

### Standard Dental Programs for Northern New Jersey Employer Groups (10-50 Enrolled Contracts)

Minimum Participation 70%  
Advantage Plus Network

Valid programs and rates for effective dates of July 1, 2010 through December 1, 2010.

Rates are guaranteed for 12 months from the effective date, provided the group meets underwriting guidelines.

OPTION	NNJFA1	NNJFB1	NNJFC1	NNJFD1		NNJFW1	NNJFX1		
ConcordiaConnect Plan Name	F-Plan 2W	F-Plan 4W	F-Plan 3W	F-Plan 3W		F-Plan 8W	F-Plan 8W		
<b>CLASS I SERVICES</b>									
Exams, Cleanings & Fluoride Treatments									
All X-Rays	100%	100%	100%	100%		100%	100%		
Sealants									
Palliative Treatment (Emergency)									
<b>CLASS II SERVICES</b>									
Space Maintainers									
Basic Restorative (Fillings, etc.)	80%	100%	80%	80%		100%	100%		
Endodontics									
Repairs (Crowns, Inlays, Onlays, Bridges, Dentures)									
Periodontics (Surgical and Nonsurgical)									
Oral Surgery (including Extractions)									
General Anesthesia									
<b>CLASS III SERVICES</b>									
Inlays, Onlays, Crowns	Not Covered	Not Covered	50%	50%		50%	50%		
Prosthetics (Bridges, Dentures)									
<b>ORTHODONTICS (dependent children to age 19)</b>									
Diagnostic, Active, Retention Treatment	Not Covered	Not Covered	Not Covered	50%		Not Covered	50%		
<b>DEDUCTIBLES, MAXIMUMS &amp; MINIMUM CONTRACTS</b>									
Deductible (waived for Orthodontics & Class I Services)	\$50/\$150	\$50/\$150	\$50/\$150	\$50/\$150		\$50/\$150	\$50/\$150		
Calendar Year Maximum	\$1,000	\$1,000	\$1,000	\$1,000		\$1,000	\$1,000		
Orthodontic Lifetime Maximum	N/A	N/A	N/A	\$1,000		N/A	\$1,000		
Minimum Enrolled Contract Count	10	10	10	10-24 <sup>a</sup>	25-50	10	10-24 <sup>a</sup>	25-50	
Participation	>70%	>70%	>70%	>70%	>70%	>70%	>70%	>70%	
Two-Tier Rates	Employee	\$27.15	\$30.40	\$39.40	\$39.40	\$39.40	\$41.65	\$41.65	\$41.65
	Family	\$78.25	\$86.35	\$101.65	\$113.15	\$107.70	\$107.35	\$120.40	\$113.95
Four-Tier Rates	Employee	\$27.15	\$30.40	\$39.40	\$39.40	\$39.40	\$41.65	\$41.65	\$41.65
	Employee & 1 Adult	\$54.10	\$60.45	\$78.70	\$78.70	\$78.70	\$83.10	\$83.10	\$83.10
	Employee & Child(ren)	\$58.85	\$64.60	\$72.15	\$84.45	\$78.70	\$76.15	\$90.30	\$83.25
	Family	\$94.80	\$104.35	\$120.60	\$136.60	\$129.05	\$127.35	\$145.80	\$136.60

#### Optional Calendar Year Maximum Increase to \$1,500

Two-Tier Rates	Employee	\$28.35	\$31.70	\$41.15	\$41.15	\$41.15	\$43.60	\$43.60	\$43.60
	Family	\$81.70	\$90.15	\$106.10	\$117.60	\$112.15	\$112.20	\$125.25	\$118.75
Four-Tier Rates	Employee	\$28.35	\$31.70	\$41.15	\$41.15	\$41.15	\$43.60	\$43.60	\$43.60
	Employee & 1 Adult	\$56.55	\$63.10	\$82.20	\$82.20	\$82.20	\$86.95	\$86.95	\$86.95
	Employee & Child(ren)	\$61.50	\$67.40	\$75.30	\$87.60	\$81.85	\$79.60	\$93.75	\$86.70
	Family	\$98.95	\$108.90	\$125.85	\$141.90	\$134.35	\$133.15	\$151.60	\$142.40

<sup>a</sup>In order for a group with 10-24 enrolled contracts to qualify for dependent orthodontic coverage, the group must provide proof of prior fee-for-service orthodontic coverage.

Rates for 20-69.9% participation are stored on a separate rate card.

