

# How to request a proposal (2–99 lives)

Delta Dental is happy to provide you with a proposal for your members. To provide the most competitive proposal possible, we need the following information:

- Company name, address, location(s), and telephone/fax numbers
- Type of business (SIC/NAICS code or industry)
- Number of employees at each location
- Census: Ages of eligible employees; number of single, two-party or family groups (please include ZIP codes of all covered employees, if possible)
- Copy of current dental plan design, including benefit booklet
- Effective date of the proposed plan
- Employer/employee contribution levels

**Please note the following minimum requirements before requesting proposals (2–99 lives):**

- Minimum group size:

Delta Dental requires a minimum of 2 employees (certain industry codes may require other group size minimums).

- Contribution and participation guidelines:

**Voluntary:** High plan—100% employee contribution/50% participation  
Standard plan—100% employee contribution/35% participation

**Non-voluntary:** 100% employer contribution/100% participation

**Contributory:** High plan—50% employer contribution/75% participation  
Standard plan—25% employer contribution/50% participation

**2–9 product:** See participation chart to the right

## 2–9 product participation requirements

Number eligible	Minimum # insured
2	2
3	3
4	3
5	4
6	4
7	4
8	5
9	5
10–18	50%

To request a proposal, please contact:

**For groups headquartered in Ohio**

Small Market Sales  
PO Box 30416  
Lansing, MI 48909  
P (800) 537-5527  
F (517) 347-5420  
smallmarketsales@deltadentalmi.com