



Rhode Island

DENTAL ASSOCIATION

Part 1 Virtual Credit Cards –

Dentists are paid by insurance companies for treatment they provide.

The payments are often reduced amounts from the dentist's actual charges. For example: a dentist charges \$100 and the insurance company pays \$75. The dentist may or may not be allowed to collect the other \$25 from the patient based on their contract with the insurance company. If they cannot collect the other \$25, that means the dentist has *written off or adjusted* their fee by 25% and accepts the insurance payment as payment in full.

When dentists are paid by EFT or paper check the dentist receives \$75. However, if the dentist receives payment by a Virtual Credit Card there are charges incurred by the dentist. A Virtual Credit card is a fax or email with a credit card number that must be entered manually. (see example)

All credit cards have merchant fees which get paid to Visa/MC/Amex/Discover and to the banks by the merchant (dentist, gas station, restaurant). These fees range from 1 to 4% of the total charge (Avg. 2%). So, if \$100 is charged the merchant receives \$98 instead of \$100. Virtual Cards which must be entered manually incur additional charges of 1 to 1.5% which over the course of a year can equal thousands of dollars.

In short, dentists should not need to pay to be paid. This bill will ensure they are offered other options to receive their payments at no charge.

Part 2 Assignment of Benefits – Right to Choose

Originally passed in 2004, the bill was written to allow patients the Right to Choose their own dentist and ensure the insurance company would pay the dentist if the patient instructed them to do so. To protect the insurance company from losing providers, and damaging network adequacy, they were allowed to reduce payments to out of network dentists (Not under contract) by a maximum of 5% as a means of prevention.

Since its passage, Delta Dental of RI has established dental plans that reduce a patient's benefits to zero if they see a dentist of their choice who is not in their network (not under contract) and reduces all their other member benefits (insurance payments for treatment) by 10-11% from those paid to In-Network dentists. They claim the fee tables used for over 90% of dentists in RI are “incentive” allowances and not their “actual” allowances. They assert the payments made to Out-of-Network dentists are based on the RI allowances and therefore, they have not reduced their payments at all.

This new wording will ensure that patients can see any dentist they choose and receive the same benefits (payments for services) whether their dentist is or is not under contract with their insurance company. This improves access, reduces patient costs and provides the original intention of the bill which was the RIGHT TO CHOOSE.

Thank you,

A handwritten signature in black ink, appearing to read "Andrew Gazerro". The signature is fluid and cursive, with the first name "Andrew" written in a larger, more prominent script than the last name "Gazerro".

Dr. Andrew Gazerro
RIDA Board President

A handwritten signature in black ink, appearing to read "Aaron Guckian". The signature is fluid and cursive, with the first name "Aaron" written in a larger, more prominent script than the last name "Guckian".

Aaron Guckian
RIDA Executive Director

Payment Transmittal

MATCH TO
PAYMENT ID:

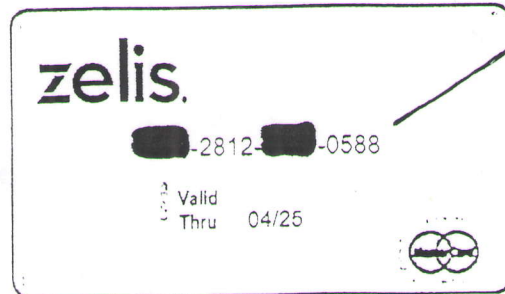
604891769

INSTRUCTIONS FOR PROCESSING YOUR PAYMENT

Dear Provider:

The Benefits Payer shown on the EOP and Zelis® Payments have partnered to accelerate the delivery of payments for services you rendered to your patient(s). This payment is delivered as a pre-approved Zelis® Payments virtual MasterCard® funded for the exact amount of the transaction and may be processed on your merchant terminal.

Please process the attached claim payment and remittance advice immediately.

MUST BE ENTERED
MANUALLYSecurity Code
(CVC2): 480Please Redeem For
EXACT Amount
Below:

\$341.00

Paid Date: 01/01/2025

TO PROCESS YOUR PAYMENT: Type in the 16 digit unique card number for the total dollar amount shown on your Zelis® Payment. The 3-digit security code (CVC2) is located next to the 16 digit unique card number.

Important items to know when processing your payment:

- No PIN number is required.
- If your merchant terminal requires a zip code, use 33716 for this payment.
- Please process the card one time for the total dollar amount loaded as indicated above.
- It is not necessary to process each benefit payment separately.
- For questions regarding the claim or benefit determination, please contact the Claim Payer at their Customer Service Number located in the top right corner of the EOP.

manually entering a credit card (keying it in) **makes the transaction more expensive** for the merchant.

Here's why:

- **Card-present** transactions (when you swipe, dip, or tap) are considered safer because the card is physically there, so the interchange fees (what Visa/Mastercard charge the merchant's bank) are lower.
- **Card-not-present** transactions (like manual entry) are riskier — more fraud happens that way — so the card networks charge **higher interchange fees**.
- On top of that, the **merchant services provider** (the company that runs the terminal) might **add an extra markup** or push the transaction into a higher pricing tier because it was keyed in.