

Quality health plans & benefits
Healthier living
Financial well-being
Intelligent solutions

aetna[®]

You're invited to apply
for participation
Aetna DMO[®] network



www.aetnadental.com

43.02.801.1 E (3/15)

Join the Aetna DMO network and enjoy the benefits of participation.

The benefits:

- Competitive compensation
- Millions of Aetna DMO members nationwide
- A listing of your office on our DocFind® online directory to attract new patients
- A dedicated dentist line
- Free continuing education (CE) courses
- Direct deposit of claims payments
- Electronic submission of claims and encounters
- Electronic real-time eligibility
- Electronic DMO eligibility rosters with weekly updates
- Discounts on products and services for your practice through the Value PlusSM program
- A participating dentist newsletter
- A dedicated dentist website to keep you informed
- Shared concern for the oral health of Americans

Aetna is the brand name used for products and services provided by one or more of the Aetna group of subsidiary companies. The Aetna companies that offer, underwrite or administer benefits and insurance coverage include Aetna Health Inc., Aetna Health of California Inc., Aetna Dental Inc., Aetna Dental of California Inc. and Aetna Life Insurance Company (Aetna).

Giving You A Reason To Smile®

You're invited to join the Aetna Dental DMO* network. It is one of the nation's largest dental managed care networks, with participating dentists in 46 states.

And our competitive fee schedule is just one of the ways that we'll give you a reason to smile.

General practitioners

General practitioners will get advanced monthly payments for each member who selects your office. You will be given an hourly earnings guarantee for services provided to members plus additional copayments for certain procedures, based on the member's plan design.

Specialists

Specialists will get **direct** referrals from the patient's primary dentist. Compensation will be based on a fee schedule. To learn more about the fee schedule specific to your specialty and area, please call our National Dentist Line at **1-800-451-7715**, and ask to have a network recruiter return your call.

Attract new patients

As a participating DMO dentist, over 1.7 million** Aetna Dental DMO members can find you through our DocFind tool or our paper directories. You can even add a link to your website on your DocFind profile.

Get dedicated service

When you have a question or an issue, our dedicated dentist line is ready to help. We're prepared to find solutions for you the first time you call. And then we use this experience to find ways to help improve how we work with you.

*DNO (Dental Network Only) in Virginia is not an HMO. To receive maximum benefits, members must choose a participating primary care dentist to coordinate their care within in-network providers.

**According to the Aetna Membership Database as of April 2015.

Take our free CE courses

As part of our commitment to working with you as you care for your patients, we offer CE courses, approved by the the Academy of General Dentistry. Available topics include sealants, dental fluoride, radiology, tobacco cessation intervention and cariology. Most of the courses are available to view and print online. Or we'll send you a copy of the course upon your request.

Prompt payments

According to 2014 year-end data, about 89 percent of all claims are handled within 5 days. That percentage increases to about 99 percent for electronic claims. You're paid once the claim is processed.

You can get your payments even faster with electronic funds transfer (EFT). With EFT, your payment is deposited directly into the account of your choice.

Submit claims and encounters electronically or on paper

You can submit claims (including orthodontic and predeterminations) and encounters electronically via www.aetnadental.com or on paper. Paper claims can be submitted by using a standard Aetna or an American Dental Association (ADA)-approved dental claim form. Our claims system recognizes a patient's membership status and your status as a participating dentist.

Tools to access EOBs and check claims status, 24/7

We have tools available to help you easily access Explanation of Benefits (EOB) statement information and check the status of a claim, 24 hours a day, 7 days a week, whether the claim was submitted electronically or on paper. You can use these tools on the Internet by visiting www.aetnadental.com. Or you can call the Aetna Voice Advantage® telephone self-service system at **1-800-451-7715** to check claims status and have information faxed to you.

Check eligibility data in real time

Receive a member's real-time eligibility and benefits information, including plan effective date, coverage type, coinsurance, DMO primary care dentist office name and address, and more. You can garner this information from a number of tools available to you, including www.aetnadental.com.

Receive electronic DMO eligibility rosters with weekly updates

Receive your eligibility roster electronically before it would be available to you through the mail.

Posted on a secure website, you can easily view and print your monthly or weekly eligibility roster of DMO patients who have selected your office for their care.

Access to discounts on products and services

We have contracted with a number of companies to develop an exciting Value Plus program that gives you access to discounts on products and services you use every day. Through this program, you can save hundreds of dollars on dental supplies and laboratory services. By participating with Aetna, you can take part in the Value Plus program free of charge. It's that easy.

Tools to keep you informed

Visit our website dedicated to dentists, www.aetnadental.com, for self-service tools, news and information. As part of our ongoing dialog with our participating dentists, you will regularly receive our newsletter, *Dental Dialog*, full of industry, policy and plan news.

We're here to help

When you become a participating dentist, you'll have access to a local network manager who can help train your staff on an ongoing basis and be your liaison with Aetna. If you ever have any questions or concerns, we are here to help. Just call your network manager or our dedicated dentist line. We'll listen to your need and help find you an answer.

Join the Aetna DMO network

Fill out the enclosed materials to apply for participation in the DMO network. Return them to us. Be sure to include copies of appropriate licenses and certifications as indicated on the application. Additional documentation may be sent to and/or requested from you. Your application materials will be reviewed, and if you are accepted as a DMO participating dentist, you will receive notification from us welcoming you into our network.

If you have any questions, please call our National Dentist Line at **1-800-451-7715** from 8 a.m. – 8 p.m. ET, Monday – Friday.

We recognize your pivotal role in the fight against disease

The research shows that oral health is key to overall health

As many as 90 percent of systemic diseases have a manifestation in the mouth.¹ That puts you on the front line of disease diagnosis and prevention. At Aetna, we believe “The Mouth MattersSM.” That’s why we give our plan sponsors and members information on the latest research connecting oral health with overall health.

The Mouth Matters when it comes to your patients’ overall health

Research shows that effective disease management programs can promote healthy outcomes and reduce health care costs. However, the matters of the mouth are often overlooked when it comes to disease management. We are trying to change that.

Through integrated medical and dental data, we evaluate disease patterns and share them with our members and their doctors. These are patterns that may have otherwise gone unnoticed. We’re sending the message that regular dental care is pivotal in the management of our members’ overall health.

In a study² we conducted of our membership, we found that members who got regular dental care had lower medical costs, better control of diabetes and fewer inpatient hospital admissions. You lead in the prevention, early detection and treatment of potentially debilitating conditions.

So we developed a program to motivate patients who haven’t been getting regular dental care to schedule dental visits. By educating our members about the importance of dental care, we can encourage them to see their dentists regularly. Because integrated medical and dental care is more than good sense — it’s good for overall health.

Take advantage of this opportunity. Apply to the Aetna DMO network today.

¹Academy of General Dentistry. Importance of oral health to overall health. Available at: www.knowyourteeth.com. Accessed May 2014.

²Ongoing, statistically valid analysis of Aetna Dental/Medical IntegrationSM customers. Aetna Informatics, 2010 – 2012.

Aetna’s provision of access to the discounts included in the Value Plus program does not constitute medical advice; an endorsement of any vendor, product, drug, pharmaceutical or service offered as part of the program; nor is it a guarantee of any outcomes or medical/dental results. All vendors are independent contractors and are not employees or agents of Aetna or participating providers with Aetna.