

# Lessons from a Study on Oral Health Care Spending over the Life Span

CareQuest Institute Continuing Education Webinar

January 19, 2022

# Housekeeping

- We will keep all lines muted to avoid background noise.
- We will send a copy of the slides and a link to the recording via email after the live program.
- We'll also make the slides and recording available on [carequest.org](https://carequest.org).

## To receive CE Credits:

- Look for the evaluation form, which we'll send via email.
- Complete the **evaluation by January 27**.
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**We appreciate your feedback to help us improve future programs!**

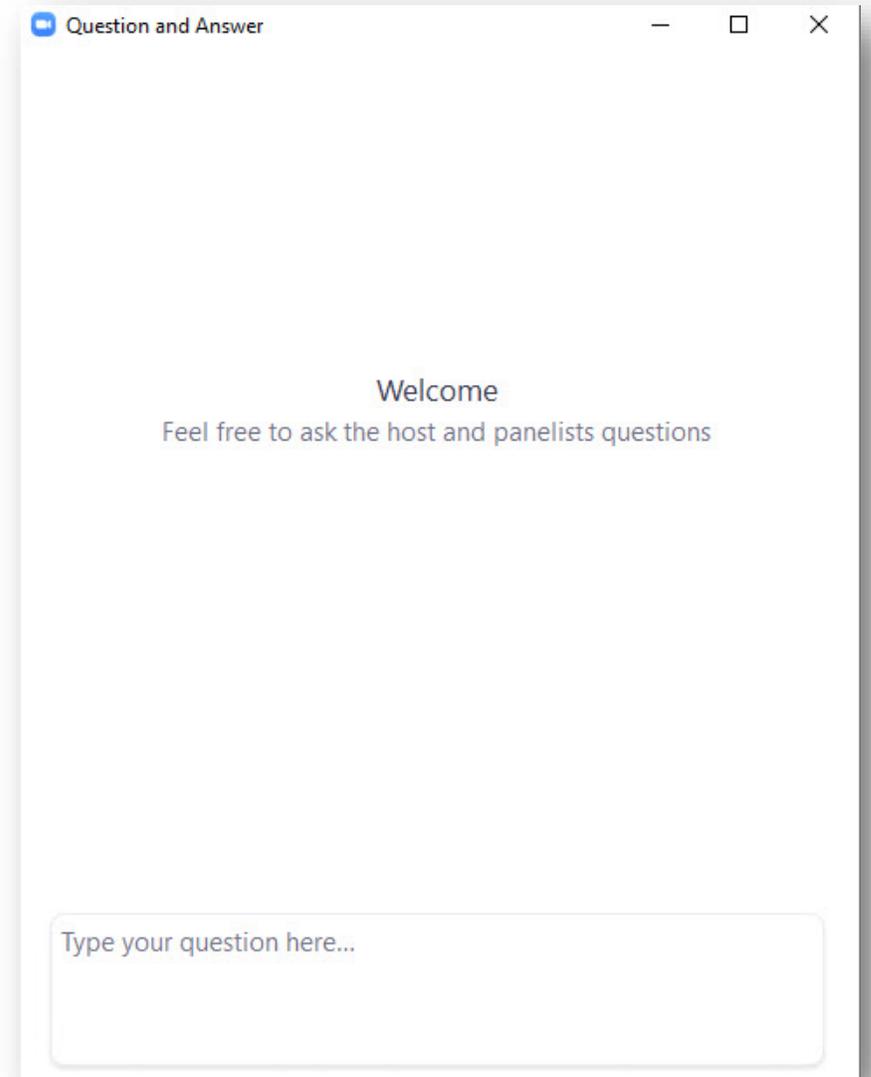
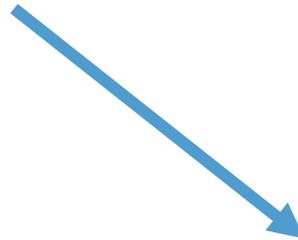


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\*Full disclosures available upon request

# Question & Answer Logistics

- Feel free to enter your questions into the **Question & Answer box** throughout the presentations.
- We will turn to your questions and comments toward the end of the hour.



# Learning Objectives

At the end of this webinar, you'll be able to:

- Describe how the cost and structure of care over a life span can influence overall health and life course trajectories.
- Discuss how changes in psychosocial structures affect use rates and care delivery costs.
- Explain how oral health care clinical environments affect quality of life.
- Discuss CareQuest Institute's initiatives to create a more accessible, equitable, and integrated health system for everyone.

# Today's Presenters

**WEBINAR | Wednesday, January 19, 2022 | 1 p.m. ET | ADA CERP Credits: 1**

**MODERATOR & PRESENTER**



**Eric P. Tranby, PhD**  
Director of Analytics and Data  
Insights, CareQuest Institute  
for Oral Health

**PRESENTER**



**Myechia Minter-Jordan,  
MD, MBA**  
President and CEO, CareQuest  
Institute for Oral Health

**PRESENTER**



**Sean G. Boynes, DMD, MS**  
Vice President, Health  
Improvement, CareQuest  
Institute for Oral Health

**PRESENTER**



**Carolyn Brown, DDS, M.Ed**  
Senior Advisor, Consultant,  
Person-Centered Care,  
CareQuest Institute for  
Oral Health

# Our Strategy

## **Vision**

A future where every person can reach their full potential through optimal health

