



KANSAS CITY LIFE

GROUP BENEFITS

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# Zelis Network360<sup>®</sup> Analytics Suite Network Comparison Report Kansas City Life N360

|                    |                                    |
|--------------------|------------------------------------|
| Base Network       | Kansas City Life Dental Alliance P |
| Comparison Network | Delta Dental PPO                   |
| Geography          | Jefferson Parish, LA               |
| Counts             | Providers                          |
| Specialty Mapping  | Standard Dental                    |

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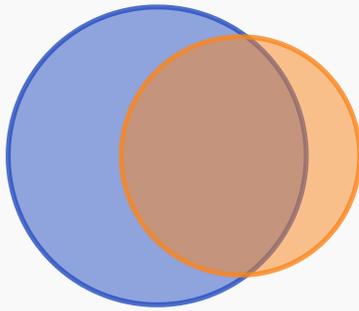
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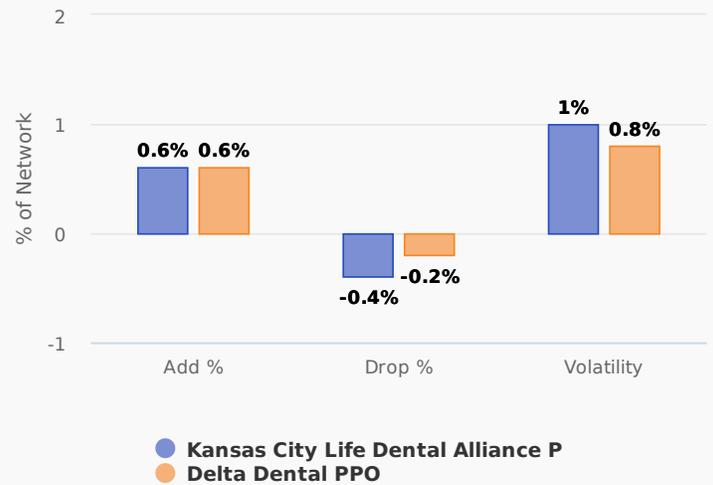
# Comparison Overview

## Overlap

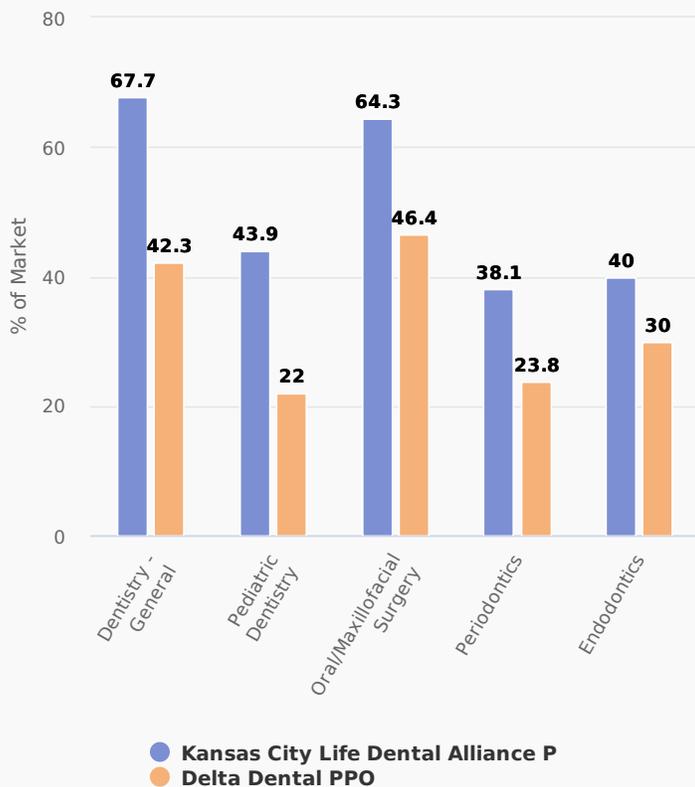
| Network  | Total | Exclusive |
|--|-------|-----------|
| <span style="color: blue;">■</span> Kansas City Life Dental Alliance P | 523   | 270       |
| <span style="color: orange;">■</span> Delta Dental PPO                 | 335   | 82        |
| <span style="color: brown;">■</span> Overlapping                       | 253   | n/a       |



