

HARRISBURG, Pa., Jan. 10, 2013 /PRNewswire/ -- United Concordia Dental now offers one of the most popular dental plan design options in Florida – a bundled Preferred Provider Organization (PPO)/Dental Health Maintenance Organization (DHMO) solution, thanks to a partnership with Solstice Benefits, Inc.

"Dual-option dental plans are one of the most requested benefit offerings in Florida," said Tom Palmer, senior vice president, Sales. "What makes our offering different is the size of the PPO and DHMO networks. This strategic alliance brings together one of Florida's largest PPO networks – United Concordia's Alliance network of more than 18,164 access points – and the state's largest DHMO network – Solstice's network of 6,500 access points."

The partnership also allows United Concordia to offer Florida employers consolidated enrollment and billing, reducing the administrative burden and saving time.

"In addition to having flexible dental and vision plans to meet the diverse needs of a changing marketplace, our provider network is open access," said Carlos Ferrera, Solstice COO. "That means no provider selection is necessary, no waiting periods and no rosters. Studies show that 50 percent of capitation plan participants aren't satisfied with their plans. They also experience, on average, longer appointment delays. An open access model helps avoid these situations."

### **About United Concordia**

United Concordia is a leading national dental carrier and delivers high-quality, cost-effective dental programs. Headquartered in Harrisburg, Pa., the company has more than 6 million members, member access to more than 98,000 dentists at over 237,000 access points nationwide through its Alliance network and is licensed in all 50 states, D.C. and Puerto Rico. United Concordia has a companywide dedication and commitment to superior customer service, which is evident in the design, implementation, administration and servicing of its dental benefits programs. For more information, visit [www.UnitedConcordia.com](http://www.UnitedConcordia.com).

### **About Solstice**

Solstice Benefits, Inc. is a privately held Florida corporation based in Plantation, FL. Solstice administers and markets dental, vision, pharmaceutical, life, and short- and long-term disability benefits plans. Solstice was named one of "Florida's Best Companies to Work For 2012" by *Florida Trend* and ranked No. 15 in the Insurance Industry on *Inc.* magazine's 2012 "America's Fastest Growing Companies" list. For information on Solstice, contact 1.877.760.2247, or visit [www.SolsticeBenefits.com](http://www.SolsticeBenefits.com).

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