Blurred Lines: Medical/Dental Integration

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Vice President, Chief Dental Officer

Delta Dental of Oregon & Alaska
PUBLIC EMPLOYEES' BENEFIT BOARD
moda
Agenda

• Periodontal disease and chronic conditions
• Factors impacting change
• Delta Dental of Oregon innovation
Periodontal disease

Diseased Gums  Healthy Gums
Additionally:

- Cancer
- Dementia/Alzheimer’s
- Erectile dysfunction
- Chronic kidney disease
- Cardiovascular disease
- Peripheral artery disease
Impact on medical costs

The CDC estimates roughly 50% of American adults have periodontal disease, yet only 6% have received periodontal services.

Periodontal disease has been correlated to certain chronic conditions and with treatment can demonstrate medical plan savings.

<table>
<thead>
<tr>
<th>Condition</th>
<th>Average savings Per patient/per year</th>
<th>Hospital admissions decrease</th>
</tr>
</thead>
<tbody>
<tr>
<td>Diabetes</td>
<td>$2,840</td>
<td>39.4%</td>
</tr>
<tr>
<td>Coronary Artery Disease</td>
<td>$1,090</td>
<td>28.6%</td>
</tr>
<tr>
<td>Cerebral Vascular Disease</td>
<td>$5,681</td>
<td>21.2%</td>
</tr>
<tr>
<td>Pregnancy</td>
<td>$2,433</td>
<td>N/A</td>
</tr>
</tbody>
</table>

Periodontal Disease
Factors impacting change

Barriers

• Attitudes and acceptance
• Electronic health record limitations
• Billing differences
• Inter-professional communication

Accelerators

• Health professional education today
• Medicaid
• Emerging research
• Health care reform
Activities Americans prefer over flossing

- Washing dishes
- Cleaning toilets
- Waiting in a checkout line
- Gridlock traffic
- Doing taxes
- Listening to crying children
- Nails on a chalkboard
Delta Dental of Oregon innovation

- Oral Health Total Health
- Dental Health Coach on staff
- Medical contracting for dentists
- Oral health benefits in the future
- Health through Oral Wellness
Better oral health for you

When it comes to oral health, we know some people need more care than others. Delta Dental of Oregon’s Health through Oral Wellness® program offers extra benefits and related care to members who have a greater risk for oral diseases.
## Evidenced based patient management

<table>
<thead>
<tr>
<th>Performance Management</th>
<th>Risk Intervention</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Tool</strong></td>
<td><strong>PreViser</strong></td>
</tr>
<tr>
<td>Dentalytics</td>
<td></td>
</tr>
<tr>
<td><strong>Target</strong></td>
<td></td>
</tr>
<tr>
<td>Dentist / office engagement</td>
<td>High risk patient identification</td>
</tr>
<tr>
<td><strong>Used by</strong></td>
<td></td>
</tr>
<tr>
<td>Dentists and office staff</td>
<td>Patients and dentists</td>
</tr>
<tr>
<td><strong>Goal</strong></td>
<td></td>
</tr>
<tr>
<td>Improved outcomes</td>
<td>Risk identification and early intervention for optimal patient management, lower overall spend</td>
</tr>
<tr>
<td>Evidenced based care</td>
<td></td>
</tr>
</tbody>
</table>
Member self-assessment
Clinical report

Gum Disease Risk and Health Assessment

Exam Date: 3/4/2014
Prepared for: James Goodfellow
Prepared by: Dr. Goodfellow, Excellence in Dentistry
20649 Cascade Ridge Drive, Mount Vernon, WA 98274
5555555555

Your Clinical Access Code: FFHMCT9KW

Overview

Your Gum Forecast

Partly Cloudy. You can manage the slight danger of an oral health problem with good home and regular professional care.

Your scores can help determine what professional treatments and preventive home care strategies may benefit you.

For more information on your oral health and how to improve it, just visit http://www.previser.com/JamesGoodfellow, and click on the "My Dental Score Reports" tab. Enter the clinical access number shown at the top of the report to access this valuable information.

Gum Disease and You.

Knowing your gum health score is the first step in improving, or maintaining the health of your gums. Here are other steps you can take:

- Talk to your dentist about managing any factors that contribute to elevated risk of disease.
- Ask your dentist how gum disease may impact other serious health ailments such as heart disease, Alzheimer’s, stroke and diabetes.
- Take advantage of new products and technologies that may help you optimize your health through improved home care. A customized home care report is available that can make recommendations based on your gum health scores.

What Changed? The information below shows your scores over time.
## Risk based additional benefits

<table>
<thead>
<tr>
<th>Risk levels</th>
<th>Enhanced benefit</th>
<th>CDT Codes</th>
<th>Frequency</th>
</tr>
</thead>
<tbody>
<tr>
<td>Caries risk (3+)</td>
<td>Prophy or periodontal maintenance</td>
<td>D1110, D1120, D4346, D4910</td>
<td>Combination up to 1 per 3 months</td>
</tr>
<tr>
<td>Periodontitis risk (3+)</td>
<td>Fluoride varnish or topical fluoride</td>
<td>D1206, D1208</td>
<td>Combination up to 1 per 3 months</td>
</tr>
<tr>
<td>Periodontal disease severity (4+)</td>
<td>Sealants</td>
<td>D1351, D1353</td>
<td>Once per 3 years</td>
</tr>
<tr>
<td></td>
<td>Oral hygiene instruction or nutritional counseling</td>
<td>D1330, D1310</td>
<td>Once per 12 months</td>
</tr>
<tr>
<td></td>
<td>Drugs or medicaments dispensed in the office for home use</td>
<td>D9630</td>
<td>Once per 6 months</td>
</tr>
<tr>
<td>Oral cancer risk (3+)</td>
<td>Tobacco cessation counseling</td>
<td>D1320</td>
<td>Once per 12 months</td>
</tr>
</tbody>
</table>
Tooth replacement savings when treatment is guided by PreViser scores

<table>
<thead>
<tr>
<th>Tooth loss rate/ 1,000 adults</th>
<th>No treatment\textsuperscript{1}</th>
<th>Perio treatment\textsuperscript{2}</th>
<th>% Reduction</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mild periodontitis</td>
<td>60</td>
<td>10</td>
<td>83%</td>
</tr>
<tr>
<td>Moderate periodontitis</td>
<td>140</td>
<td>30</td>
<td>79%</td>
</tr>
<tr>
<td>Severe periodontitis</td>
<td>430</td>
<td>140</td>
<td>67%</td>
</tr>
<tr>
<td>Number of subjects</td>
<td>523</td>
<td>776</td>
<td></td>
</tr>
</tbody>
</table>

\textsuperscript{1} Martin JA, Page RC, Kaye EK, Hamed MT, Loeb CF. Periodontitis severity plus risk as a tooth loss predictor. J Periodontol 2009; 80: 202-209.

2017 timeline

April
OEPP & PEBB decisions

August - September
Provider outreach & education

June
Implementation kickoff

October
OEBB goes live

January 2018
PEBB goes live