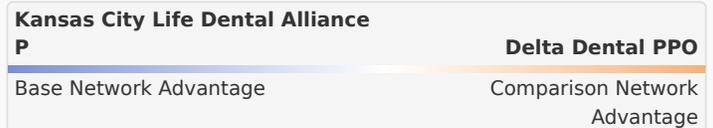
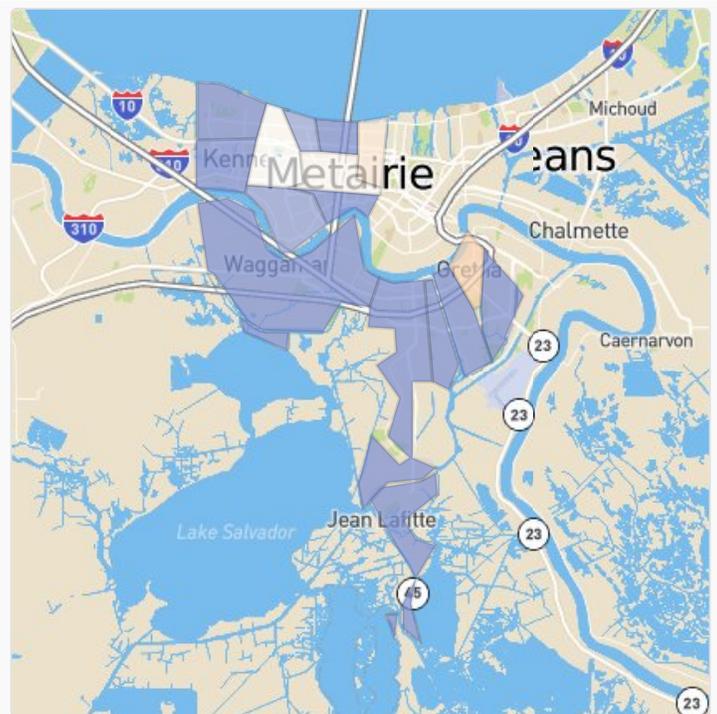
## Average Monthly Volatility



## Top Specialty Groups



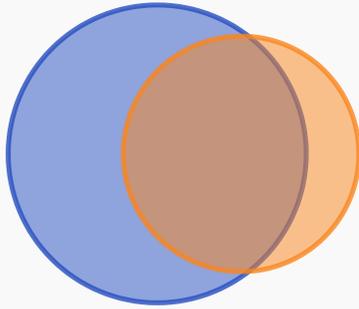
## Network Strength (Largest Provider Populations)



# Overlap With All Networks

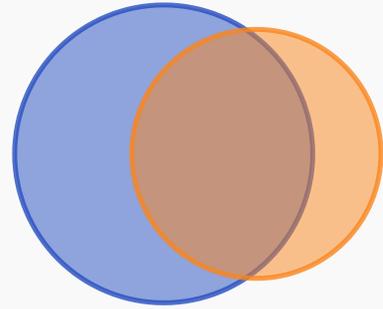
## General Dentist

| Network   | Total | Exclusive |
|---|-------|-----------|
|  Kansas City Life Dental Alliance P | 456   | 240       |
|  Delta Dental PPO                   | 285   | 69        |
|  Overlapping                        | 216   | n/a       |

