

NEDA

ISSUE 3

SUMMER 2000

news

A CURRENT EVENTS NEWSLETTER FOR PARTICIPATING DENTISTS. PUBLISHED BY NEW ENGLAND DENTAL ADMINISTRATORS, LLC.

Participating dentist network still growing!

NEDA continues to build a strong dentist network in Massachusetts. Credentialed contracts exceeded our expectations the last three months, reaching 900!

If you would like additional information on participation in NEDA's network, call Melanie Watroba toll free at 877-603-8068.

NEDA team participates at Yankee Dental Congress

Through the Looking Glass was the theme of the 25th Yankee Dental Congress held in Boston on January 20-23. This event is the largest dental trade show in the country, with over 5,508 dentists registered.

The NEDA team and promotional booth was strategically positioned in the main exhibit hall. "It was very easy to interact with the dental profession, allowing us the opportunity to tell our story face to face with dental professionals," said Thomas Quinn, DMD, Dental Director of NEDA. "Our recruitment efforts were right on target," said Melanie Watroba, Network and Client Account Manager of NEDA. The three-day event helped with NEDA's goal of establishing good relationships with the dental community. Plans are already underway to participate in the 2001 Yankee Dental Congress.



Thomas Quinn, DMD, and Melanie Watroba at Yankee Dental Congress.

NEDA welcomes new group

DJW, Inc. d/b/a Pilot Air Freight, Chelsea, has selected NEDA as its dental benefits administrator.

COMING SOON!

...our Web site at www.nedallc.com

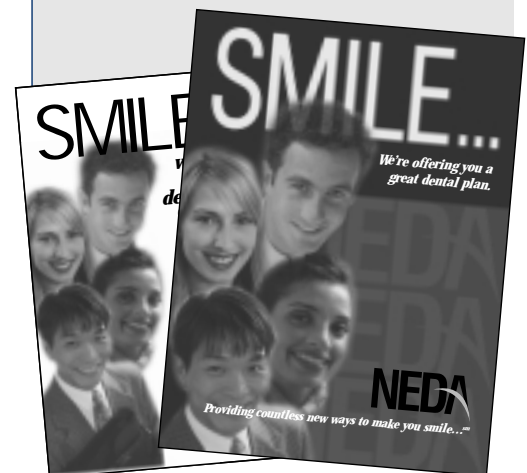
You will love our new Web site. It is packed with lots of information and helpful tools for you and your staff. Our new look uses all the colorful graphics we used in our new marketing material.

Take a look!

Add our Web site to your "favorites"!

We have a new look!

As we enter a busy buying season, we completely updated our existing marketing materials. They are designed to capture the audience and reflect our commitment to offering great service and flexibility.



Introducing Craig Goldsmith

Sales Manager—Massachusetts Territory

New England Dental Administrators, LLC welcomes Craig Goldsmith as Sales Manager. Craig brings over 15 years of sales experience in the health care industry—eight of those years as Sales Executive for Delta Dental Plan of Massachusetts. Craig has several years' experience with self-funded dental plans, including underwriting and experience rating authority while at Aetna and The Hartford. Craig's previous dental sales experience reached over \$3 million dollars per year. At NEDA, his major responsibilities include overseeing the entire Request for Proposal (RFP) process and ensuring consistency and accuracy of information delivered. Craig is a University of Massachusetts graduate, where he majored in Marketing.



Craig Goldsmith

Don't forget to visit our Web site:

www.nedallc.com



Providing countless new ways to make you smile...sm



New England Dental Administrators, LLC
One Delta Drive
PO Box 2006
Concord, NH 03302-2006
1.877.603.8068

How to find out more about HIPAA regulations

HIPAA (Health Insurance Portability & Accountability Act) was enacted by Congress in order to improve the efficiency and effectiveness of the health care system and to protect the security and privacy of health information. To do this, the electronic transmission of certain administrative and financial transactions is being standardized. Additionally, strong privacy and security mandates are included that can significantly alter current operations. Everyone involved with the health insurance industry, including dentists, purchasing groups, and insurance carriers, will need to comply with the HIPAA regulations that affect them.

Where to get more information about HIPAA:

Workgroup for Electronic Data Interchange (WEDI)
<http://www.Wedi.org>

NCVHS Web Site
<http://www.ncvhs.hhs.gov>

Electronic Healthcare Network Accreditation Commission (EHNAC)
<http://www.ehnac.org>

X12N Home Page
<http://www.disa.org>

X12N Insurance Industry Implementation Guides
<http://www.wpc-edi.com>

Administrative Simplification Web Site
<http://aspe.os.dhhs.gov/admsimp>

HHS Data Council Web Site
<http://aspe.os.dhhs.gov/datacnci>

PRESORTED
FIRST CLASS
MAIL
U.S. POSTAGE
PAID
RMS