

6 WAYS A MODERN DENTAL PLATFORM

SAVES YOU TIME & MONEY



SKYGEN®



How are leading dental payers across the country saving time and money with SKYGEN? Here's a preview:

1. Securing Higher Rates of Electronic Claims Submission
 2. Increasing Auto-Adjudication Rates
 3. Configuring Specialty Benefit Plans Without IT Involvement
 4. Enabling Faster Payments For Providers
 5. Delivering Instant EOBs for Members
 6. Processing Complex Benefit Plans Correctly and Automatically
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DENTAL IS PAYING AN OPPORTUNITY COST

Could digital tools fuel the dental industry's economic recovery? The opportunity is there to save billions by adopting fully electronic transactions across the dental benefits administrative workflow.

Cost savings and efficiencies gained from a modern dental insurance model could also drive increased business. According to a National Association of

Dental Plans (NADP) study, 18% of U.S. consumers have not visited a dentist recently due to cost, and 33% would consider switching to an in-network provider based on cost. Cost influences member satisfaction, too. Of consumers who do not believe their dental benefits are a good value for the money, the top two reasons are out of pocket too high (52%) and price is too high (41%).



42%

OF ALL DENTAL
TRANSACTIONS ARE
DONE MANUALLY

Source: CAQH Index 2020



\$30B

SAVINGS TO DENTAL
INDUSTRY BY ADOPTING
A FULLY ELECTRONIC
ADMINISTRATIVE WORKFLOW



6 WAYS TO DO MORE FOR LESS WITH A MODERN DENTAL PLATFORM

The SKYGEN Enterprise System is a modern specialty benefits platform that transforms dental businesses, enabling payers and providers to reduce administrative and benefit costs and improve member-patient experiences. SKYGEN is the partner 60% of the Fortune 100 payers choose to fuel their conversion to a virtual, touchless, automated insurance company that's consumer driven.

SKYGEN exceeds industry standards with 91% electronic claims submission and

99.9%

CLAIMS PROCESSING
ACCURACY

1. Securing Higher Rates of Electronic Claims Submission

Electronic claims submission reduces errors and saves time and money. Though claims submission is the most widely adopted electronic transaction in dental, the dental industry could save an additional \$263 million annually by submitting all claims electronically. SKYGEN leads the market with claims processing innovation. We have the proprietary technology and processes to encourage higher levels of digital adoption.

Source: CAQH Index 2020

2. Increasing Clients' Auto-Adjudication Rates

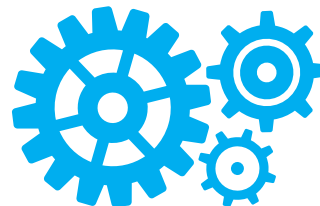
The SKYGEN Enterprise System effectively auto-adjudicates 92% of claims (vs. 73% industry average) based on benefit plan rules and the patient's service history, leveraging pioneering functionality in automatic application of coordination of benefits, dual coverage, appropriate care rules and incentive benefits.

“

I'm evaluating different software systems, and I've never seen any with as much flexibility in their adjudication as the Enterprise System.

- VP of Information Technology at a national health insurer

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92%

SKYGEN Auto-Adjudication
Rates (73% Industry-wide)

Source: NADP 2018



3. Configuring Benefit Plans Without IT Involvement

The SKYGEN Enterprise System offers tools, flexibility and agility for easy benefit plan configurations and changes to achieve business goals and quickly adjust to market and customer requirements without relying on IT resources. We allow organizations to be business driven 24-7, anytime, anywhere, not IT-driven or IT-constrained.

4. Enabling Faster Payments For Providers

With the Enterprise System, providers can receive fast electronic payments via EFT, ACH, or virtual credit card. SKYGEN makes it easy for providers to access digital tools to manage their practice. Since the start of 2020, more providers have integrated our automation platform in their business.

92%

Increase in payees
accepting direct deposit

6.5%

Increase in electronic
authorizations

19%

Increase in electronic
remittance

5. Delivering Instant EOBs for Members

With the Enterprise System, Instant EOBs are delivered in seconds, and one-click access to clearinghouses improves payer efficiency. The Enterprise System returns an accurate calculation – not an estimate – of the amount the provider will be paid, so providers can determine the fees to collect while the patient in is the dental office. Providers don’t have to be concerned about uncovered expenses or out-of-pocket expenses. They can also explain fees and answer patients’ questions. Payers achieve higher provider and member satisfaction with Instant EOBs.



Payer Efficiency

Provider Revenue Flow

Provider & Member Satisfaction



6. Processing Complex Benefit Plans Correctly

The SKYGEN Enterprise System is one of the only technologies in the market built to correctly and efficiently handle sophisticated incentive plans without the need for manual intervention in claims processing. The Enterprise System advances payers even further with incentive plan measurement and reporting, enabling clients to connect health outcomes to cost savings.

BENEFITS ATTRACT & RETAIN TALENT

52%

of employees would take a chance on a new job if better benefits were offered

77%

of employees with dental benefits rated dental as a 'Very Important' benefit.

72%

of employees agree that a strong benefits package is a big part of why they stay at their job

85%

of employees claim they would seek to purchase dental individually if employer ceased to offer it

Source: Prudential Financial, September 2020

Source: NADP Consumer Survey, February 2021

PARTNER WITH SKYGEN FOR LONG-TERM RESULTS

SKYGEN helps payers transform their business into a virtual, touchless, automated insurance company. We elevate specialty benefit programs with the smooth transition to our purpose-built dental benefits administration platform. We offer the flexibility payers need to move between our third-party administrator (TPA) and SaaS solutions as their business evolves, driving measurable results now and in the future.

SKYGEN RESULTS



Regional Medicaid Plan
Reduces Cost of Care
by \$3/PMPPM, Saving

\$62M

over 2 years



\$1.08/PM

National MCO Reduces Cost
of Medicaid Dental Care by



National Medicaid MCO Reduces
Cost of Care by 6%, Saves

\$20.7M

over 3 years



About SKYGEN

SKYGEN powers transformation of specialty benefits management through next-level software that streamlines benefits administration to reduce healthcare costs, increase healthcare value and elevate experiences and satisfaction for all stakeholders. SKYGEN helps dental, vision and other specialty benefit payers in both commercial and government markets become the most efficient and effective healthcare organizations in the country through intelligent software as a service (SaaS) automation, technology-enabled services, marketplace connectivity and risk management solutions. SKYGEN powers the nation's largest healthcare insurers with clients operating in more than 100 markets, serving more than 35 million member lives on its technology platform and 10 million member lives through its technology-enabled services. For more information, [SKYGENUSA.com](https://www.skygenusa.com).



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