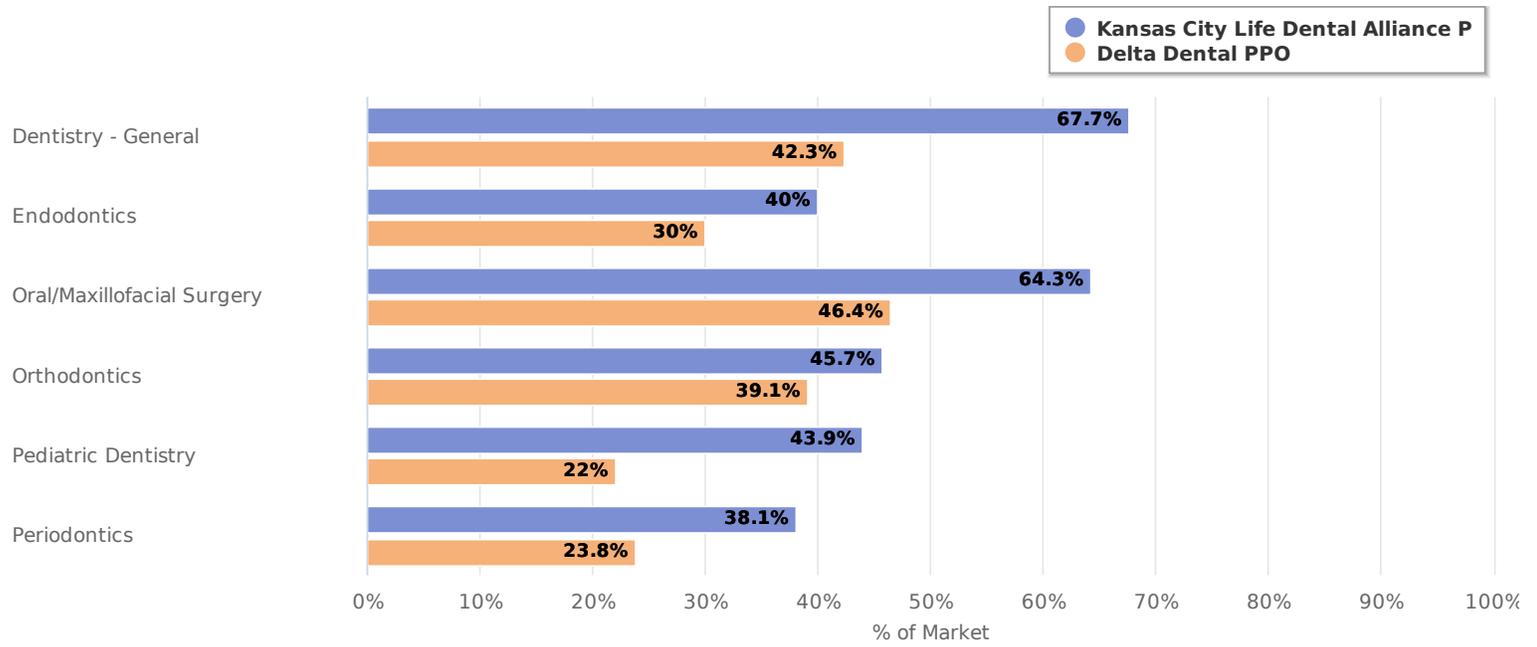


## Specialist

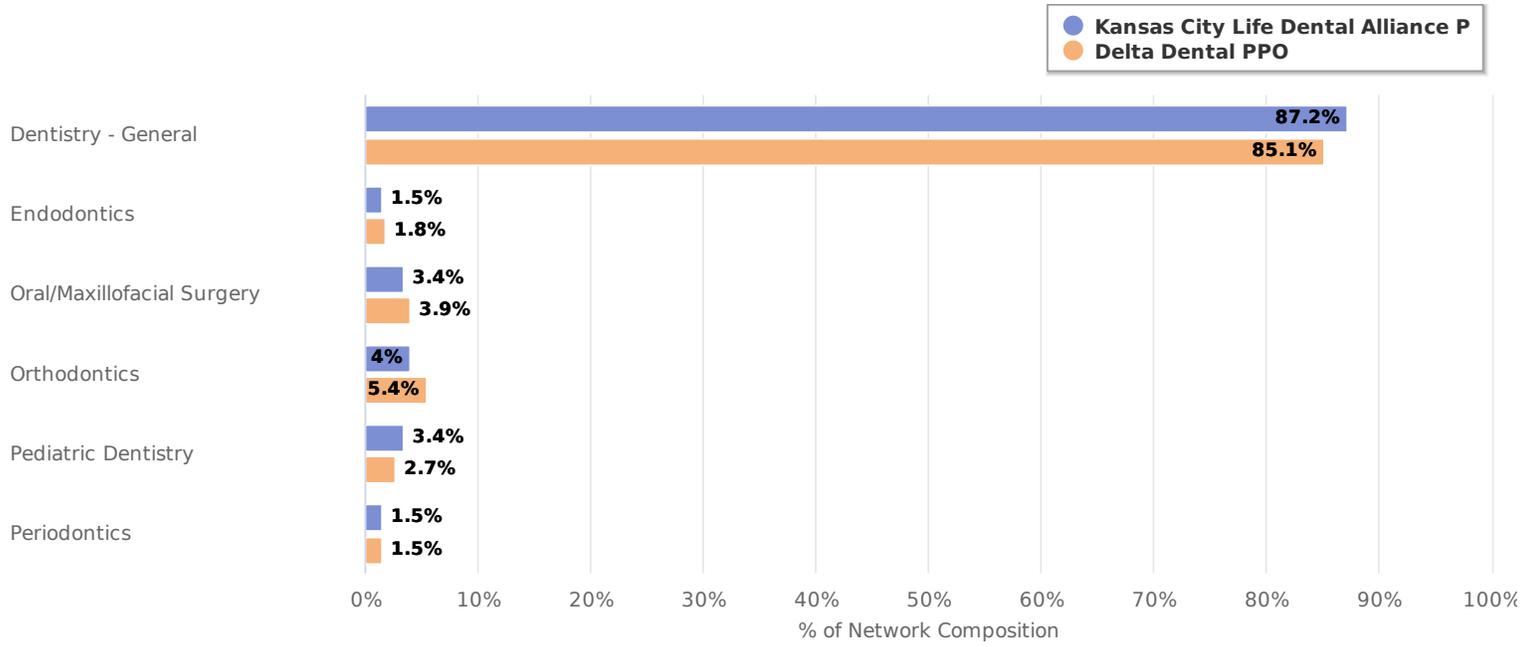
| Network  | Total | Exclusive |
|--|-------|-----------|
|  Kansas City Life Dental Alliance P | 73    | 38        |
|  Delta Dental PPO                   | 51    | 16        |
|  Overlapping                        | 35    | n/a       |