## **Mission**

To improve the oral health of all

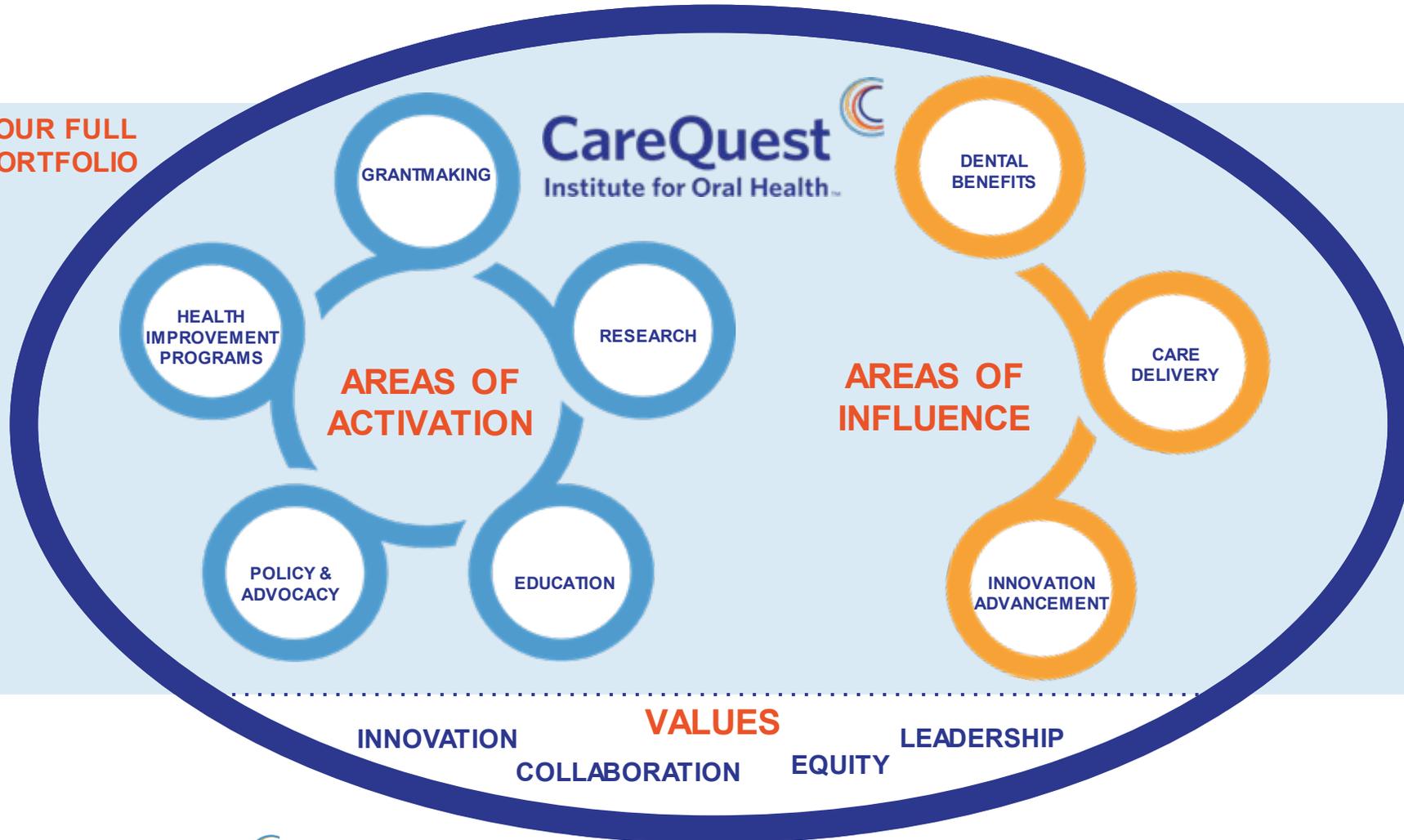
## **Purpose**

To catalyze the future of health through oral health



# A Catalyst for Systems Change

OUR FULL PORTFOLIO



Through our Areas of Activation and Influence, we bring forth ideas and solutions to create a more equitable, accessible, and integrated health system for everyone.

# Conclusion from the Study

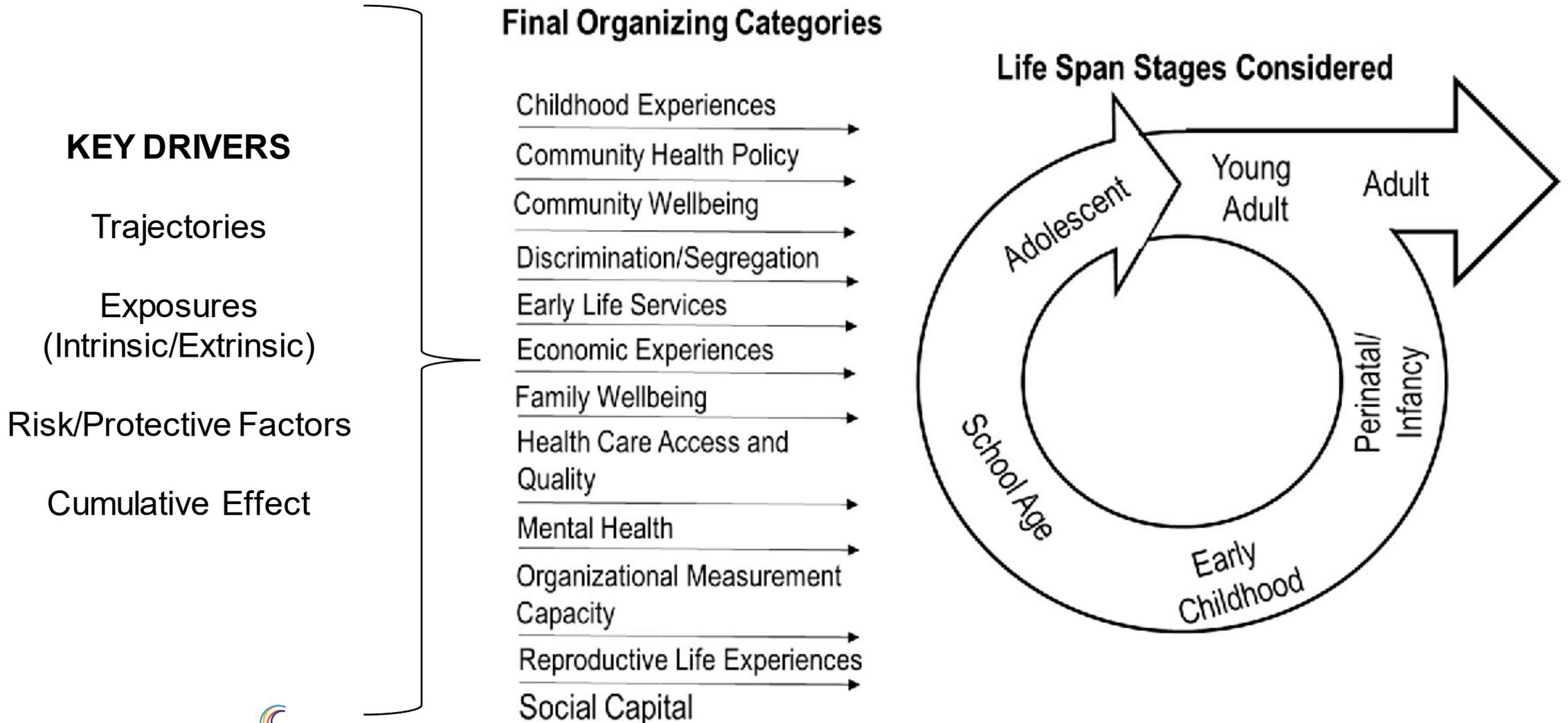
“Health policies should be focused on optimizing care delivery to provide effective preventive care at specific stages of the life span, as opposed to policy development that is precipitated by short-term political and financial dynamics.”

# Life Course and Health Development

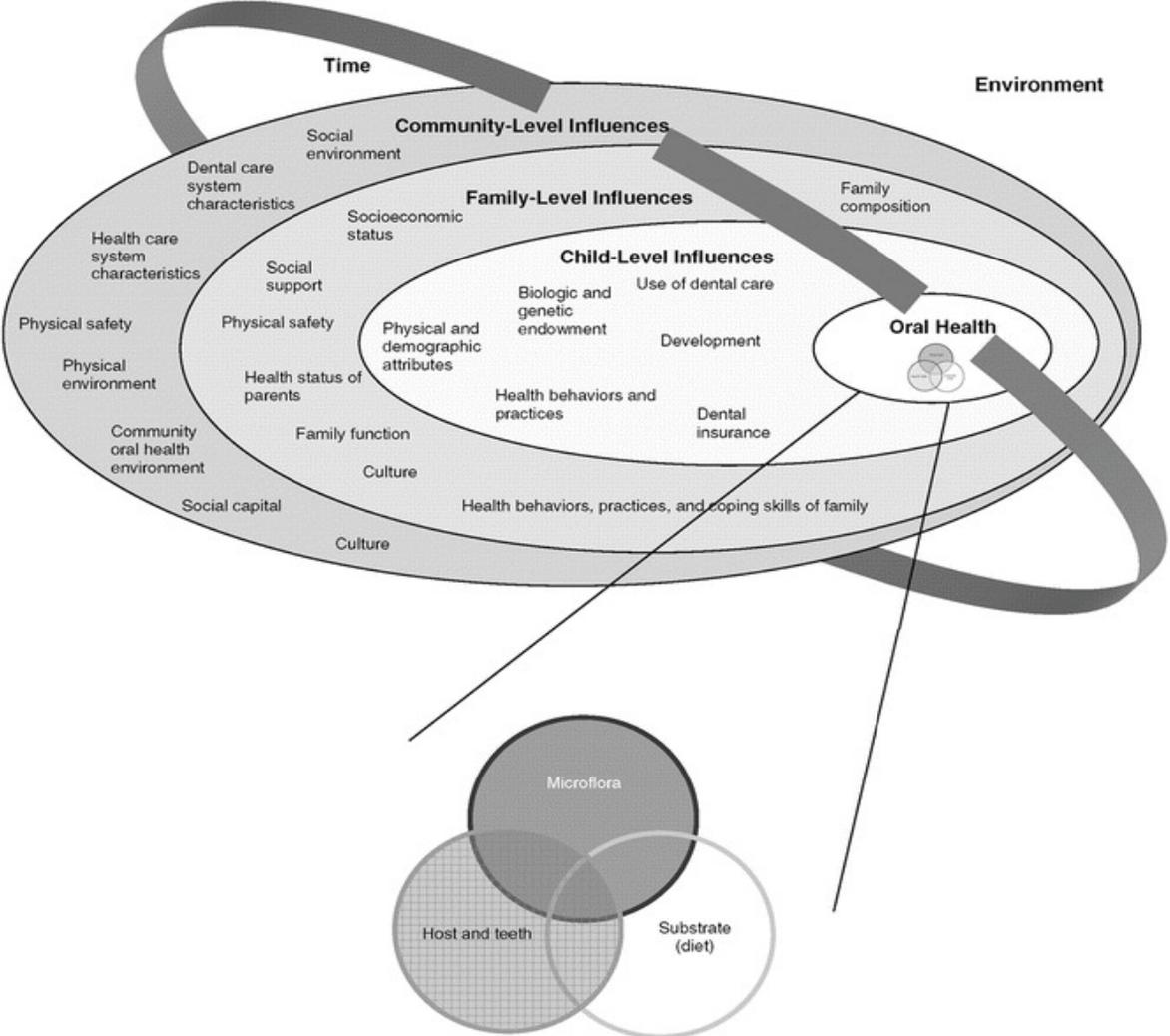
Sean G. Boynes, DMD, MS  
Vice President  
Health Improvement