Valid in the following NJ Counties: Bergen, Essex, Hudson, Hunterdon, Middlesex, Monmouth, Morris, Passaic, Somerset, Sussex, Union, Warren

## Underwriting Guidelines

The following underwriting guidelines apply to the program on the attached document.

1. All percentages are based upon United Concordia's maximum allowable charge (MAC).
2. Both minimum enrolled contract count and participation requirement must be achieved.
3. Spousal waive out count toward participation requirements but are not applicable to the minimum enrollment requirements.
4. Programs assume dependent children are eligible to age 19 and full-time students to age 25.
5. Standard United Concordia policies and procedures and exclusions and limitations apply (refer to Es & Ls included).
6. If the group is multi-state, at least 90% of eligibles are located in the rate card region.
7. This chart is a representative listing of services covered under the proposed program.
8. The overall average number of members per contract is less than 5.
9. Dental plan is not offered in conjunction with another dental plan or another carrier.
10. The group has no claims experience available.
11. Rates on this card apply only to new business sold through United Concordia.

United Concordia will not accept business submitted by or pay commissions to producers who are not appointed. Any premium payment or group application submitted to United Concordia or its sales personnel by non-appointed producers must be accompanied by completed appointment paperwork or it will be returned to the non-appointed producer. A producer's quotation of rates to groups or submission of business to United Concordia constitutes acceptance of and agreement to comply with this rule. To obtain an appointment packet, visit the Producer section of [www.unitedconcordia.com](http://www.unitedconcordia.com).

## FFS Programs

### Standard Dental Plans Principal Exclusions

Exclusions and limitations may differ by state. Some exclusions and/or limitations may be waived depending on the Member's medical condition. Only American Dental Association procedure codes are covered.