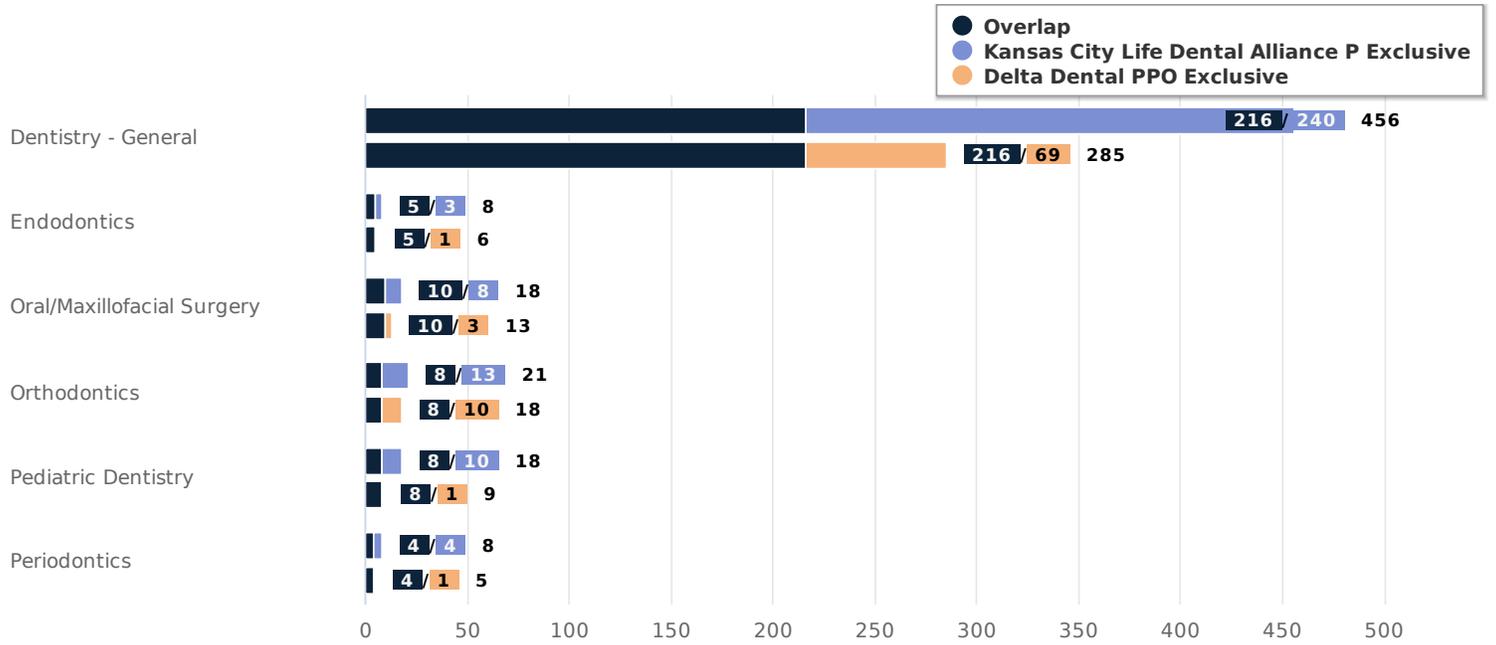
# Specialty Group Market Penetration



# Specialty Group Network Composition



# Specialty Group Overlap



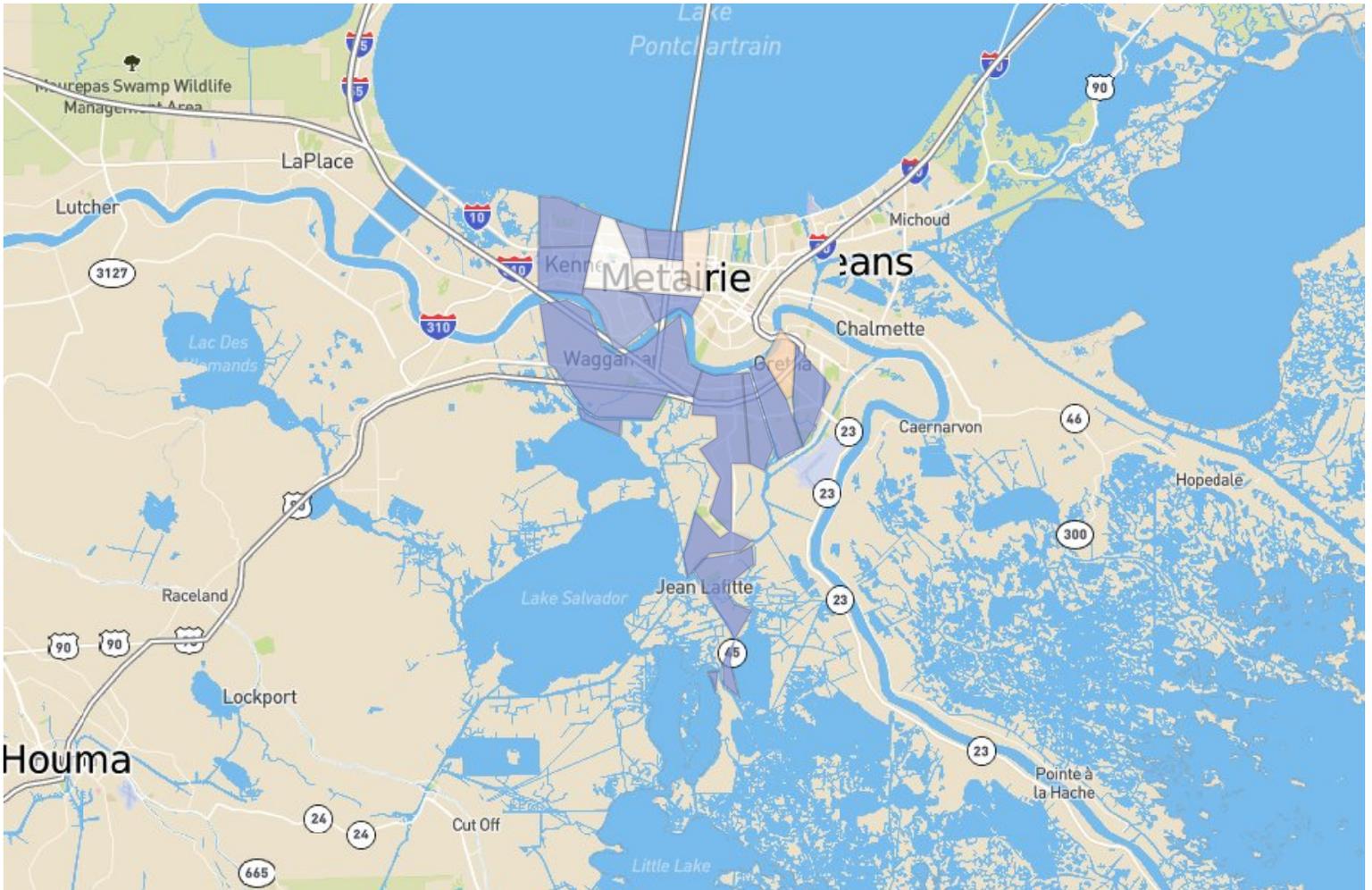
# Network Strength Map - Penetration

**Kansas City Life Dental Alliance P**

Base Network Advantage

**Delta Dental PPO**

Comparison Network Advantage



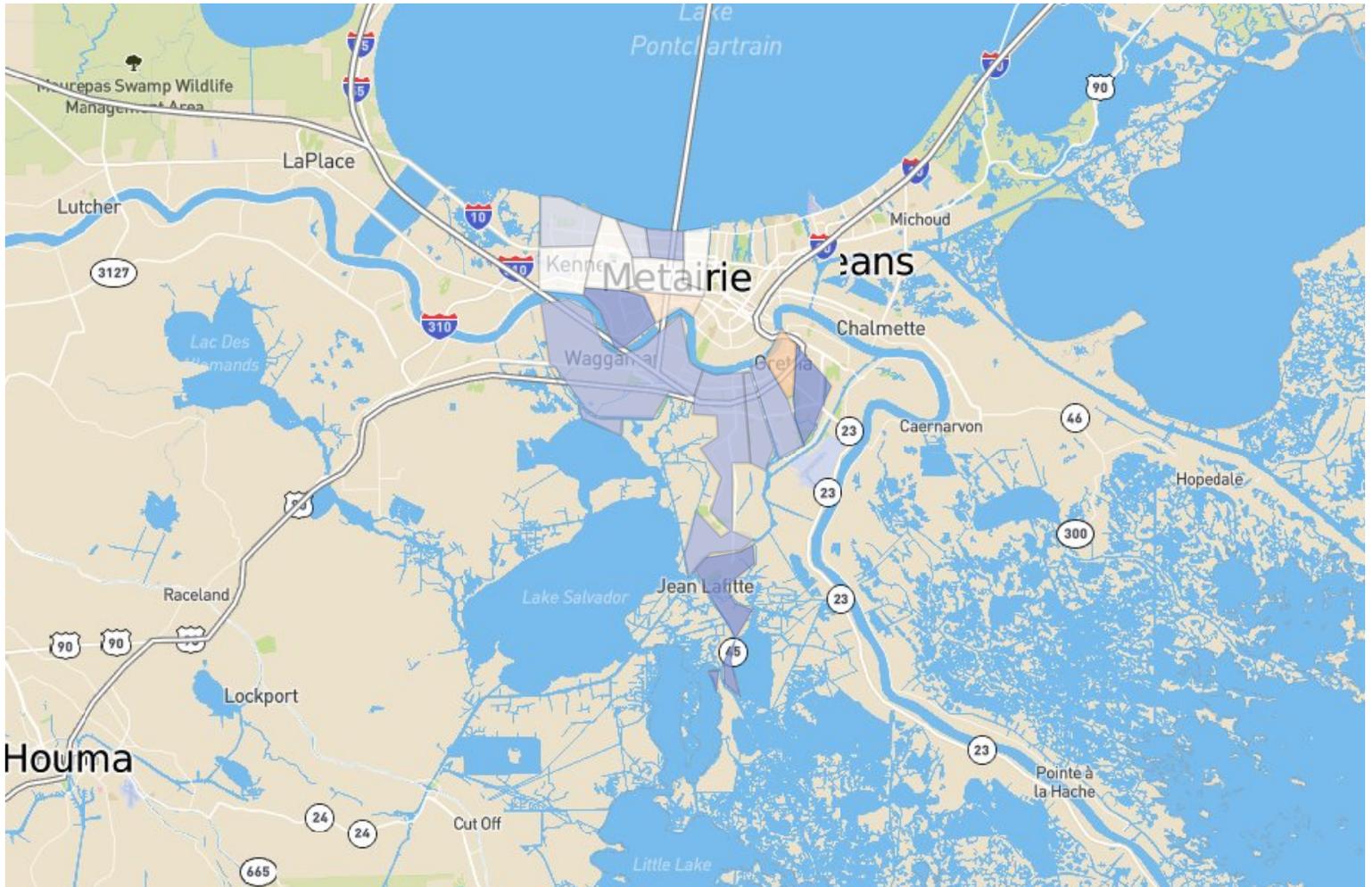
# Network Strength Map - Strength

**Kansas City Life Dental Alliance P**

Base Network Advantage

**Delta Dental PPO**

Comparison Network Advantage



# Network Strength By Geography

| Geography               | <span style="color: blue;">■</span> <b>Kansas City Life Dental Alliance P</b> <span style="color: blue;">★★★★☆</span> |             |            |        | <span style="color: orange;">■</span> <b>Delta Dental PPO</b> <span style="color: orange;">★★★★☆</span> |            |        | Market Total |
|-------------------------|---|-------------|------------|--------|---|------------|--------|--------------|