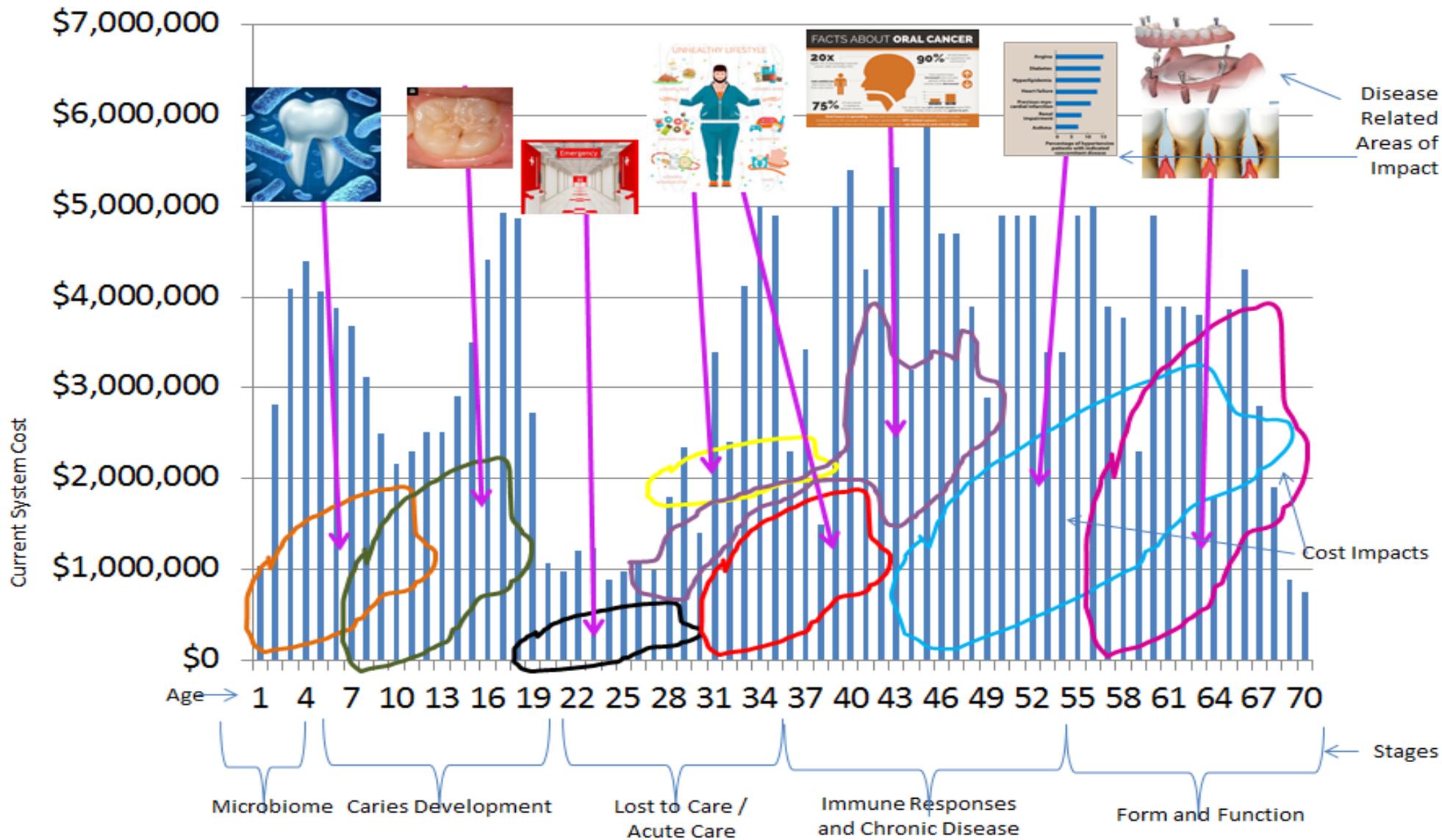


# Life Course and Health Development



# Life Course & Oral Health





# The Opportunity of a Life Course View

- Being orally healthy is a life-long process
  - Intrinsic and extrinsic events at various periods of time can affect oral health
- Life course theory has bi-directional implications
  - Social determinants of health
  - Oral disease can undermine people's overall health, psychosocial, and economic status
- Dental payment and benefit design can be informed by lifespan
  - Two separate and disparate systems of coverage shape access to dental care and appear to thwart efforts to improve oral health

