

## **Derivation of Number of Dentists and Number of Non-Dentists Impacted by State of Indiana Dental Plan**

The provision of dental services to patients covered by the State of Indiana dental plan impacts more than just the employees of Delta Dental Plan of Indiana. These services are the source of employment for dentists and their associated staff members as well. Shown below is our methodology to estimate the number of full-time equivalent dentists and non-dentist staff who can attribute their employment to patients covered by the State of Indiana dental plan.

Number of patients in a typical dental practice <sup>1</sup>	1,500 (A)
Number of unique State of Indiana members <sup>2</sup>	61,940 (B)
Estimated number of dentists needed to serve State of Indiana patients.	41.29 (C = B/A)
Average number of non-dentist staff per dentist <sup>3</sup>	5.70 (D)
Estimated number of non-dentist staff needed to serve State of Indiana patients.	235.35 (E = CxD)
<b>Total number of Indiana residents impacted</b>	<b>276.64 (F = C+E)</b>

<sup>1</sup> Based upon the IBISWorld Industry Report: Dentists Industry in the US – Market Research Report January 11, 2023.

<sup>2</sup> Based upon the total number of members and dependents that were submitted on Att K - Demographic Data within the RFP.

<sup>3</sup> Based upon the IBISWorld Industry Report: Dentists Industry in the US – Market Research Report January 11, 2023.