

DeltaVision[®]: Delta Dental and VSP[®] partner for paired plans

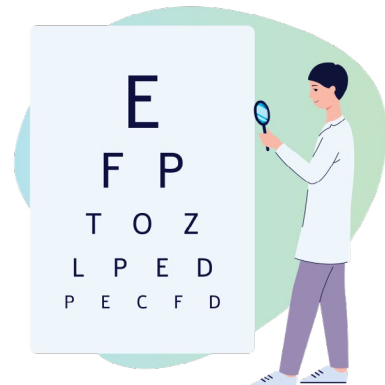
Now you can get two plans with one application and one invoice at great rates



Offering a great set of benefits plans to your clients just got a lot simpler. Delta Dental is now partnering with VSP to offer great vision plans as a part of our Small Business Program. We call it DeltaVision[®]. With this great vision plan, you can now offer your clients one convenient package of both dental and vision, featuring top benefits.

How is DeltaVision available?

DeltaVision coverage is offered with our Small Business Program dental plans and is not available on its own.





What vision benefits do DeltaVision plans offer?

Every vision plan includes:

- Low out-of-pocket costs
- Coverage for a comprehensive eye exam and lenses annually
- A frame or contact lens* allowance
- Access to VSP's nationwide network
- Additional benefits for people with diabetes

Why offer vision?

Market feedback has consistently shown that vision and dental benefits are the most requested benefits. By combining both into a single package, employers can enjoy the ease and convenience of a single application and bill for two types of desirable benefits at great rates.



**Two benefit plans, one easy invoice.
Together we shine — and see more clearly!**

Contact a [Delta Dental Sales account executive](#) to get a quote!

DeltaVision FAQs

1. What is DeltaVision?

DeltaVision is a vision product now offered by Delta Dental in partnership with VSP. DeltaVision offers quality eye care through access to VSP's nationwide network of providers.

2. Can I sell DeltaVision to businesses with 100+ employees?

No, DeltaVision is only available to groups of 99 or fewer eligible employees whose plans are administered by Allied Administrators.

3. Does DeltaVision need to be sold with a Delta Dental Small Business Program dental plan?

Yes. DeltaVision must be either sold with a new dental plan or paired with an existing Delta Dental dental plan. DeltaVision is not available as a standalone product.

4. Are the contribution and participation requirements for DeltaVision different from our Small Business Program dental plans?

Yes, see Underwriting Guidelines and/or application for more information. Please note that the contribution and participation rates for vision don't have to match those for dental.

5. What is the duration of a DeltaVision contract?

DeltaVision contracts have a duration of 24 months. This is the same as new Small Business Program dental plans.

6. If my client has an existing vision plan through Allied Benefit Suite, can I cancel the plan and switch to DeltaVision?

Your client must wait until the contract duration has expired on their existing plan before they can purchase DeltaVision.

7. Do DeltaVision rate tiers need to match Delta Dental's rate tiers?

DeltaVision plans' rate tiers must match dental plans' rate tiers. 3 tier and 4 tier rates are available in all states except for PA (2 tier and 3 tier are available in PA).

8. Can I add vision coverage to a client's existing dental plan?

Existing dental clients may add DeltaVision upon the renewal of their plans. Existing Delta Dental Small Business groups in a two-year agreement can add vision at the mid-point of that agreement. For more details, please contact your general agent or sales account executive.

9. Where can I find enrollment forms?

For enrollment forms, please contact your general agent or sales account executive.

10. Can my clients' employees who live out of state still enjoy vision coverage?

DeltaVision utilizes VSP's robust nationwide network with providers in every state. Out of state employees may still utilize DeltaVision coverage.

11. How are DeltaVision enrollment and billing handled?

DeltaVision enrollment and billing is overseen by Allied Administrators.

12. Who can I contact with questions about customer service and billing?

Member customer service is provided by VSP. For other questions, please contact Allied Administrators.

13. How are commissions paid on DeltaVision sales? Who do I contact for support with compensation?

Commissions are included in the standard market rates for each group sold and are based on a percentage of the collected monthly premium. Commissions are paid directly by Allied Administrators on a monthly basis. If you have questions or concerns about your commissions, please contact Allied Administrators.

*Contact lenses are available in place of lenses and frames.

DeltaVision is administered by VSP.

Our Delta Dental enterprise includes these companies in these states: Delta Dental of California — CA, Delta Dental of the District of Columbia — DC, Delta Dental of Pennsylvania — PA & MD, Delta Dental of West Virginia, Inc. — WV, Delta Dental of Delaware, Inc. — DE, Delta Dental of New York, Inc. — NY, Delta Dental Insurance Company — AL, FL, GA, LA, MT, NV, TX and UT. AL — Alpha Dental of Alabama, Inc.; MD, TX — Alpha Dental Programs, Inc.; NV — Alpha Dental of Nevada, Inc.

In California, DeltaVision is underwritten by Delta Dental of California. In Alabama, Delaware, District of Columbia, Florida, Georgia, Louisiana, Maryland, Montana, Nevada, New York, Pennsylvania, Texas, Utah and West Virginia, DeltaVision is underwritten by Delta Dental Insurance Company. DeltaVision is administered by Vision Service Plan (VSP).