# Contact Information

**Sean G. Boynes, DMD, MS**

Vice President

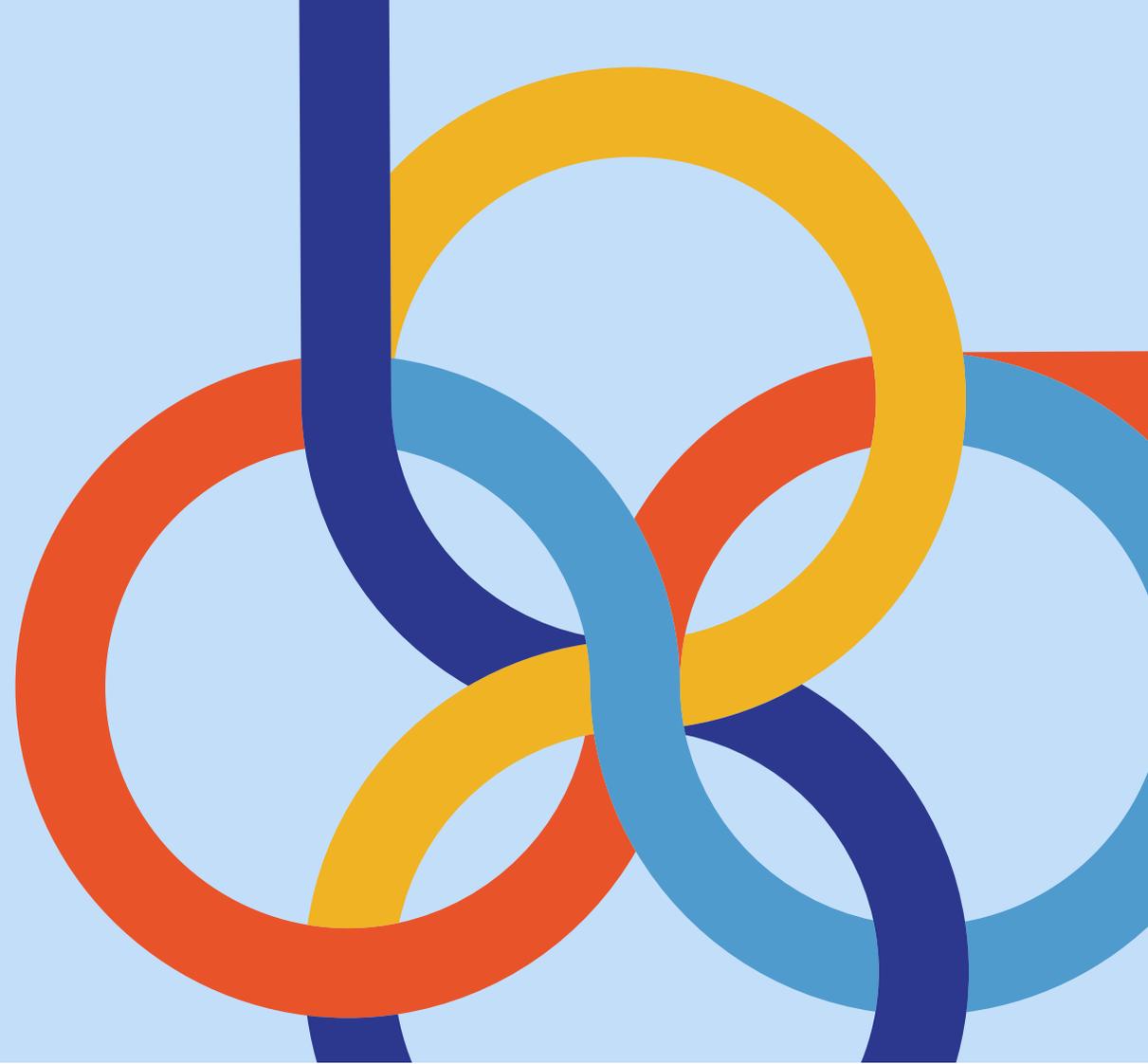
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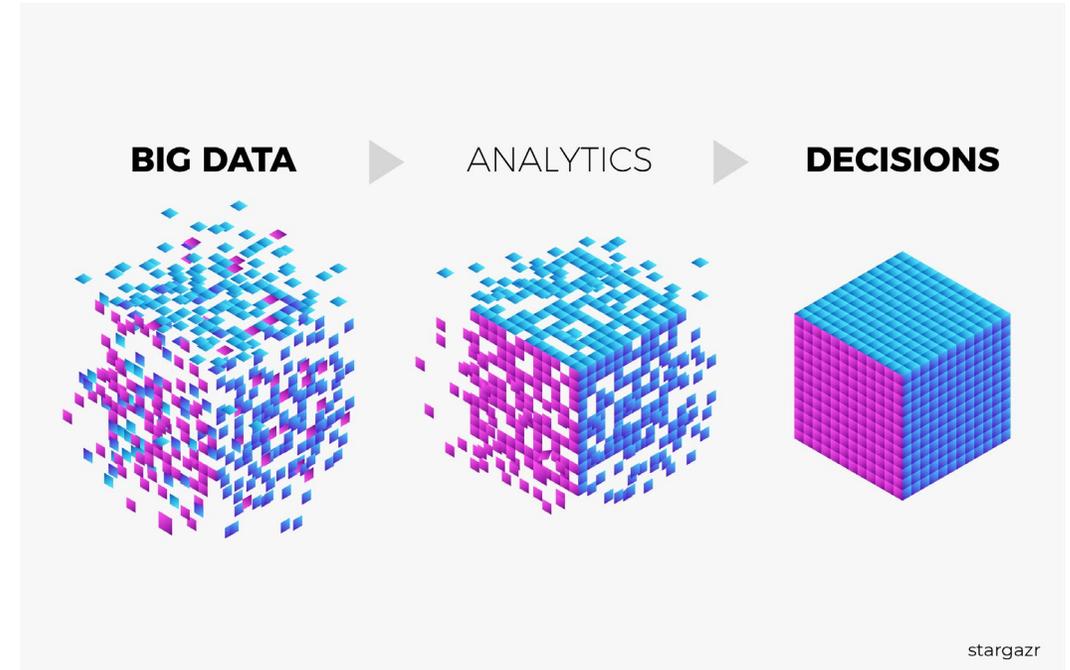
# Big Data Approaches to Oral Health

Eric P. Tranby, PhD  
Director of Analytics and Data Insights



# From Big Data to Better Patient Outcomes

- Integrated dental and medical claims data
  - 31 million Medicaid & 45 million commercial/Medicare supplemental claims
  - Representative of 55% of total dental spending in the US



# Data Sources and Data Definitions

- Categorization & transformation of dental claims and medical claims for dental conditions
  - Preventive & Basic Dental Procedures
  - Major Dental Procedures
  - Medical Care for Dental Conditions
    - Dental care by PCP, ambulatory surgery, ED visits, inpatient admissions, oral cancer, Rx

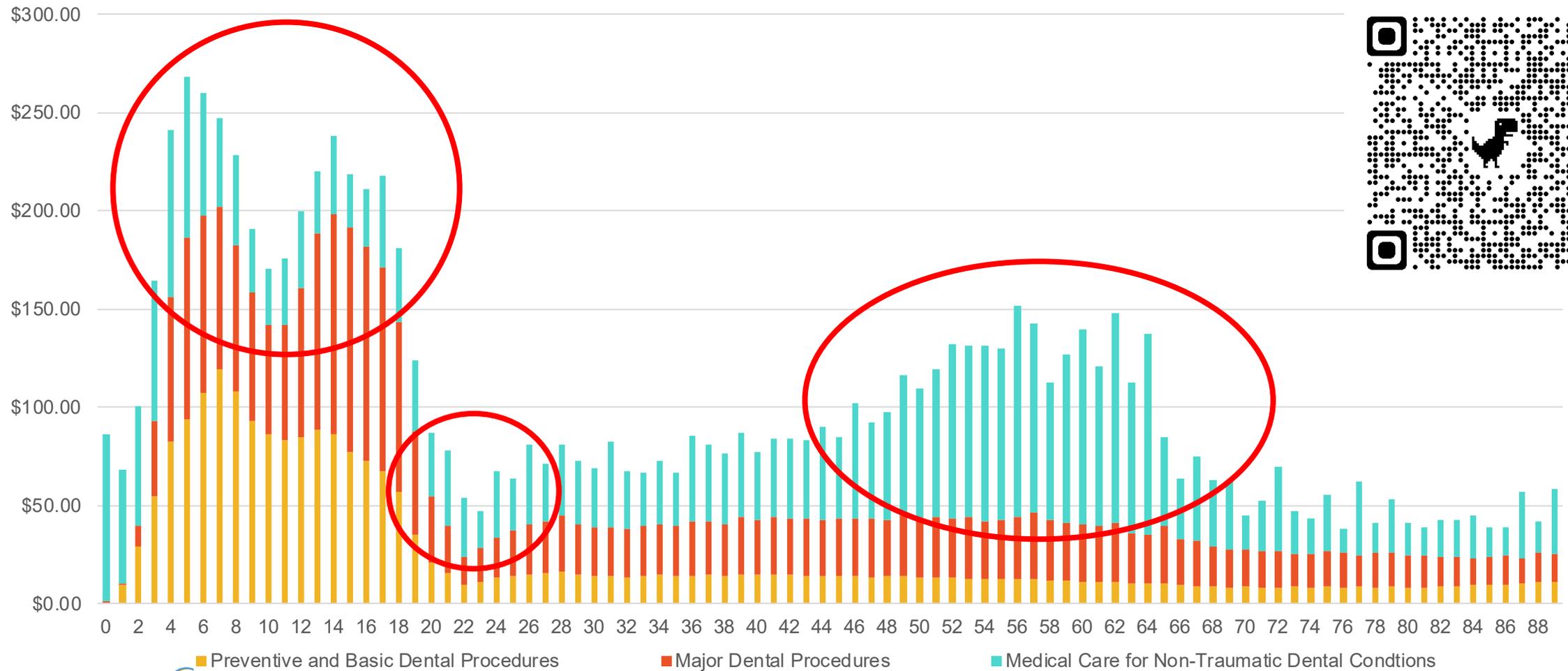
Dental Procedure Categories		
Group	Category	CDT Codes
Preventive and Basic	Diagnostic Imaging	D0120-D0191 and D0414-D0999
	Preventive	D0210 – D0395
		D1110 – D1999
Major Dental Procedures	Minor Restoration	D2000 – D2664
	Major Restoration	D2710 – D2999
	Endodontics	D3000 -- D3999
	Oral Surgery	D7000 -- D7999
	Scaling & Root Planing	D4341 – D4355
	Other Periodontics	D4000 – D4340 and D4356 – D4999
	Prosthodontics & Implants	D5000 – D6999
	Orthodontics	D8000 – D8999
	General Anesthesia	D9220 – D9223
	Other Anesthesia	D9210-D9219 and D9230 – D9248
	Adjunctive General	D9110-D9120 and D9310 – D9999

Note: Categories make use of modified American Dental Association's Code on Dental Procedures and Nomenclature (CDT) 2018.

