$1,876.60 | 9 | \$93.60 | 2 | \$63.20 | 2 |
| Gum Disease Cleaning | 0.38% | \$287.00 | 4 | \$96.00 | 2 | \$191.00 | 2 | \$0.00 | 0 |
| Extractions | 4.41% | \$3,374.95 | 38 | \$1,904.00 | 20 | \$174.15 | 3 | \$1,296.80 | 15 |
| Oral Surgery Other Than Extractions | 0.00% | \$0.00 | 0 | \$0.00 | 0 | \$0.00 | 0 | \$0.00 | 0 |
| Dentures | 1.46% | \$1,115.00 | 2 | \$539.50 | 1 | \$575.50 | 1 | \$0.00 | 0 |
| Bridges | 0.00% | \$0.00 | 1 | \$0.00 | 0 | \$0.00 | 1 | \$0.00 | 0 |
| Implants | 3.63% | \$2,775.60 | 21 | \$1,861.60 | 6 | \$914.00 | 15 | \$0.00 | 0 |
| Denture Repair | 0.00% | \$0.00 | 0 | \$0.00 | 0 | \$0.00 | 0 | \$0.00 | 0 |
| Braces | 6.93% | \$5,299.58 | 56 | \$0.00 | 0 | \$0.00 | 0 | \$5,299.58 | 56 |
| Other Services | 0.99% | \$755.20 | 24 | \$372.00 | 8 | \$0.00 | 1 | \$383.20 | 15 |
| Total | 100.00% | \$76,513.83 | 1,409 | \$31,062.90 | 463 | \$14,392.25 | 239 | \$31,058.68 | 707 |

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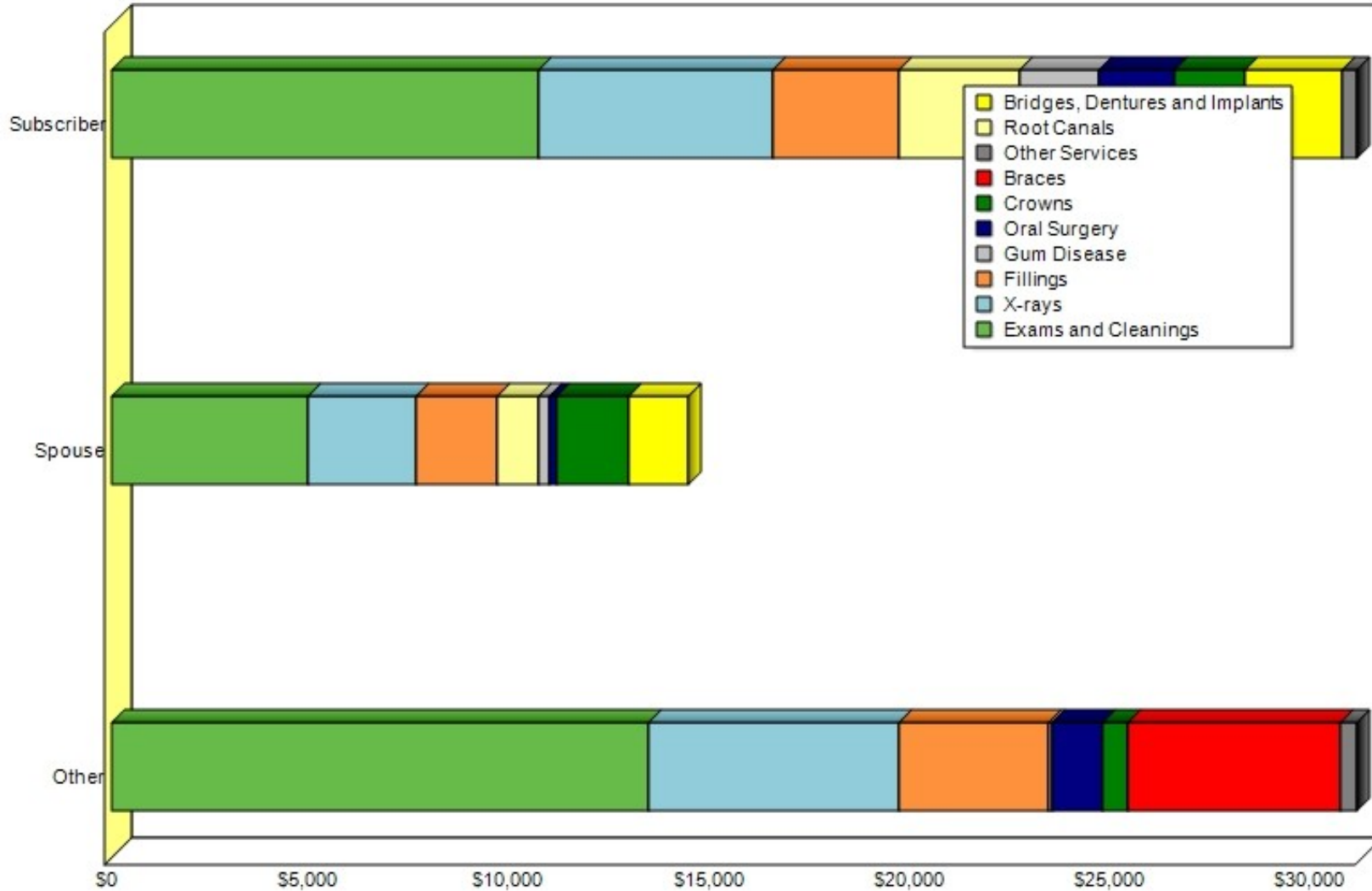


