2026 Economy, Technology & Insurance Participation Survey

How optimistic are you in your dental practice as you look forward to 2027?

Very Positive – 18% **Positive** – 48% **Neutral** – 19%
Pessimistic – 12% **Very pessimistic** – 2%

Who is your Tech Support Company?

Market Leaders:	**Rating** (out of 10)
Erickson – 37%	8.6
Sunset – 10%	7.9
Boonya – 6%	7.2
DTG – 6%	8.6

RAISES:

Have you given or plan to give staff raises in 2026?

	Metro	**Outstate**
Yes	62%	68%
No	5%	6%
Some/not all/variable	32%	18%
Not Sure	1%	9%

BONUSES:

Do you award bonuses? How often?
YES-51% **Monthly-42%**
Quarterly-16%
Annually-42%

HEALTH BENEFITS:

Do you pay health benefits? How do you pay?
YES-60% **Pay all/part of Prem-85%**
Pay Stipend–11%

CONTINUING ED:

Do you provide CE and/or pay for any affiliations?
YES-88%

DIGITAL COMMUNICATION:

Do you use Digital Communications Software?
YES - 92%

Market Leaders:	**Rating** (out of 10)
Vyne – 30%	8.2
RevenueWell – 12%	8.0
Weave – 12%	8.3
Lighthouse – 8%	7.6
Dental Intel – 7%	8.6
NexHealth – 5%	8.9

CREDIT CARD PROCESSING FEE:

Do you charge patients a processing fee when they use a credit card for payment of services?
YES – 13% (most charge between 3.0%-3.5%)

MINNESOTACARE PROVIDER TAX:

Do you itemize/charge patients the 1.8% MinnesotaCare Provider Tax?
YES– 40%

DENTAL SOFTWARE

Type	**Yes**	**Rating** (out of 10)
EagleSoft	34%	7.5
Open Dental	23%	8.6
Dentrix	21%	7.0
SoftDent	6%	4.6
PEB XL Dent	6%	7.3
Curve	5%	8.0
Other*	5%	7.2

INSURANCE PARTICIPATION

INSURANCE COMPANY NAME	**YES**
Delta Premier ("regular" Delta)	78%
HealthPartners PPO	46%
United Concordia	19%
Delta 216/State	18%
Cigna PPO	17%
MetLife PPO	13%
Delta PPO	17%
Medicare Advantage Plans	6%
Aetna PPO	10%
Medica	5%
Premier Dental Group/Sun Life	33%
Connection PPO Networks	5%
Dentemax PPO Networks	5%
Careington	3%
Other	7%
Have you **dropped a PPO** in the last 12 mos?	18%
Do you **plan on leaving a PPO** within 12 mos?	11%
Have you **joined a PPO** in last 12 mos?	3%

TECHNOLOGY

TYPE	**YES**	**Rating** (out of 10)
AI Diagnostics	16%	7.0
Digital Scanner Device	87%	8.4
Analytics/Performance Trkg/AI	15%	6.9
Cerec/E4D	26%	7.9
Online Patient Forms	75%	7.7
Online Bill Pay for Patients	70%	8.1
Online Scheduling	19%	7.0
Invisalign/6 mo Smiles/Fastbraces	57%	7.8
CBCT/3D Imaging	53%	8.3

Does your FD utilize ins. verification & proc. tools?
YES-82% (Vyne-65%, Weave-10%, Dentrix-6%)

YOUR TOP ISSUES (in descending order)

1. **Staff Issues**, Finding Staff, Teamwork, Costs
2. **Insurance PPO**/Third Party Write-Offs
3. **Overhead**
4. The Economy

Advanced Practice
MANAGEMENT and TRANSITIONS