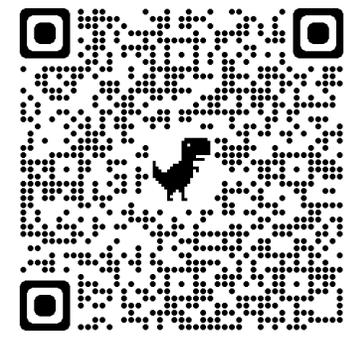
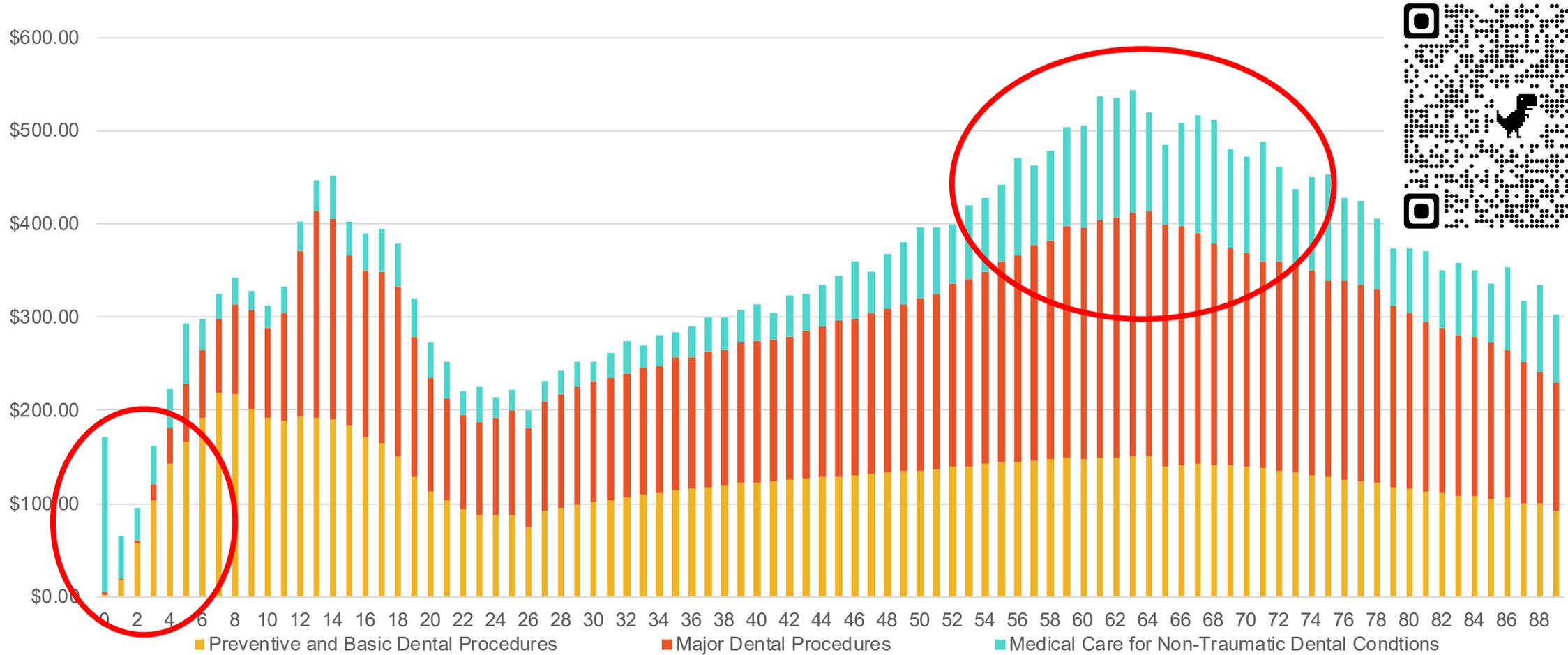
# Methodological Approaches to Analysis of Data

- Descriptive patterns
- Probabilistic variations in patterns
  - Variations by payors, policy, demographics, treatment history, or chronic conditions
- Treatment trajectories
  - How spending and utilization patterns now influence trajectories of care later

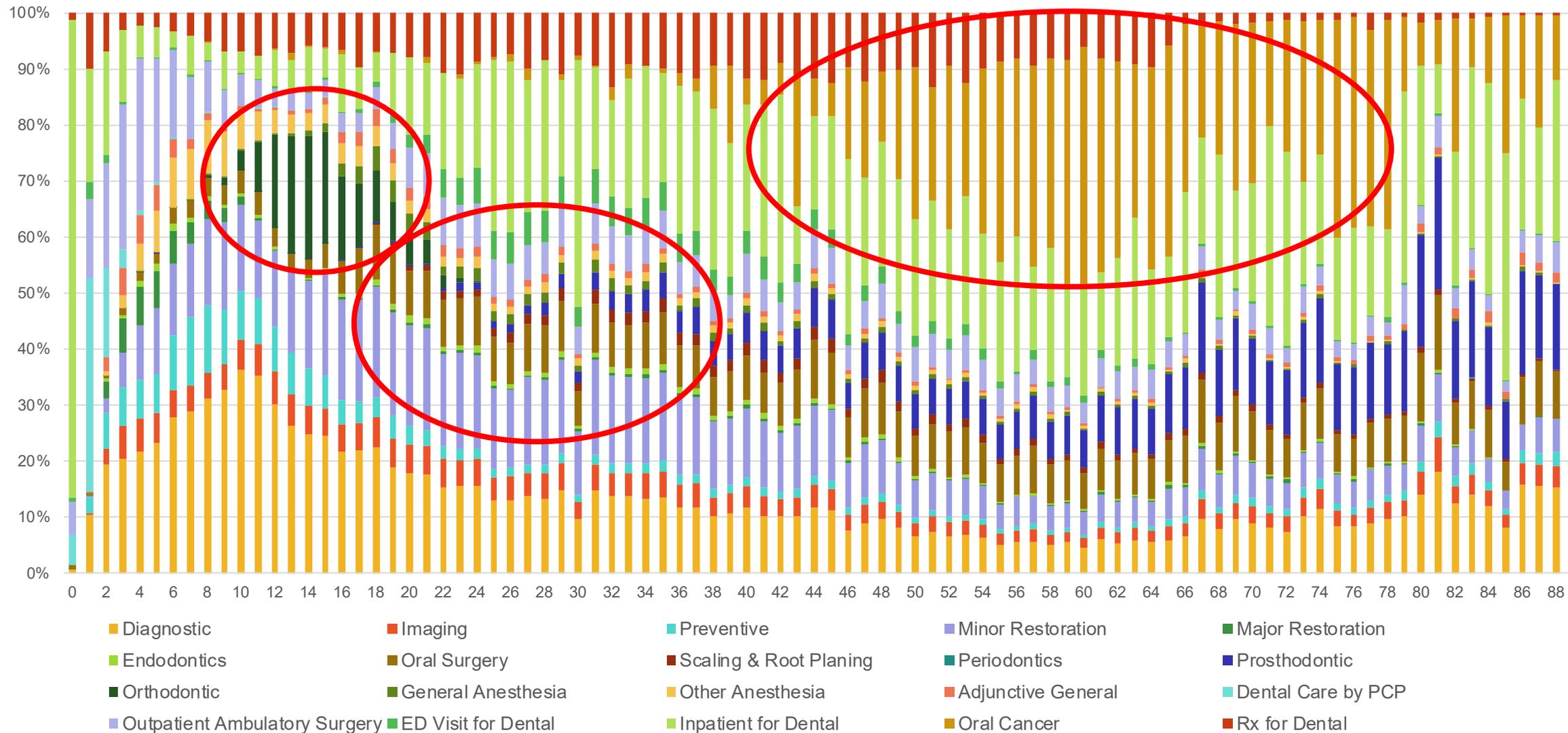
# Average per Enrollee Spending on Oral Health Care among Those Enrolled in **Medicaid** over the Lifetime



