DELTA DENTAL®

Broker Connection

Broker Connection is your source for access to Delta Dental information 24-hours a day, seven days a week. Log in to our website to quote small groups, retrieve your clients' claim reports (100+), use tools to manage dental costs and more.

Log in to Broker Connection

- Go to www.deltadentalco.com
- Enter your user name and password
- Select "Broker" as the user type

If you are new to Broker Connection, you need a user name and password. Simply complete the Broker Authorization form located in the Forms section of the Broker page and submit it to brokerconnect@ddpco.com. Your user name and password will be e-mailed to you.

Broker Connection Easy Quote

You can quote small groups from 1-50 enrolled employees with a few clicks of your mouse.

All you need is the group name, effective date, zip code, industry code and the number of employees enrolling in the plan. You will receive a competitive quote that you can print or e-mail immediately.

Using Easy Quote

1. Log in to Broker Connection and click on the "Broker Menu" link.
2. Click on the "Easy Quote" link.
3. Enter the required group information on the Getting Started page. Click "Continue."
4. Select from the drop down menu the product you would like to quote. You may run up to three quotes at a time. Select specific options based on the product. Rates will appear once you have made a selection for all options.
5. Adjust your quote (by changing products/options) until you are satisfied. For any quotes that you would like to save, click the "Add to rate quote" link at the bottom of the page. When finished, click "Save and Continue."
6. You may now view or e-mail your quote, or create a new quote.
7. View your saved quotes from the past 12 months through the main Broker Connection page - just look for the "Saved Quotes" link. Use the action links on the right side of the screen to view, e-mail, update or delete a quote.

Easy Quote Tips

- You can quote both voluntary and contributory groups. For contributory groups, participation can be as low as 50%.
- We offer an initial two-year rate guarantee.
- Review the underwriting guidelines for participation and eligibility details. They are located in the Broker section of our website and will also be attached to your quote.
- Dual choice options are available for groups as small as five enrolled employees.
- Voluntary plans include Prevention First as a standard feature.
- Unsure of your client's NAICS Industry code? Start typing an industry into the field. A list of available industries and codes will appear. Select the most appropriate code.

Questions? We're here to help.

For general questions, contact Sales & Marketing at 303-741-9300 ext. 3300, or e-mail brokerconnect@ddpco.com.

For appointment inquiries, e-mail brokerappointments@ddpco.com.

E-mailing Quotes

To e-mail a quote, click on the "E-mail the quote you just created" link.

Complete the required information and type a short message in the box (you must include a short message).

Select any additional attachments you want to include.

Click "Send E-mail" and your quote will be on its way.

Saved Quotes

From the Broker page, click on the "Saved Quotes" link to view a list of your quotes generated in the past 12 months.

Use the action links to the right to view, e-mail, update or delete a quote.

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Reporting in Broker Connection

You can access group-specific reports for groups of 100+ using the Management Reports tool. Data is divided into categories that include utilization of service and networks, treatment savings, and demographics and financials. Management reports are not available on voluntary and pooled group products.

Access Reporting:

- Log in to Broker Connection.
- Click on Management Reports, on the right-hand side of the screen.
- Select a group type:

  Reporting Group—displays combined data for all associated group numbers.

  Master Group—shows combined data for each plan number. If multiple group numbers are assigned to your client, select the group number for the data you wish to display.

  Benefit Pointer—displays data for each sub-location. If multiple benefit plans and/or sub-location numbers are assigned to your group, select the benefit plan and/or sub-location for the data you wish to display.

- Select your group number from drop down list.
- Select the "From" and "Through" date for your report. "From" is the 1st day of the month. "Through" is the last day of the month. For example if you want only data from the month of December 2010, simply select "From" December 2010, "Through" December 2010.
- Click on the PDF or Excel version of the report to open it.

Dental Optimizer

Once you've logged in to Broker Connection, you can access Dental Optimizer. Dental Optimizer is a dynamic, on-line suite of tools that allow your clients to evaluate their personal oral health. Members simply complete a quick survey regarding their overall health and dental habits and instantly receive a customized report on their dental health. You can promote this suite of tools to current and potential groups as a "value-add" included with all Delta Dental plans.

Dental Optimizer suite of tools includes:

- **The Dental Risk Assessment Tool—**Allows your clients to assess their risk for future dental problems.
- **The Dental Health Suggestion Tool—**Provides your clients tips that can help improve their oral health.
- **The Dental Savings Optimizer Tool—**Based on the risk assessment, the Savings Optimizer suggests preventive treatments that may help avoid costly and invasive treatments in the future.