Challenges and promotion of Change: Becoming Ambassadors

David S. Gesko, DDS
Senior Vice President & Dental Director
HealthPartners
Greetings from Minnesota!

“Land of 10,000 Lakes…”
“…and for many months of the year, you can drive on them”!
We live in a world full of change...
Minnesota is known for innovation!
HealthPartners is also known for innovation!
HealthPartners

- Not-for-profit, consumer-governed
- Integrated care and financing system
  - A team of 21,000 people
  - Health plan
    - 1.4 million health and dental members in Minnesota and surrounding states
  - Medical Clinics
    - 1 million patients
    - 1,700 physicians
      - HealthPartners Medical Group
      - Stillwater Medical Group
      - Park Nicollet Health Services
    - 35 medical and surgical specialties
    - 40 primary care locations
    - Multi-payer
  - Dental Clinics
    - 60 + dentists, 60 + hygienists, 2 dental therapists
    - Specialties: oral surgery, orthodontics, pediatric dentistry, periodontics, prosthodontics
    - 20 locations
  - Five hospitals
    - Regions: 454-bed level 1 trauma and tertiary center
    - Lakeview: 97-bed acute care hospital, national leader in orthopedic care
    - Hudson: 25-bed critical access hospital, award-winning healing arts program
    - Westfields: 25-bed critical access hospital, regional cancer care location
    - Methodist: 426-bed acute care hospital, featuring the Jane Brattain Breast Center
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Dentistry is changing too...
“Quality” has changed as well...

• Dental School definition:
  – Sharp line and point angles
  – “Extension-for-Prevention”
  – “3-point” occlusal contacts

• Evolving definition:
  – Improved health (for a population)
  – Reduced risk
  – Greater value proposition
  – Cost-effective results
Our unique position

HealthPartners Family of Organizations

Medical Group & Clinics
Pharmacy
Institute for Education & Research
Medical & Dental Health Plan
Hospitals
DENTAL GROUP
A Shared Purpose

HealthPartners Triple Aim

Health

Experience

Dental Plan structures reimbursement, develops provider resources, influences quality

HPDG provides care & shapes delivery

Research generates knowledge & innovation

Affordability
Our Strategies

- **Partner** for better health
- Design **new approaches** to care
- **Engage consumers** effectively
- Pilot **new payment approaches**
HealthPartners Dental Group

Practice principles:

➢ The delivery of care based on evidence-based care guidelines

➢ A focus on disease management, disease risk assessment and risk reduction

➢ The preservation of hard and soft tissue

➢ The application of a medical model of care to dentistry

➢ Maintain/improve on overall cost-of-care
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Evidence-based Care Guidelines
Goals of being “Evidence-Based”

Best evidence

Best evidence

Best evidence

Best evidence

Clinical Guidelines
HealthPartners’ Dental Group: Current Guidelines

- Caries
- Periodontal disease
- Oral Cancer
- Treatment Planning
- Endodontic Care
- Third-Molar Care
HealthPartners Dental Group

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Caries Risk Assessment
Perio Risk Assessment
Oral Cancer Risk Assessment
Risk Assessments Recorded

Risk Assessments Recorded
1/1/2008 through 3/31/2013

Percent of Exams

Quarters:
- Jan-08
- Apr-08
- Jul-08
- Oct-08
- Jan-09
- Apr-09
- Jul-09
- Oct-09
- Jan-10
- Apr-10
- Jul-10
- Oct-10
- Jan-11
- Apr-11
- Jul-11
- Oct-11
- Jan-12
- Apr-12
- Jul-12
- Oct-12
- Jan-13

Legend:
- Caries_Pct
- Perio_Pct
- CC_Pct
- Goal
Caries Interventions

Caries Interventions Prescribed
1/1/2008 through 3/31/2013

- Interventions for Mod Risk
- Interventions for High Risk
- Goal
Oral Cancer Interventions

Oral Cancer Interventions Prescribed

4/1/2008 through 3/31/2013

Elevated_OC_Interv_Pct
Goal
Perio Risk Profiles

1/1/2008 through 3/31/2013

Percent of Risk Assessments
Recall Interval Linked to Risk

Prescribed Recall Intervals
1/1/2008 through 3/31/2013

Number of Months

Quarter
# Personal Dental Care Report

**Prepared for:** SP Test  
**Age:** 32  
**Exam date:** 01/16/2012

**Dentist:** Dr. John Jones  
**Clinic:** St Paul Dental Clinic

## Your Risk for Caries (Tooth Decay) Disease

**Today's exam**  
**Last exam**

<table>
<thead>
<tr>
<th>Risk Factor</th>
<th>Your Risk Description</th>
<th>Moderate</th>
<th>Low</th>
</tr>
</thead>
<tbody>
<tr>
<td>Recent caries</td>
<td>One or more caries in last 3 years</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**What we recommend to reduce your risk level for Caries Disease:**

- Daily rinsing of fluoride product purchased at HealthPartners pharmacy or other retail store. Rinse with fluoride rinse once or twice daily at times other than when brushing.
- Application of a concentrated fluoride product to the teeth in the clinic to assist in remineralization.

