

**Sample Utilization Analysis - Percent Based 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	Total
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	30%	40%	50%	100%
Restorative		\$ 350	\$ 50	25%	50%	75%	100%

		Expected Payment per Sliding Fee Discount Schedule based on average charge					
		Average					
		Charge	Slide A	Slide B	Slide C	Slide D	Full Fee
Preventive		\$ 175	\$ 20	53	70	88	175
Restorative		\$ 350	\$ 50	88	175	263	350

		Expected Payments per Sliding Fee Discount Schedule					
		Slide A	Slide B	Slide C	Slide D	Full Fee	Total
Preventive		15,000	39,638	53,200	66,938	13,125	187,900
Restorative		12,500	22,313	45,500	69,563	10,500	160,375
		27,500	61,950	98,700	136,500	23,625	348,275

		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%	13%	27%	28%	73%	27%
Restorative		28%	18%	25%	32%	52%	29%
		26%	15%	26%	30%	64%	28%

		Percent of visits with no or partial payment					
		Slide A	Slide B	Slide C	Slide D	Full Fee	Total
Preventive		75%	87%	73%	72%	27%	73%
Restorative		72%	82%	75%	68%	48%	71%
		74%	85%	74%	70%	36%	72%

		# 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%