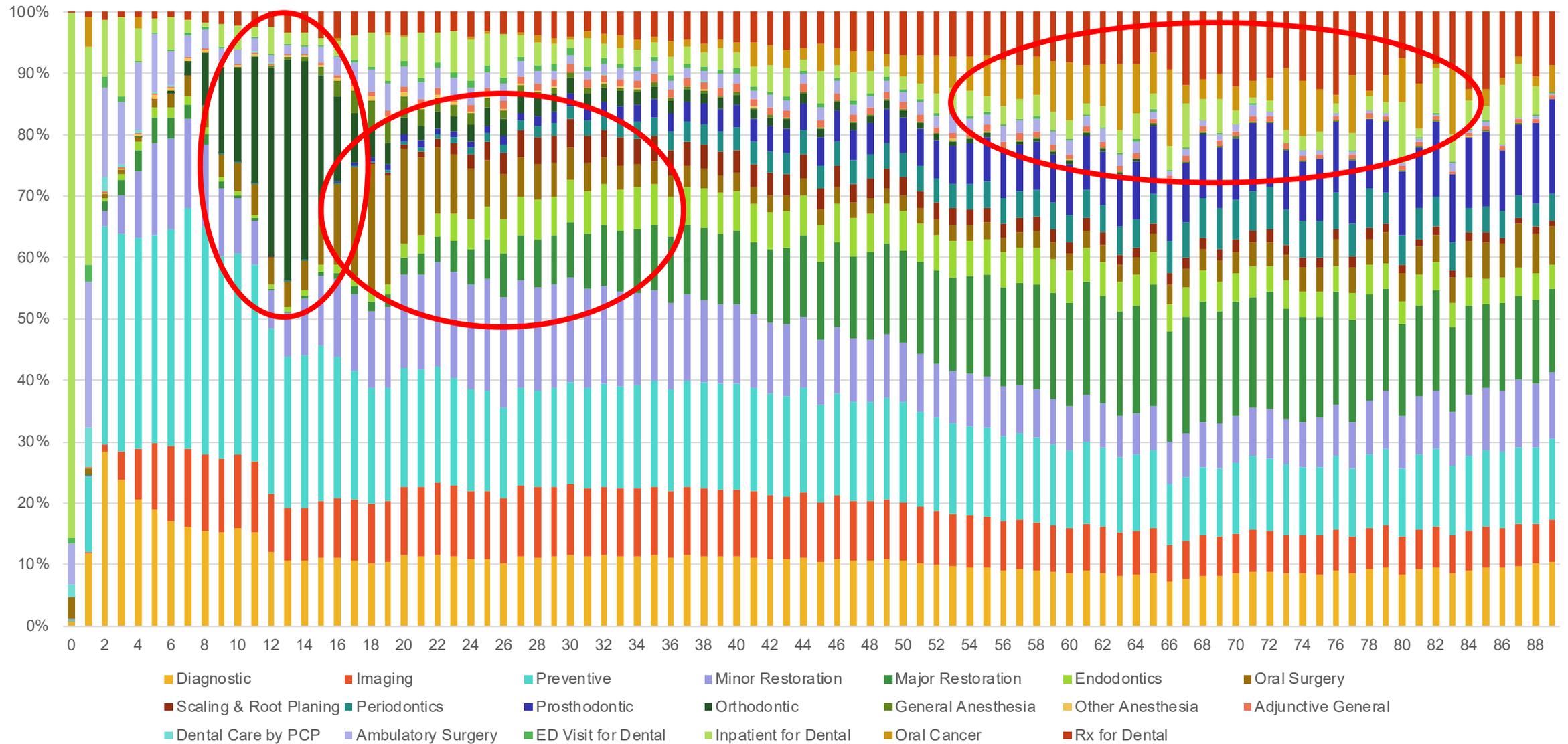
# Average per Enrollee Spending on Oral Health Care among Those Enrolled in **Commercial Insurance** over the Lifetime



