

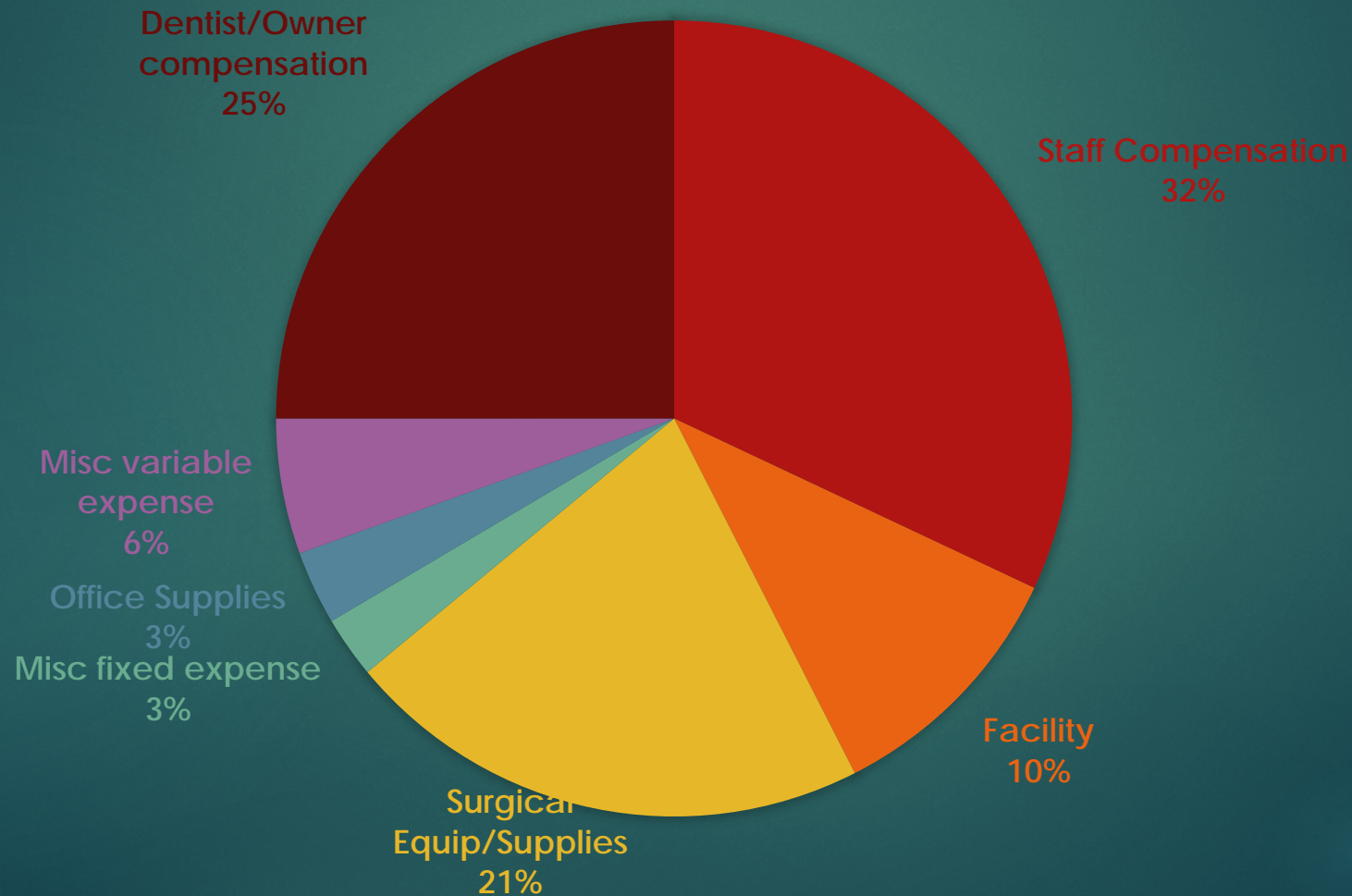


Oral Health Care Costs and Transparency in fees

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Average Costs for Providing Oral Healthcare Services



Where have costs increased?

- ❑ Personnel Costs: largest expense in a dental practice. This includes competitive wages, paid vacation, holidays, sick time, retirement, insurance/HSA.
- ❑ Surgical Equipment/Supplies: Patient demands for technology. Digital imaging, lasers, one appointment crowns.
- ❑ Decreased/Stagnant Third Party Dental Reimbursement:
- ❑ Increasing Costs of Government Regulations: Compliance with HIPPA, Translation Services, Medical Device tax etc.

- Where have we made efforts/seen decreased costs?

PREVENTION

- ❑ The dental community developed and implemented a school based preventative sealant program through out Montana reaching over 12,000 children in our state.
- ❑ The Montana Dental Association actively lobbied for Preventative Adult Medicaid codes.
- ❑ ABCD program: Access to Baby and Child Dentistry program



Efforts to decrease costs

- ❑ Programs that address acute dental needs like Hospital referral programs that help keep patients out of the emergency rooms
- ❑ Community based programs like Shepherd Hand Free Clinic in the Flathead Valley and Project Homeless Connect again address dental pain and infection and help keep patients out of emergency rooms thus reducing ER costs.



Fee Transparency in Oral Health Care

- ❑ We provide an estimate so our patients have a very accurate sense of what their treatment costs will be.
- ❑ This happens many times a day at hundreds of dental offices across our state



As small healthcare practices we ask these things when considering new transparency requirements:

- ❑ Please do not impose new requirements that exceed the ability of small practices to meet.
- ❑ Minimize the increased costs of healthcare due to increased costs for small practice regulatory compliance.
- ❑ Avoid compliance penalties and certainly those that fall disproportionately on small practices.
- ❑ Include requirements that promote patient understanding of the full picture of healthcare, based not only on costs, but also balanced with quality measures that are uniquely suited to small practices, available through current systems, meaningful to patients and fair to small practice providers.