



SCOTT COUNTY HEALTH DEPARTMENT
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HC-4
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Public Health
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TO: Dee F. Bruemmer
County Administrator

FROM: Lawrence E. Barker, Director
Health Department

DATE: October 16, 2009

RE: NACo Dental Discount Pilot Program

Per your request, please find attached a summary of information gathered about the National Association of Counties (NACo) Dental Discount Pilot Program. This program is available to residents of participating NACo member counties and is scheduled to begin January 2010. Staff has researched the program and would like to provide an overview at the October 27th Committee of the Whole.

Attachment

NACo Dental Discount Pilot Program

Program Summary:

- Discount program is available to residents of participating NACo member counties.
- Discounts to the full schedule of dental procedures are offered including cosmetic and orthodontic procedures. The average discount per procedure is 38%.
- Annual memberships cost \$59.00 for an individual or \$69.00 for a family of two or more.
- The program is funded through a combination of NACo member dues, fees, grants and conferences. There is no additional cost for member counties to participate.
- There is a network of 80,000 dentists nationwide that participate.
- In the Quad Cities, 8 dentists are participating in the pilot program: 4 in Scott County and 4 in Rock Island County. There are no plans to recruit more dentists during the pilot program.
- Members simply show their card at their dental appointment to receive the discount.
- Dentists do not have to file claims.

Pilot Program Development:

- Extensive research, along with a bidding process, went into creating the discount program and selecting the vendor.
- *Careington* was selected as the vendor to offer the program. *Careington* had the most competitive dental discount pricing in the nation.
- Scott County's role in promoting the NACo Dental Discount Program would be similar to the NACo Prescription Drug Card Program. Activities would include placing brochures at various locations and creating Web site links. NACo will supply the promotional materials to be used.
- There are no required enrollment numbers.
- If the pilot is successful we would be automatically re-enrolled unless we indicate otherwise. We are free to discontinue the program at our discretion.
- The pilot program will last one year and should roll out by January 2010.
- Once the contract has been released, we are on the email distribution list to receive it for our review.

NACo Dental Pilot Program contact:

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