#### EXCLUSIONS – The following services, supplies or charges are excluded:

- Started prior to the Member's Effective Date or after the Termination Date of coverage under the Group Policy (e.g. multi-visit procedures such as endodontics, crowns, bridges, inlays, onlays, and dentures).
- For house or hospital calls for dental services and for hospitalization costs (e.g. facility-use fees).
- That are the responsibility of Workers' Compensation or employer's liability insurance, or for treatment of any automobile-related injury in which the Member is entitled to payment under an automobile insurance policy. The Company's benefits would be in excess to the third-party benefits and therefore, the Company would have right of recovery for any benefits paid in excess.
  - For Group Policies issued and delivered in Georgia, Missouri, New Jersey and Virginia, only services that are the responsibility of Workers' Compensation or employer's liability insurance shall be excluded from this Plan.
  - For Group Policies issued and delivered in North Carolina, services or supplies for the treatment of an Occupational Injury or Sickness which are paid under the North Carolina Workers' Compensation Act are excluded only to the extent such services or supplies are the liability of the employee according to a final adjudication under the North Carolina Workers' Compensation Act or an order of the North Carolina Industrial Commission approving a settlement agreement under the North Carolina Workers' Compensation Act.
- For Group Policies issued and delivered in Maryland, this exclusion does not apply.
  - For prescription and non-prescription drugs, vitamins or dietary supplements.
  - For Group Policies issued and delivered in Arizona and New Mexico, this exclusion does not apply.
- Administration of nitrous oxide and/or IV sedation, unless specifically indicated on the Schedule of Benefits.
  - For Group Policies issued and delivered in Washington, this exclusion does not apply when required dental services and procedures are performed in a dental office for covered persons under the age of seven (7) or physically or developmentally disabled.
- For Group Policies issued and delivered in New York, this exclusion does not apply if dental services are required for sound teeth as a result of accidental injury.
  - Which are Cosmetic in nature as determined by the Company (e.g. bleaching, veneer facings, personalization or characterization of crowns, bridges and/or dentures).
  - For Group Policies issued and delivered in New York, this exclusion does not apply if dental services are required for sound teeth as a result of accidental injury.
  - For Group Policies issued and delivered in New Jersey, this exclusion does not apply for Cosmetic services for newly born children of Members.
  - For Group Policies issued and delivered in Washington, this exclusion does not apply in the instance of congenital abnormalities for covered newly born children from the moment of birth.
- Elective procedures (e.g. the prophylactic extraction of third molars).
- For congenital mouth malformations or skeletal imbalances (e.g. treatment related to cleft lip or cleft palate, disharmony of facial bone, or required as the result of orthognathic surgery including orthodontic treatment).
  - For Group Policies issued and delivered in Kentucky, Minnesota and Pennsylvania, this exclusion shall not apply to newly born children of Members including newly adoptive children, regardless of age.
  - For Group Policies issued and delivered in Colorado, Hawaii, Indiana, Missouri, New Jersey and Virginia, this exclusion shall not apply to newly born children of Members.
  - For Group Policies issued and delivered in Florida, this exclusion shall not apply for diagnostic or surgical dental (not medical) procedures rendered to a Member of any age.
  - For Group Policies issued and delivered in Washington, this exclusion shall not apply in the instance of congenital abnormalities for covered newly born children from the moment of birth.
- For dental implants and any related surgery, placement, restoration, prosthetics (except single implant crowns), maintenance and removal of implants unless specifically covered under the Certificate.
- Diagnostic services and treatment of jaw joint problems by any method unless specifically covered under the Certificate. Examples of these jaw joint problems are temporomandibular joint disorders (TMD) and craniomandibular disorders or other conditions of the joint linking the jaw bone and the complex of muscles, nerves and other tissues related to the joint.
  - For Group Policies issued and delivered in New York, diagnostic services and treatment of jaw joint problems related to a medical condition are excluded unless specifically covered under the Certificate. These jaw joint problems include but are not limited to such conditions as temporomandibular joint disorder (TMD) and craniomandibular disorders or other conditions of the joint linking the jaw bone and the complex of muscles, nerves and other tissues related to the joint.
  - For Group Policies issued and delivered in Florida, this exclusion does not apply to diagnostic or surgical dental (not medical) procedures for treatment of temporomandibular joint disorder (TMD) rendered to a Member of any age as a result of congenital or developmental mouth malformation, disease or injury and such procedures are covered under the Certificate or the Schedule of Benefits.
  - For Group Policies issued and delivered in Minnesota, this exclusion does not apply.
- For treatment of fractures and dislocations of the jaw.
  - For Group Policies issued and delivered in New York, this exclusion does not apply if dental services are required for sound teeth as a result of accidental injury.
- For treatment of malignancies or neoplasms.
- Services and/or appliances that alter the vertical dimension (e.g. full-mouth rehabilitation, splinting, fillings) to restore tooth structure lost from attrition, erosion or abrasion, appliances or any other method.
- Replacement or repair of lost, stolen or damaged prosthetic or orthodontic appliances.
- Preventive restorations.
- Periodontal splinting of teeth by any method.
- For duplicate dentures, prosthetic devices or any other duplicative device.
- For which in the absence of insurance the Member would incur no charge.
- For plaque control programs, tobacco counseling, oral hygiene and dietary instructions.
- For any condition caused by or resulting from declared or undeclared war or act thereof, or resulting from service in the National Guard or in the Armed Forces of any country or international authority.
  - For Group Policies issued and delivered in Oklahoma, this exclusion does not apply.
- For treatment and appliances for bruxism (e.g. night grinding of teeth).
- For any claims submitted to the Company by the Member or on behalf of the Member in excess of twelve (12) months after the date of service.
  - For Group Policies issued and delivered in Maryland, failure to furnish the claim within the time required does not invalidate or reduce a claim if it was not

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reasonably possible to submit the claim within the required time, if the claim is furnished as soon as reasonably possible, and, except in the absence of legal capacity of the Member, not later than one (1) year from the time the claim is otherwise required.
 

- For Group Policies issued and delivered in New Jersey, claims must be submitted within 90 days after the date of service. Failure to submit the claim within the time required does not invalidate or reduce a claim if it was not reasonably possible to submit the claim within the required time, if the claim is furnished as soon as reasonably possible.

- Incomplete treatment (e.g. patient does not return to complete treatment) and temporary services (e.g. temporary restorations).
- Procedures that are:
  - part of a service but are reported as separate services
  - reported in a treatment sequence that is not appropriate
  - misreported or that represent a procedure other than the one reported.
- Specialized procedures and techniques (e.g. precision attachments, copings and intentional root canal treatment).
- Fees for broken appointments.
- Those not Dentally Necessary or not deemed to be generally accepted standards of dental treatment. If no clear or generally accepted standards exist, or there are varying positions within the professional community, the opinion of the Company will apply.
- For prosthetic services (e.g. full or partial dentures or fixed bridges) if such services replace one (1) or more teeth missing prior to Member's eligibility under the Group Policy.
  - For Group Policies issued and delivered in Georgia and North Carolina, this exclusion does not apply.
  - For Group Policies issued and delivered in Maryland, this exclusion does not apply to prosthetic services placed five (5) years after the Member's Effective Date for services.