# Proportion of Spending in Medicaid Plans in 2017

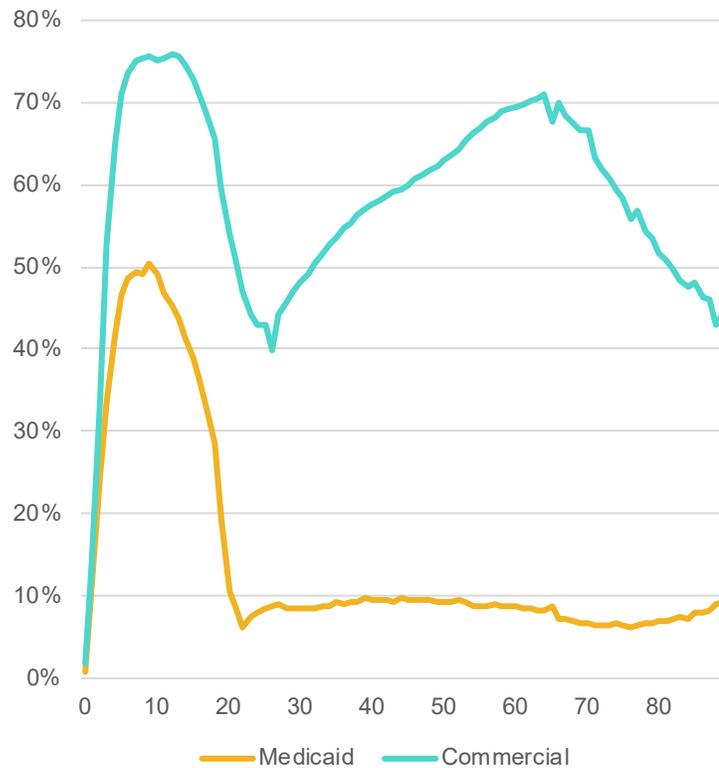


# Proportion of Spending in FFS Commercial Plans in 2017

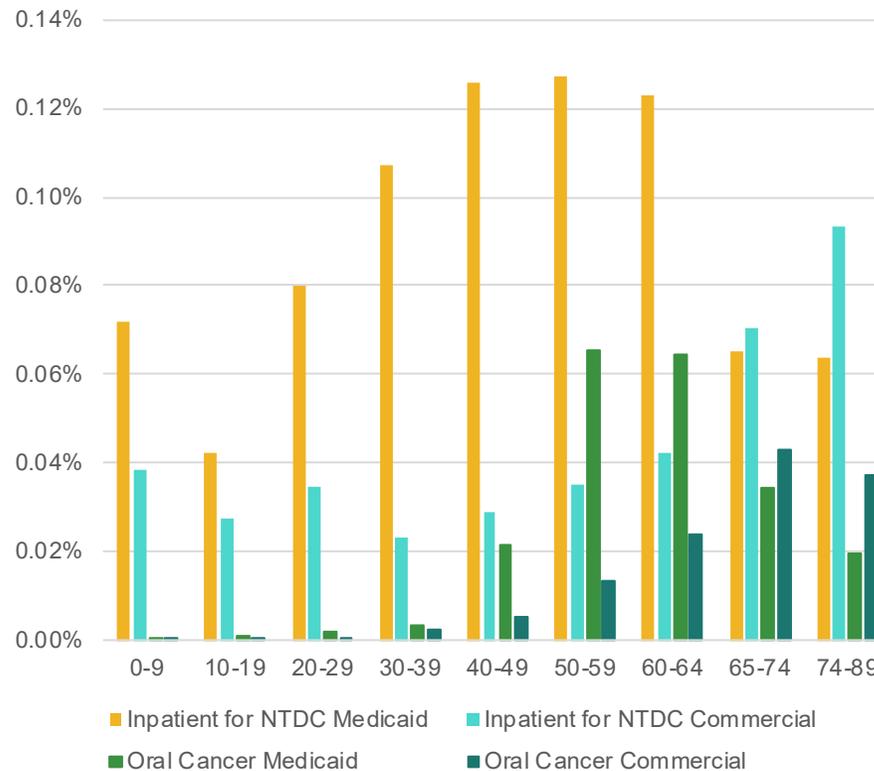


# Access and Fees over the Lifetime

## Utilization of Dental Care over the Lifetime



## Utilization of Hospital Inpatient and Incidence of Oral Cancer



## Average Per Enrollee Cost Using UCR Fee Schedule



# Key Takeaways

- Overall deficiency in oral health care use and spending during the first 4 years of life.
- Young adult spending “cliff” persists in Medicaid, where medical spending on dental conditions dominates.
- Coverage and subsequent spending is not reflective of the causal pathway between inflammatory chronic conditions and periodontal disease.

# Contact Information

**Eric P. Tranby, PhD**

Director of Analytics and Data Insights

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# Practical Lens to Macro and Lifetime Oral Health Data

Carolyn Brown, DDS, M.Ed  
Senior Strategic Advisor  
Consultant, Person-Centered Care

# Macro Lens: The Big Picture

## International and National Efforts

- UK NHS
- CDC
- HHS
- Ex: Head Start Programs

## Emerging State Efforts

- Medicaid redesign
- Incentivizing risk assessment + prevention
- Ex: California DTI and CalAim programs

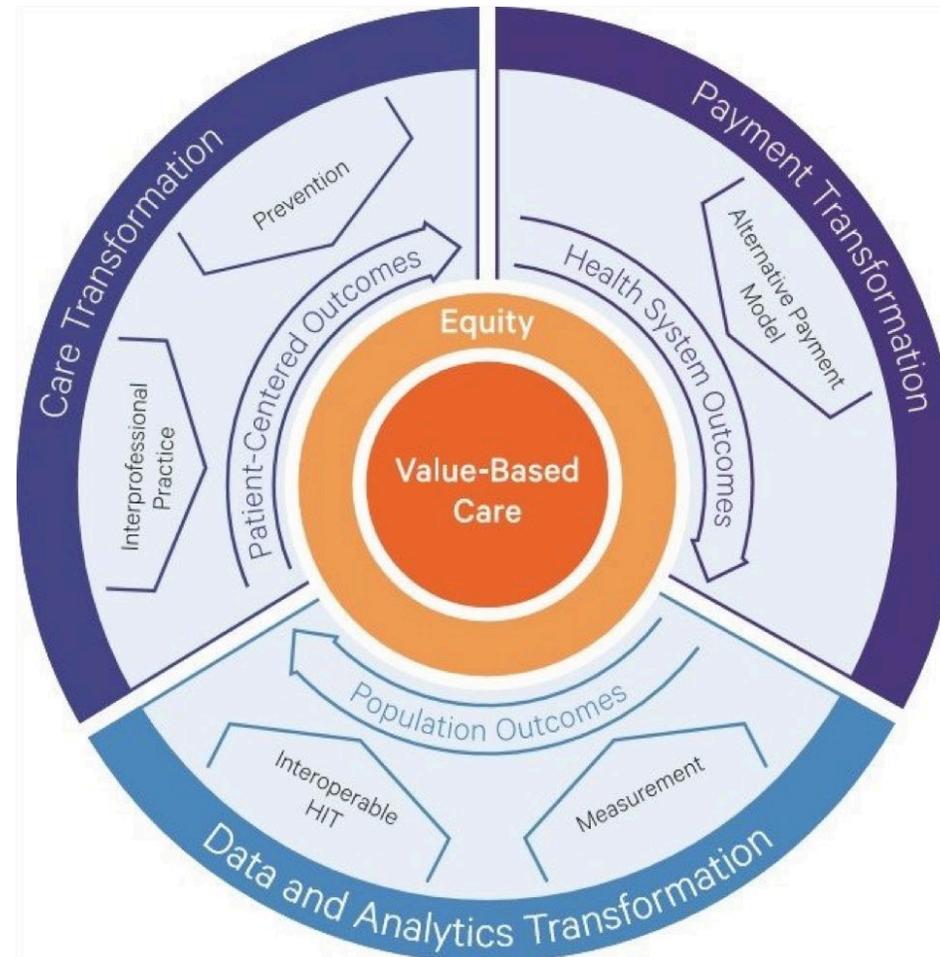


# Collaboration Is Key

- Community focus
- Regional lens
- WIDE engagement
- Patient empowerment
- Provider empowerment
  
- Payor involvement & payor-provider partnerships
  
- Technology
- Care Coordination



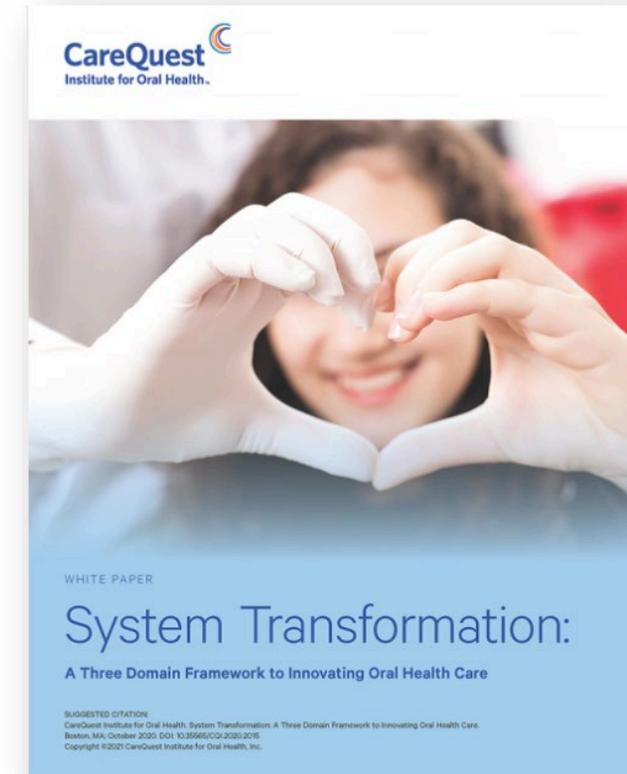
# Transforming Health and Oral Health Care



# Three Domain Framework

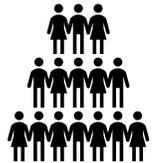
## Value-based care design

- Prevention & minimally invasive care
- Teledentistry & new models of care delivery
- Personalized & integrated care



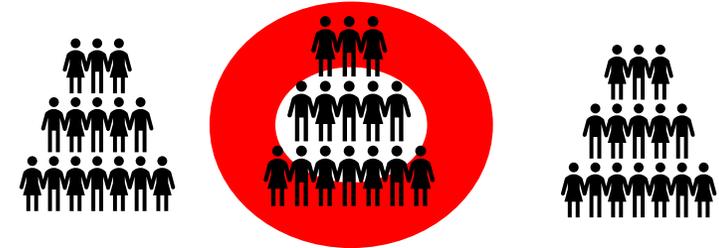
# Family Dental Practice Growth over 5 Years