How is treatment cost distributed by member type?

Claims paid between 01-Oct-2018 and 31-Mar-2019

City of Gallup

Total Paid Claims: \$76,513.83



For more information, contact your Delta Dental of New Mexico Sales or Service Representative

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Demographics and financials: Totals by month.

Claims paid between 01-Oct-2018 and 31-Mar-2019

City of Gallup

| Month | Subscribers | Number of Claims | Claims/Sub/Year | Paid Claims | PaidClaims/Sub | Earned Premium | Premium/Sub | Paid Loss Ratio |
|--------------|--------------|------------------|-----------------|--------------------|----------------|---------------------|----------------|-----------------|
| 10/31/2018 | 279 | 84 | 3.61 | \$14,641.98 | \$52.48 | \$17,618.50 | \$63.15 | 83.11% |
| 11/30/2018 | 279 | 71 | 3.05 | \$13,703.20 | \$49.12 | \$17,501.06 | \$62.73 | 78.30% |
| 12/31/2018 | 281 | 67 | 2.86 | \$10,720.93 | \$38.15 | \$17,556.22 | \$62.48 | 61.07% |
| 1/31/2019 | 283 | 68 | 2.88 | \$11,801.50 | \$41.70 | \$17,552.66 | \$62.02 | 67.23% |
| 2/28/2019 | 282 | 65 | 2.77 | \$10,089.60 | \$35.78 | \$17,466.36 | \$61.94 | 57.77% |
| 3/31/2019 | 284 | 90 | 3.80 | \$15,556.62 | \$54.78 | \$17,580.24 | \$61.90 | 88.49% |
| Total | 1,688 | 445 | 3.16 | \$76,513.83 | \$45.33 | \$105,275.04 | \$62.37 | 72.68% |

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How has my rate code distribution (family mix) changed over the years?

City of Gallup

| MONTH | SUBSCRIBERS | SPOUSES | DEPENDENTS | EMPLOYEE_ONLY | EMPLOYEE_SPOUSE | EMPLOYEE_SPOUSE_CHILDREN | COMPOSITE | EMPLOYEE_CHILD | EMPLOYEE_CHILDREN | RATECODE07 | RATECODE08 | RATECODE09 |
|------------|-------------|---------|------------|---------------|-----------------|--------------------------|-----------|----------------|-------------------|------------|------------|------------|
| 10/31/2018 | 279 | 125 | 333 | 110 | 27 | 98 | 0 | 23 | 21 | 0 | 0 | 0 |
| 11/30/2018 | 279 | 124 | 328 | 112 | 28 | 96 | 0 | 22 | 21 | 0 | 0 | 0 |
| 12/31/2018 | 281 | 124 | 327 | 114 | 28 | 96 | 0 | 22 | 21 | 0 | 0 | 0 |
| 1/31/2019 | 283 | 124 | 329 | 117 | 27 | 97 | 0 | 21 | 21 | 0 | 0 | 0 |
| 2/28/2019 | 282 | 123 | 327 | 117 | 26 | 97 | 0 | 21 | 21 | 0 | 0 | 0 |
| 3/31/2019 | 284 | 122 | 328 | 118 | 26 | 96 | 0 | 22 | 22 | 0 | 0 | 0 |