## Your Risk for Periodontal (Gum) Disease

**Today's exam**  
**Last exam**

<table>
<thead>
<tr>
<th>Risk Factor</th>
<th>Your Risk Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>History of or active periodontal disease</td>
<td>Have had a diagnosis of periodontal disease, with or without past treatment</td>
</tr>
</tbody>
</table>

**What we recommend to reduce your risk level for Periodontal Disease:**

- Consider quitting tobacco habit, participate in a QuitLine program or other means of quitting.

## Your Risk for Oral Cancer

**Today's exam**  
**Last exam**

<table>
<thead>
<tr>
<th>Risk Factor</th>
<th>Your Risk Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tobacco use</td>
<td>Use of tobacco—either smoking or smokeless</td>
</tr>
</tbody>
</table>

**What we recommend to reduce your risk level for Oral Cancer:**

- Consider quitting tobacco habit, participate in a QuitLine program or other means of quitting.

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We recommend that you schedule your next dental check-up for **March 2012**.

Thank you for visiting the St Paul Dental Clinic.  
We are pleased to provide dental care for you.

If you have any questions, please call us at (651) 293-8300  
or visit our website at www.healthpartners.com/dental

**Color Key**

- **Low**
- **Moderate**
- **High/Elevated**

**Today's Blood Pressure** 115/72
Practice principles:

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<table>
<thead>
<tr>
<th>Condition</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cavities</td>
<td></td>
</tr>
<tr>
<td>Filling</td>
<td>$100</td>
</tr>
<tr>
<td>Replacement Filling</td>
<td>$150</td>
</tr>
<tr>
<td>Crown</td>
<td>$1,000</td>
</tr>
<tr>
<td>Healthy Tooth</td>
<td></td>
</tr>
<tr>
<td>Annual Maintenance</td>
<td>$10/year</td>
</tr>
<tr>
<td>Root Canal</td>
<td>$900</td>
</tr>
<tr>
<td>Implant</td>
<td>$4,000</td>
</tr>
</tbody>
</table>

**Total Average Lifetime Cost:** $6,000
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“Findings” and “Diagnostic” Codes

Exam with findings:
Treatment planned for next visit:
Findings codes to Diagnostic codes
### U.S. Expenditures 2008

<table>
<thead>
<tr>
<th>Diagnostic Conditions</th>
<th>U.S. Expenditures*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heart Conditions</td>
<td>$96 Billion</td>
</tr>
<tr>
<td>Trauma-related Disorders</td>
<td>$74 Billion</td>
</tr>
<tr>
<td>Cancer</td>
<td>$72 Billion</td>
</tr>
<tr>
<td>Mental Disorders</td>
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</tr>
<tr>
<td>COPD, Asthma</td>
<td>$54 Billion</td>
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*Agency for Healthcare Research & Quality Medical Expenditures Panel Survey, 2008*
## U.S. Expenditures 2008

<table>
<thead>
<tr>
<th>Diagnostic Conditions</th>
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</thead>
<tbody>
<tr>
<td>Oral Health Conditions</td>
<td>$102 Billion**</td>
</tr>
<tr>
<td>Heart Conditions</td>
<td>$96 Billion</td>
</tr>
<tr>
<td>Trauma-related Disorders</td>
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*Agency for Healthcare Research & Quality Medical Expenditures Panel Survey, 2004
**American Dental Association
HealthPartners Dental Group

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- The preservation of hard and soft tissue
- The application of a medical model of care to dentistry
- Maintain/improve on overall cost-of-care
• Reimbursement based on Relative Time Units (RTUs)
  – Promotes appropriate care
  – Prevention of costly disease
  – Eliminates possible incentives to over-treat
  – Ideal for self-insured employers
**HPDG Total Cost of Care**

**HealthPartners Dental Group vs. HealthPartners PPO**

<table>
<thead>
<tr>
<th>Plan and Patient Liability</th>
<th>Percent Savings: 14.3%* in HPDG</th>
</tr>
</thead>
<tbody>
<tr>
<td>Plan Liability Savings</td>
<td>100/80/50 benefit package</td>
</tr>
<tr>
<td>Percent Savings</td>
<td>10.5%* in HPDG</td>
</tr>
<tr>
<td>Patient Liability Savings</td>
<td>0/20/50 member liability</td>
</tr>
<tr>
<td>Percent Savings</td>
<td>29.2%* in HPDG</td>
</tr>
</tbody>
</table>

Measured as allowed claims cost/PMPM

* Does not include 15% discount in PPO network
Driving to achieve results...

Diagnostic Codes

Accepted Metrics of Quality

Risk Assessment

IMPROVED ORAL/SYSTEMIC HEALTH OUTCOMES

Performance Measurement

Reimbursement system evolution

Dental Research
Next steps…

- Dentistry needs accepted metrics (like HEDIS, NCQA)
- Improve outcomes
- Ability to evaluate care
- Improve standardized care
- Build on an expanded work-force
Thank you!

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www.HealthPartners.com/dental