

We have a story

Dental benefits for labor union members



Our story began in 1955, when our first dental benefits programs were born — created specifically for labor union members. A historic agreement between the first Delta Dental¹ member companies and the International Longshoremen's and Warehousemen's Union-Pacific Maritime Association Benefit Fund began our history of serving labor unions, and we've been a strong supporter ever since.

We're union experts

Delta Dental² understands labor unions — and that's not just because we've worked with unions since our inception. We have a dedicated labor team that can support your members from start to finish.

- » Experienced labor account executives help you **build a plan** around members' objectives
- » Our union-focused account team delivers comprehensive **support after the sale**
- » Open enrollment support specialists work with plan administrators to ensure members fully **understand their benefit options**
- » Our representatives know firsthand how to respond to members inquiries — many are **union members** themselves

Consultative sales support

We routinely work with producers and benefits advisors to assist in the evaluation of almost any negotiated contract — including multi-union, multi-state and multi-employer contracts. Our expertise with union/management Health & Welfare Funds extends to custom-designing programs for multi-employer contracts, including building trades and locals with Taft-Hartley Health and Welfare Funds.

We'll get on your page

Whether you're a union purchaser or purchasing on behalf of union members, we give you control to design the best plan for members. Delta Dental has your back with:

- » Insight and analysis from our experienced labor liaisons and sales staff
- » Support during the RFP process
- » The plan features members and/or employees value most

¹ Delta Dental of California, Delta Dental of Washington and Oregon Dental Service are original members of the Delta Dental Plans Association (DDPA), a network of 39 Delta Dental companies.

² Delta Dental of Pennsylvania, Delta Dental of California, Delta Dental Insurance Company and our affiliated enterprise companies. These enterprise companies are members or affiliates of members of DDPA.

West Virginia: Learn about our commitment to providing access to a quality dentist network at deltadentalins.com/about/legal/index-enrollee.html.

Help where you want it, how you want it

While we're known for our outstanding support, this is your plan, not ours. By choosing a Delta Dental benefits plan, you have access to a wealth of resources that make our plans as easy to manage as they are for members to use.

Plan administrators can:

- » Manage and track payments, and bump and compare enrollment with our Online Billing and Reconciliation (OBR) tool
- » Make changes to member eligibility anytime, anywhere with our online Eligibility Management Application (EMA)
- » Receive meaningful reports to help track plan performance
- » Manage plans with our Online Benefits Administrator Support Guide
- » Support members with risk-assessment quizzes, videos, oral health articles and more

Enrollees can:

- » Check benefits and eligibility, or find a dentist with our easy-to-use online services
- » Find estimated costs for common procedures in their area
- » Subscribe to *Grin!*, our free oral health e-magazine with tons of fun tips
- » Call our outstanding customer service team, which includes many union members

No matter your role in selecting or bargaining for benefits, you can count on Delta Dental for a fair and cost-effective solution.

We're flexible. Design the plan you want and choose the service model you need. We look forward to writing our next chapter together.