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Selections for this report set are as follows:

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City of Gallup

Your client selections are NM-0001208

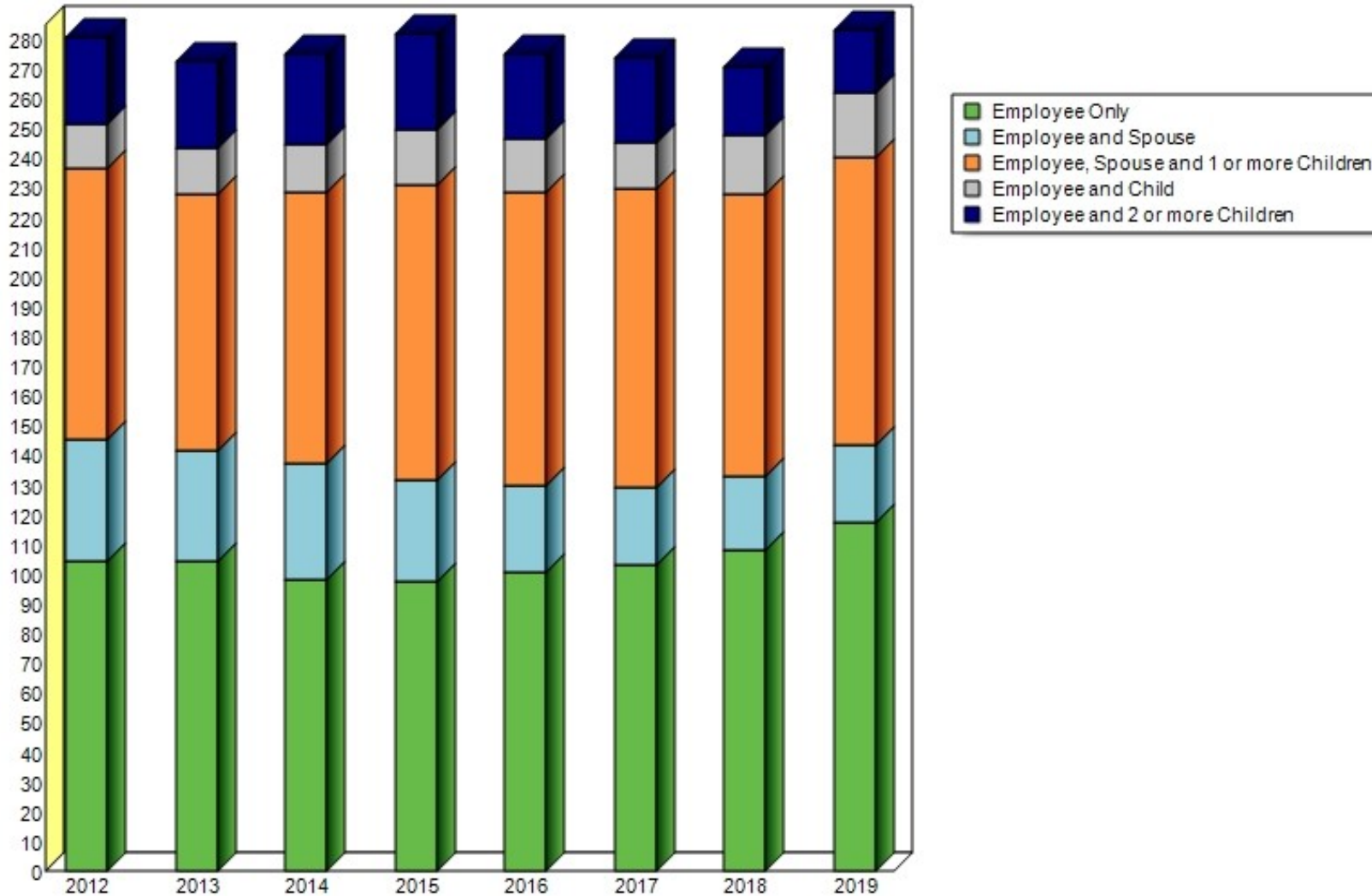
Your participation selections are Delta Dental PPO, Delta Dental Premier, Out of Network

Your subclient selections are 0001, 0002, 1999, 2999

How has my rate code distribution (family mix) changed over the years?

For the period 01-Jan-2012 to 31-Mar-2019

City of Gallup



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