#### LIMITATIONS – Covered services are limited as detailed below. Services are covered until 12:01 a.m. of the birthday when the patient reaches any stated age:

- Full mouth x-rays – one (1) every 5 year(s).
- Biting x-rays – one (1) set(s) per 6 months under age fourteen (14) and one (1) set(s) per 12 months age fourteen (14) and older.
- Oral Evaluations:
  - Comprehensive and periodic – two (2) of these services per 12 months. Once paid, comprehensive evaluations are not eligible to the same office unless there is a significant change in health condition or the patient is absent from the office for three (3) or more year(s).
  - Limited problem focused and consultations – one (1) of these services per dentist per patient per 12 months.
  - Detailed problem focused – one (1) per dentist per patient per 12 months per eligible diagnosis.
- Prophylaxis – two (2) per 12 months. One (1) additional for Members under the care of a medical professional during pregnancy.
- Fluoride treatment – two (2) per 12 months under age nineteen (19).
- Space maintainers – one (1) per three (3) year period for Members under age nineteen (19) when used to maintain space as a result of prematurely lost deciduous molars and permanent first molars, or deciduous molars and permanent first molars that have not, or will not, develop.
- Sealants – one (1) per tooth per 3 year(s) under age sixteen (16) on permanent first and second molars.
- Prefabricated stainless steel crowns – one (1) per tooth per lifetime for Members under age fifteen (15).
- Periodontal Services:
  - Full mouth debridement – one (1) per lifetime.
  - Periodontal maintenance following active periodontal therapy – two (2) per 12 months in addition to routine prophylaxis.
  - Periodontal scaling and root planing – one (1) per 24 months per area of the mouth.
  - Surgical periodontal procedures – one (1) per 24 months per area of the mouth.
  - Guided tissue regeneration – one (1) per tooth per lifetime.
- Replacement of restorative services only when they are not, and cannot be made, serviceable:
  - Basic restorations – not within 12 months of previous placement.
  - Single crowns, inlays, onlays – not within 5 year(s) of previous placement.
  - Buildups and post and cores – not within 5 year(s) of previous placement.
  - Replacement of natural tooth/teeth in an arch – not within 5 year(s) of a fixed partial denture, full denture or partial removable denture.
- Denture relining, rebasing or adjustments are considered part of the denture charges if provided within 6 months of insertion by the same dentist. Subsequent denture relining or rebasing limited to one (1) every 3 year(s) thereafter.
- Pulpal therapy – one (1) per eligible tooth per lifetime. Eligible teeth limited to primary anterior teeth under age six (6) and primary posterior molars under age twelve (12).
- Root canal retreatment – one (1) per tooth per lifetime.
- Recementation – one (1) per 12 months. Recementation during the first 12 months following insertion of the crown or bridge by the same dentist is included in the crown or bridge benefit.
- An alternate benefit provision (ABP) will be applied if a covered dental condition can be treated by means of a professionally acceptable procedure which is less costly than the treatment recommended by the dentist. The ABP does not commit the member to the less costly treatment. However, if the member and the dentist choose the more expensive treatment, the member is responsible for the additional charges beyond those allowed under this ABP.
- Payment for orthodontic services shall cease at the end of the month after termination by the Company.
  - This limitation does not apply to Group Policies issued and delivered in Maryland.

### Renewability, Termination Provisions of the Policy or Group Contract

United Concordia policies cover dental benefits only. United Concordia's Group Policy begins on the agreed effective date and renews subject to the terms of the Group Policy. Either the employer/group or United Concordia may elect not to renew the Group Policy by providing written notice to the other party at least 31 days prior to renewal. United Concordia may terminate the Group Policy with 31 days written notice if the employer/group fails to pay premium. United Concordia may adjust rates or benefits or terminate the Policy on any premium due date with 31 days advance notice if the minimum participation requirements are not achieved or the nature of the risk changes significantly.

Employees/members may be subject to open enrollment periods, late enrollment or voluntary disenrollment restrictions, or continuous enrollment to advance benefit level as required by the Group Policy terms. Employees/members must also meet their employer's or group's eligibility requirements or waiting period for insurance. The amount of benefits and cost depend upon the plan selected.

Policy Form: 9802 (06/01)

Underwritten by United Concordia Life and Health Insurance Company