|                         | Rank  | Penetration | Count      | Rating | Penetration   | Count      | Rating |              |
| 70001 - Metairie, LA    | 2   | 62%         | 102        | ★★★★☆  | <b>64%</b>  | <b>106</b> | ★★★★☆  | 164          |
| 70002 - Metairie, LA    | <b>1</b>  | <b>60%</b>  | <b>216</b> | ★★★★☆  | 26%   | 94         | ★★★★☆  | 355          |
| 70003 - Metairie, LA    | 1   | 33%         | 2          | ★★★★☆  | 33%   | 2          | ★★★★☆  | 6            |
| 70005 - Metairie, LA    | 2   | 33%         | 9          | ★★★★☆  | <b>40%</b>  | <b>11</b>  | ★★★★☆  | 27           |
| 70006 - Metairie, LA    | <b>1</b>  | <b>53%</b>  | <b>60</b>  | ★★★★☆  | 34%   | 39         | ★★★★☆  | 113          |
| 70053 - Gretna, LA      | 2   | 49%         | 60         | ★★★★☆  | <b>63%</b>  | <b>78</b>  | ★★★★☆  | 122          |
| 70056 - Gretna, LA      | <b>1</b>  | <b>66%</b>  | <b>48</b>  | ★★★★☆  | 29%   | 21         | ★★★★☆  | 72           |
