

**Sample Utilization Analysis - Fixed Fee Discount Schedule**

Utilization - patients						
	Slide A	Slide B	Slide C	Slide D	Full Fee	Total
Preventive	188	193	198	203	19	799
Restorative	63	68	73	78	8	288
	250	260	270	280	26	1,086

Patient Analysis by SFD Category						
	Slide A	Slide B	Slide C	Slide D	Full Fee	Total
Preventive	23%	24%	25%	25%	2%	100%
Restorative	22%	23%	25%	27%	3%	100%
	23%	24%	25%	26%	2%	100%

Utilization - visits (total) - 12 Months						
	Slide A	Slide B	Slide C	Slide D	Full Fee	Full Fee
Preventive	750	755	760	765	75	3,105
Restorative	250	255	260	265	30	1,060
	1,000	1,010	1,020	1,030	105	4,165

Required Payment per Sliding Fee Discount Schedule						
	Average Charge	Slide A	Slide B	Slide C	Slide D	Full Fee
Preventive	\$ 175	\$ 20	\$ 25	\$ 30	\$ 35	\$ 175
Restorative	\$ 350	\$ 50	\$ 55	\$ 60	\$ 65	\$ 350

Expected Payments per Sliding Fee Discount Schedule						
	Slide A	Slide B	Slide C	Slide D	Full Fee	Total
Preventive	15,000	18,875	22,800	26,775	13,125	96,575
Restorative	12,500	14,025	15,600	17,225	10,500	69,850
	27,500	32,900	38,400	44,000	23,625	166,425

Actual Payments per Sliding Fee Discount Schedule						
	Slide A	Slide B	Slide C	Slide D	Full Fee	Total
Preventive	3,750	5,153	14,364	18,743	9,581	51,591
Restorative	3,500	4,016	11,375	22,260	5,460	46,611
	7,250	9,169	25,739	41,003	15,041	98,202

Visits paid in full						
	Slide A	Slide B	Slide C	Slide D	Full Fee	Total
Preventive	25%	27%	63%	70%	73%	53%
Restorative	28%	29%	73%	129%	52%	67%
	26%	28%	67%	93%	64%	59%

Percent of visits with no or partial payment						
	Slide A	Slide B	Slide C	Slide D	Full Fee	Total
Preventive	75%	73%	37%	30%	27%	47%
Restorative	72%	71%	27%	-29%	48%	33%
	74%	72%	33%	7%	36%	41%

# of Payment Plans in place						
	Slide A	Slide B	Slide C	Slide D	Full Fee	Total
Preventive	100	125	130	145	50	550
Restorative	125	150	175	200	152	802
	225	275	305	345	202	1,352

% of Patients with payment plans in place						
	Slide A	Slide B	Slide C	Slide D	Full Fee	Total
Preventive	13%	17%	17%	19%	67%	18%
Restorative	50%	59%	67%	75%	507%	76%
	23%	27%	30%	33%	192%	32%