

TOP DENTAL AND VISION PROVIDERS

Ranked according to number of employees and dependents covered under employer-sponsored plans, most recent data available



STATE OF THE INDUSTRY

The dental and vision plan industries are mature and stable, with a few large companies dominating the markets and reporting slow growth in enrollments and premiums. The top three dental providers listed here provide coverage for 70 million employees and dependents; the top three vision providers cover 104 million. According to the Bureau of Labor Statistics, 46 percent of all U.S. workers have access to dental benefits and 29 percent have access to vision benefits. Dental insurance premiums for employer-sponsored plans rose 2.7 percent

in 2006 for single coverage and 3.7 percent for family coverage, according to the National Association of Dental Plans. Employer costs for dental and vision plans remain low because both industries rely on high employee co-pays, high volume and primary-care-only provisions. High overall benefits costs, however, continue to fuel employer interest in converting traditional employer-paid dental and vision plans into consumer-directed offerings, discount plans and voluntary benefit plans.

TOP DENTAL PROVIDERS

	Company, Web address	Number of employees and dependents covered by employer-sponsored plans	Number of client companies using these plans	Revenue from these plans for the most recent four quarters	Key clients
1.	DELTA DENTAL www.deltadental.com	47 million	78,200	\$12 billion	Would not disclose
2.	METLIFE www.metlife.com	21 million	34,000	Would not disclose	Would not disclose
3.	AETNA www.aetna.com	11.8 million	23,796	Would not disclose	Verizon Wireless, Costco
4.	CIGNA www.cigna.com/dental	10.7 million	3,450	\$899 million	Would not disclose
5.	UNITED CONCORDIA www.ucci.com	7.1 million	28,176	\$1.1 billion	Would not disclose
6.	UNITED HEALTHCARE www.dbp.com	5.3 million	26,000	\$450 million	Home Depot, Caterpillar, AirTran, AmeriPath
7.	WELLPOINT www.wellpoint.com	4.2 million	73,092	Would not disclose	Would not disclose
8.	ASSURANT www.assurant.com	2 million	20,541	\$445.2 million	Would not disclose
9.	HUMANA www.humana.com	1.45 million	29,000	\$401 million	ThedaCare, Plexus, Concentra
10.	PRINCIPAL www.principal.com	1.3 million	29,400	\$415.2 million	Oakland A's, San Francisco Giants
11.	GUARDIAN www.glic.com	738,974	12,366	\$207.8 million	Would not disclose

TOP VISION PROVIDERS

	Company, Web address	Number of employees and dependents covered by employer-sponsored plans	Number of client companies using these plans	Revenue from these plans for the most recent four quarters	Key clients
1.	VSP www.vsp.com	46.7 million	25,831	\$2.3 billion	Would not disclose
2.	DAVIS VISION www.davisvision.com	40 million	15,000	\$416 million	Verizon, MGM Mirage, FedEx, General Electric, Citigroup, Viacom
3.	SPECTERA www.spectera.com	17 million	4,600	\$323.4 million	Home Depot, BellSouth, AirTran, US Airways
4.	CIGNA www.cigna.com/health/consumer/vision/index.html	3.2 million	Would not disclose	Would not disclose	Would not disclose
5.	WELLPOINT www.wellpoint.com	1.1 million	29,691	Would not disclose	Would not disclose
6.	PRINCIPAL www.principal.com	171,600	2,300	\$11.3 million	Would not disclose
7.	GUARDIAN www.glic.com	145,591	1,497	\$8 million	Would not disclose

Sources: Companies

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