**Baseline:** 1/5 with complicated cases



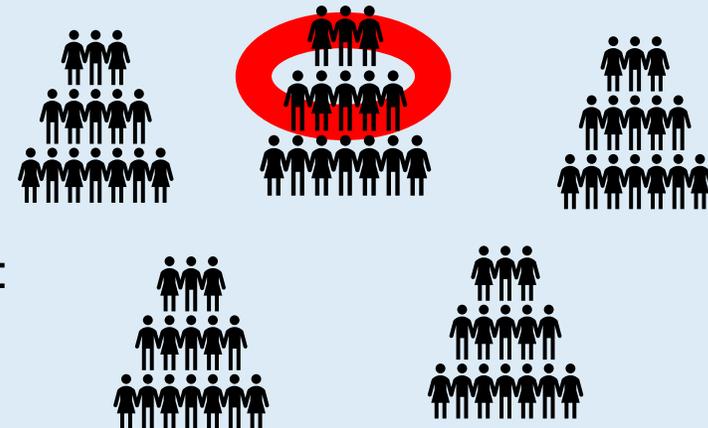
**Scenario A:**

1/3 with complicated cases, hard to grow practice

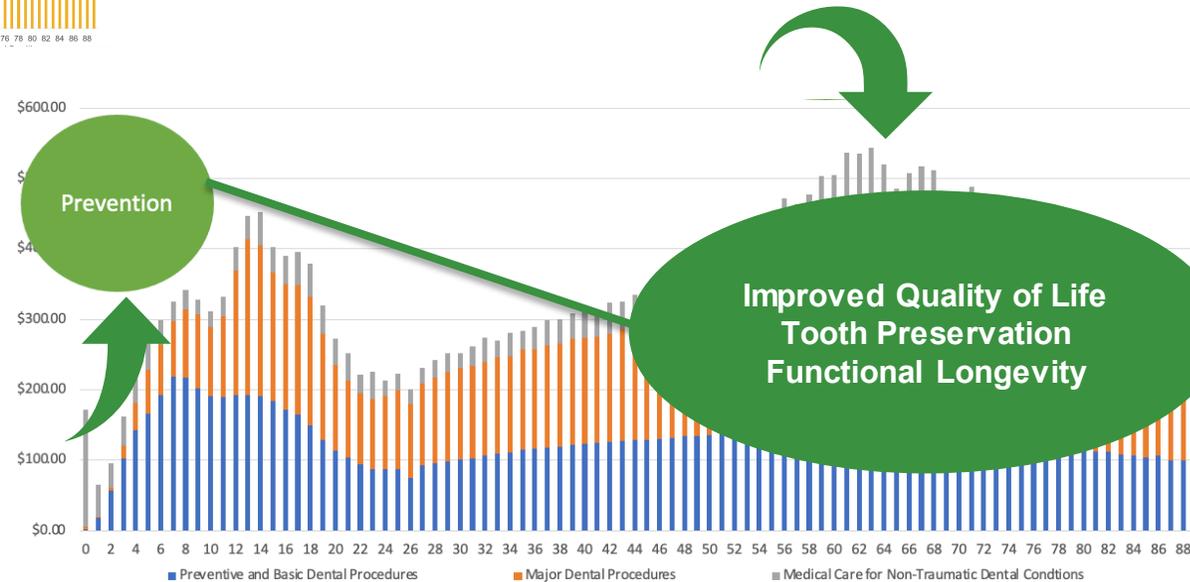
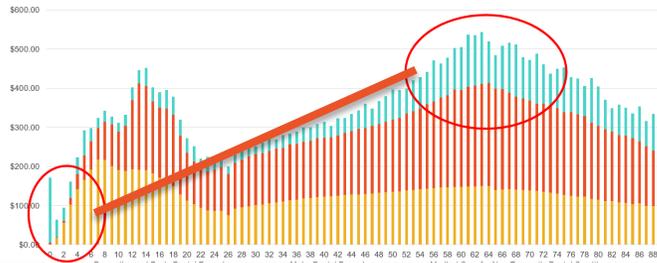


**Scenario B:  
Prevention Focus**

1/10 with complicated cases, practice growth:  
- Retain families  
- Positioned for new payment models



# Value-Based Approaches: Effecting Positive Changes over the Lifespan



# Contact Information

**Carolyn Brown, DDS, MEd**

Senior Advisor, Consultant, Person Centered Care

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# Questions

# To Explore More Industry-Leading Research

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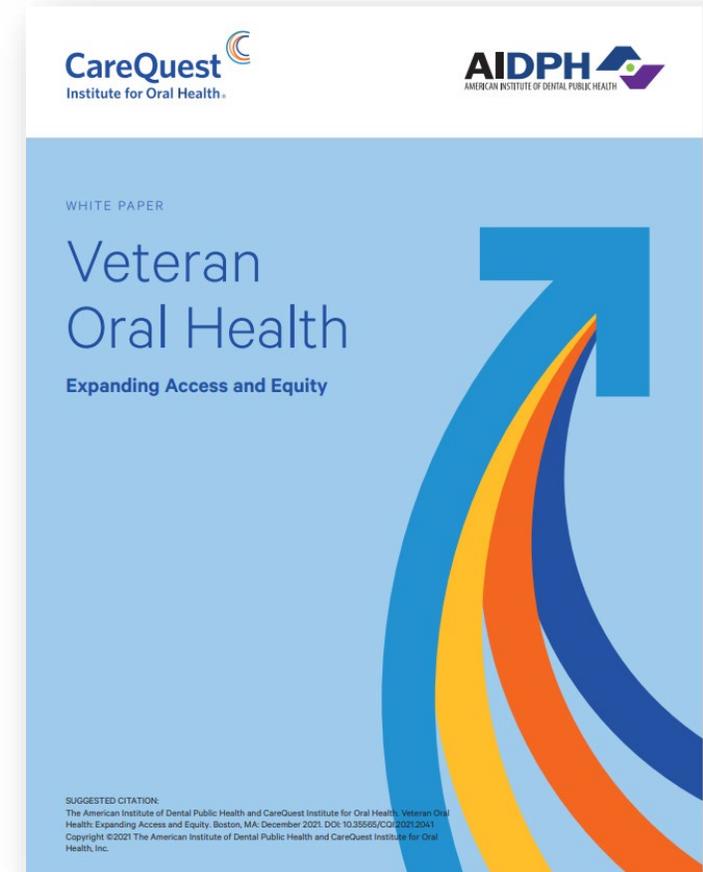
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<a href="#">Dental Fear Is Real. Providers Can Help</a>	Expanding Access, Health Equity	Visual Report
<a href="#">Why We (Still) Need to Add Dental to Medicare</a>	Adult Dental Benefit, Expanding Access, Health Equity	Report
<a href="#">A Cross-Sectional Analysis of Oral Health Care Spending over the Life Span in Commercial- and Medicaid-Insured Populations</a>	Expanding Access, Health Equity	Article
<a href="#">Time Is on the Side of Change in Dentistry</a>	COVID-19 and Oral Health, Health	Article



# Webinar Evaluation

Complete the **evaluation by January 27** to receive CE credit.

## *Upcoming Webinars:*

**February 10, 2022**

In partnership with the American Public Health Association, Oral Health Section:  
“Four Projects Aiming to Improve Population Oral Health”

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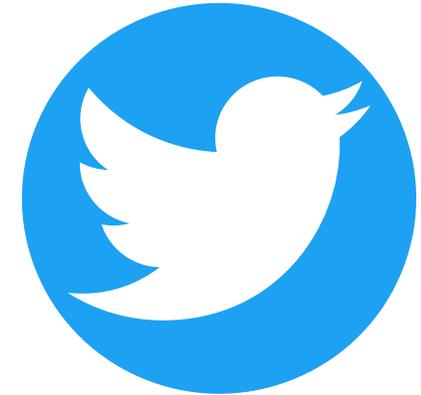
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