

# UNITED CONCORDIA

Insuring America's Dental Health

FOR IMMEDIATE RELEASE

## ***United Concordia Unveils New Online Capabilities for Producers***

*ConcordiaConnect Gives Brokers and Consultants Instant Access to Dental Products, Quotes, Proposals and More*

HARRISBURG, Pa. (February 5, 2008) – National dental insurer United Concordia Companies, Inc., announced today the release of its newest online support tool, ConcordiaConnect. This new technology allows brokers and consultants to instantly issue standard proposals and rates, request quotes for experience-rated groups, view and export detailed commission payment reports, reference updated product information and news and review new, and current state appointments.

“United Concordia’s goal is to give our producers the resources they need to quickly and efficiently address their clients’ dental benefit needs,” said Chip Merkel, United Concordia senior vice president and chief marketing officer. “ConcordiaConnect uses the latest technology to help brokers and consultants promptly respond to their clients’ requests 24 hours a day, seven days a week.”

With ConcordiaConnect, brokers and agents can customize clients’ quotes with flexible plan design options, to instantly see how making specific changes affects the rates quoted and compare the features of each plan. Producers can then select the plans that best fit their clients’ dental benefit needs and budgets, and automatically generate and issue a personalized proposal for system-rated quotes.

ConcordiaConnect also allows producers to view past commission statements and supporting detail by customer, and even export commission information to their personal computers for further analysis.

Scheduled to roll out nationally over the next six weeks, ConcordiaConnect will be available to licensed producers and agencies through the Producer tab on United Concordia's home page at [www.unitedconcordia.com](http://www.unitedconcordia.com).

### **About United Concordia**

United Concordia Companies, Inc., headquartered in Harrisburg, Pa., is one of the nation's largest dental insurers, with nearly 7.5 million members worldwide. In 2007, United Concordia processed more than 12.9 million claims and attained revenues of \$1.3 billion. For more information about United Concordia products, visit [www.unitedconcordia.com](http://www.unitedconcordia.com).

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