

November 27, 2013

Dear Doctor:

Our records indicate that one or more of our employees and/or their dependents may be a patient of record at your practice. This letter is to inform you of a new dental benefit plan developed using a risk-based prevention model.

The plan, called RightSize Dental, utilizes the very latest research to help predict and prevent periodontal disease by identifying those patients most at risk for periodontitis. Armed with this information, Delta Dental can provide your at-risk population with the enhanced coverage they need to stay healthy. With RightSize Dental, your most vulnerable patients are eligible to receive benefits for up to 4 annual cleanings.

This plan will be available **ONLY to employees and dependents of Renaissance Electronic Services** starting on January 1, 2014. It will not be offered to any other groups or individuals at this time.

Research, including a recent University of Michigan study “Patient Stratification for Preventive Dental Care,”<sup>1</sup> has shown that individuals who demonstrate certain risk factors experience significantly improved outcomes when they receive additional prophylactic cleanings. Those who do not experience the risk factors show no additional benefit to a second prophylaxis.

**The take away message?** *We can reduce the suffering caused by periodontitis by focusing enhanced preventative care where it is most needed and most effective.* Delta Dental is committed to combating this damaging and all too prevalent disease by catching it before it begins, and by multiplying the tools available to your office to mitigate its impact on patients who are already positive for periodontitis:

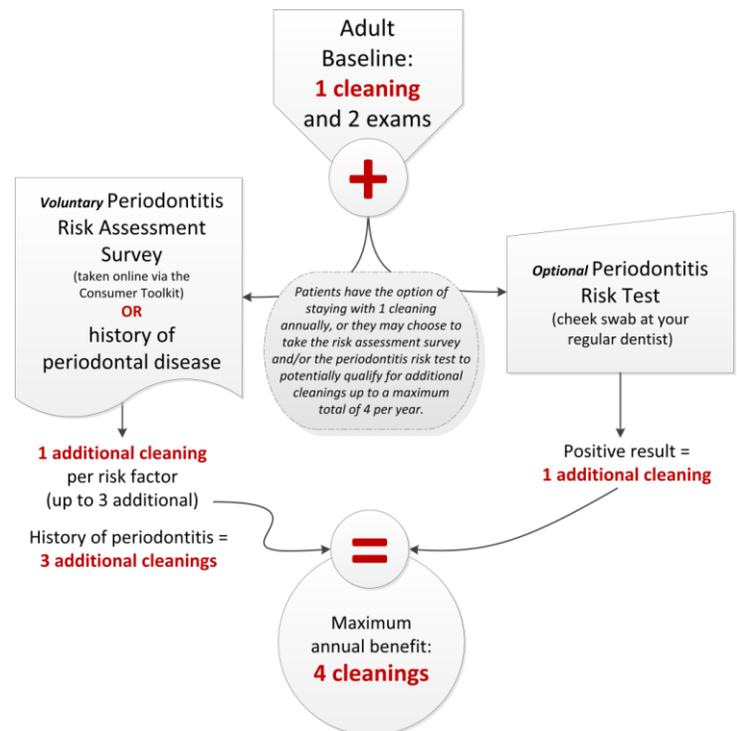
- The base plan will cover *2 oral exams* and *1 cleaning* per year for employees of Renaissance Electronic Services and their dependents over age 18.
- There will be no change in benefits for children under age 18.
- The plan will pay for additional cleanings (up to a maximum total of 4 per year) for adult participants who either have or are at risk of developing periodontal disease based upon the existence of certain risk factors<sup>2</sup>. Presence of any of these risk factors results in 1 additional cleaning per factor, up to a maximum of 4 total cleanings per year. Covered risk factors are:
  - Diabetes
  - History of stroke or heart attack
  - Renal failure/dialysis
  - Suppressed immune system
  - Radiation treatments for head/neck due to cancer
  - Pregnancy
- Participants with a history of periodontal disease receive 3 additional cleanings (up to a maximum of 4 per year).

- Participants who test positive for the periodontal disease gene (a simple cheek swab that indicates the presence of the Interleukin-1 gene) are eligible for 1 additional cleaning (up to a maximum of 4 per year).

Note that our employees are not under any obligation or pressure to complete the risk assessment or to take the periodontitis risk test. They may choose not to take either, they may choose to take one but not the other, or they may choose to take both. However, additional cleaning benefits are only available as outlined above for patients who either: 1) demonstrate the existence of additional risk factors by completing the assessment and/or the test; or 2) have a history of periodontal disease. Otherwise, the patient will be covered at the baseline of 2 oral exams and 1 cleaning per year.

In the near future, your office will receive a starter kit which will contain two or more of the cheek swab tests, along with support materials to help you easily incorporate the new benefit into your practice for Renaissance Electronic Services' employees and their dependents. You will also be hearing more about the benefits of this simple test, including:

- How the test can help your dental staff determine the right level of care for each of your patients
- How the test and sample collection fee are reimbursed by the plan once per patient<sup>3</sup>
- Where to find further information regarding the periodontitis risk test and the RightSize Dental benefit



We are confident that by working together to provide this unprecedented level of personalized care, we can decrease the rate and seriousness of periodontal disease.

As always, feel free to contact your provider relations representative with any questions, or call us at (800) 524-0149.

Sincerely,

Delta Dental of Michigan

<sup>1</sup>Study published by the Journal of Dental Research, June 10, 2013. See: <http://jdr.sagepub.com/content/early/2013/06/05/0022034513492336.full>

<sup>2</sup>Other risk factors, most notably smoking, are associated with periodontal disease but are not covered under the new plan. Because Delta Dental is committed to improving both the oral health and the overall health of our subscribers, we have elected not to provide coverage that would essentially 'reward' this detrimental lifestyle choice.

<sup>3</sup>Reimbursement levels are determined by participation with Delta Dental's provider networks. Note also that the test only needs to be conducted once, as the results will not change over a person's lifetime. For that reason, coverage only applies once per patient.