

Agenda Item #7:

Director's Report

Discussion Item

Director's Report

- COVID-19 Update
- Reminder: Vendor Black Out Period-Extended
- Racial Equity Action Planning
- Sutter Health Lawsuits
- Blue Cross Blue Shield Settlement Notice
- Follow up from Health Plans
 - Delta Dental
 - Blue Shield of California-Infertility Services Website
- Legislative Report
- Divisional Reports
 - Personnel
 - Operations: Enterprise Systems and Analytics (ESA) and Communications
 - Finance and Contracts
 - Well-Being

Delta Dental Q&A

Delta Dental Q&A

Question: Can a dentist contract solely for the Premier Network?

Delta Dental Response: No. As of 2014 and going forward, all newly contracted providers with Delta Dental contract as both Premier and PPO providers.

Question: If not, what is the discount difference that the provider receives if PPO only vs. PPO/Premier (not including benefit design differences)?

Delta Dental Response: The discount varies by provider type, service, and geography. For SFHSS, the PPO contracted fees provides an average discount of 28% off submitted fees; while Premier contracted fees provides an average discount of 14% off submitted fees.

Delta Dental Q&A

Question: If a provider is dual contracted as both PPO/Premier, at what level is the provider reimbursed?

Delta Dental Response: The plan design defines payment methodology. SFHSS has two PPO plans, therefore reimbursement is always based on PPO fees when a provider has dual status. Following is an illustrative example:

Claims example	Most claims savings	Some claims savings
	Delta Dental PPO	Delta Dental Premier
Dentist’s charge for a crown	\$1,200	\$1,200
Plan allowance	\$700	\$900
Percentage paid by plan	60%	60%
Plan payment	\$420	\$540
PATIENT PAYMENT	\$280 ($\$700 - \$420 =$)	\$360 ($\$900 - \$540 =$)

Sample for illustrative purposes only. Premier providers who are also contracted as PPO providers are paid according to PPO column.