| 70058 - Harvey, LA      | <b>1</b>  | <b>69%</b>  | <b>217</b> | ★★★★☆  | 27%   | 87         | ★★★★☆  | 311          |
| 70062 - Kenner, LA      | <b>1</b>  | <b>59%</b>  | <b>42</b>  | ★★★★☆  | 33%   | 24         | ★★★★☆  | 71           |
| 70065 - Kenner, LA      | <b>1</b>  | <b>58%</b>  | <b>147</b> | ★★★★☆  | 15%   | 39         | ★★★★☆  | 252          |
| 70067 - Lafitte, LA     | <b>1</b>  | <b>100%</b> | <b>11</b>  | ★★★★☆  | 36%   | 4          | ★★★★☆  | 11           |
| 70072 - Marrero, LA     | <b>1</b>  | <b>68%</b>  | <b>81</b>  | ★★★★☆  | 38%   | 46         | ★★★★☆  | 119          |
| 70094 - Westwego, LA    | <b>1</b>  | <b>81%</b>  | <b>9</b>   | ★★★★☆  | 36%   | 4          | ★★★★☆  | 11           |
| 70121 - New Orleans, LA | <b>1</b>  | <b>66%</b>  | <b>2</b>   | ★★★★☆  | 33%   | 1          | ★★★★☆  | 3            |
| 70123 - New Orleans, LA | <b>1</b>  | <b>62%</b>  | <b>15</b>  | ★★★★☆  | 41%   | 10         | ★★★★☆  | 24           |

