



DELTA DENTAL OF WASHINGTON’S ANTICOMPETITIVE ADVANTAGE

Delta Dental of Washington (DDWA) leverages its dominant market position to punish patients, competitors, and dentists.

- DDWA’s competitors pay non-network dentists either an “in-network” or higher “usual & customary” rate.
- **DDWA, unlike its competitors, leverages its dominant market position to pay a significantly below-market non-network reimbursement rate** (while collecting the same amount of premium).

WSDA has not found another carrier in the United States that uses the same anticompetitive tactic. This DDWA practice is an outlier from the practices of Delta Dentals in other states and other carriers more broadly. **Legislation is needed.**

RATE COMPARISON OF A COMMON PREVENTIVE CARE VISIT (CLEANING, X-RAYS, EXAM)				
	D1110 (Prophylaxis - Adult)	D0274 (Bitewings - Four Radiographic Images)	D0120 (Periodic Oral Evaluation - Established Patient)	Total for Visit
Non-Network Reimbursement Rate (Average) WA Carriers Excluding DDWAⁱ	\$128	\$77	\$71	\$276
Non-Network Reimbursement Rate (Range) DDWAⁱⁱ	\$51 - \$64	\$29 - \$36	\$23 - \$29	\$103 - \$129
Amount that DDWA’s Non-Network Reimbursement Rate is <i>Below</i> the Rest of the WA Market’s Average Non-Network Reimbursement Rate	\$64 - \$77	\$41 - \$48	\$42 - \$48	\$147 - \$173

ⁱ Obtained through a proprietary third-party research dataset of Washington claims data.

ⁱⁱ Obtained through explanation of benefits documentation provided to patients by Delta Dental of Washington.