Innovative Approaches of Integration Between Medical and Dental

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HealthPartners

CCO Oregon Fall Conference
Dental Integration
Tuesday, November 18, 2014
Eugene, Oregon
It’s nice to be back in Oregon!

Greetings from Minnesota!
What’s the backdrop for all of this?

Slide courtesy Paul Glassman, DDS

Learning objectives:

• Identify an integrated practice setting in the Midwest where medical care is offered alongside dental care.
• Describe the models of practice that include an expanded role in primary care delivery.
• Define dentistry’s role in the collaborative care model
• Identify opportunities where dental integration strategies can be employed to support better overall health and triple-aim results.
HealthPartners at a glance...

- Not-for-profit, consumer-governed
- Integrated care and financing system
  - A team of 21,000 people
  - Health and Dental 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
  - 75 + dentists, 60 + hygienists, 3 dental therapists
  - Specialties: oral surgery, orthodontics, pediatric dentistry, periodontics, prosthodontics, endodontics
  - 22 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
Our unique position

HealthPartners Family of Organizations

- Medical Group & Clinics
- Hospitals
- Pharmacy
- Medical & Dental Health Plan
- Institute for Education & Research
- DENTAL GROUP

A Shared Purpose

HealthPartners Triple Aim

- Health
- Experience
- Affordability

- Research generates knowledge & innovation
- HPDG provides care & shapes delivery
- Dental Plan structures reimbursement, develops provider resources, influences quality
Triple Aim: Transformation Elements

Set goals; aim high

Redesign Care
- Reliability
- Customization
- Access
- Coordination

Align compensation, payment, and plan benefit design with Triple Aim goals

Transparently report results

Proactively identify and engage high risk populations

Support healthy lifestyle choices

Provide actionable Triple Aim data

Culture

Our Strategies

- **Partner** for better health
- Design **new approaches** to care
- Engage consumers **effectively**
- Pilot **new payment approaches**
Minnesota is known for innovation!

Another Minnesota “first”:

If you have a toothache, one of the first persons you call most likely would be your dentist to set up an appointment. If you need a flu shot, who would you call?

Probably not your dentist. But if Rep. Jerry Hertaus (R-Greenfield) gets his bill passed, you could get your flu vaccination during your routine teeth cleaning.

HF 2581 would allow licensed dentists to administer influenza vaccinations if they have immediate access to emergency response equipment and have received training on how to give the shot and respond to vaccine reactions.

Rep. Hertaus explains his bill and tells who in particular would be helped in our Starting Line segment for this week. Watch it here.
HealthPartners is also known for innovation!

We live in a life of change...

Amazing what you can get when you spend over $1 Billion!
How many of you remember this?

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

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
HealthPartners Dental Group

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Goals of being “Evidence-Based”

Best evidence

Clinical Guidelines

Used by permission of the ADA, December 2008
Evidence-based Care Guidelines

HealthPartners’ Dental Group: Current Guidelines

- Caries
- Periodontal disease
- Oral Cancer
- Treatment Planning
- Endodontic Care
- Third-Molar Care
Building a Simulation System To Train Dentists To Practice Evidence-Based Dentistry

Case-based learning, structured around an internet interface

HealthPartners Dental Group

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Caries Risk Assessment

Perio Risk Assessment
## Oral Cancer Risk Assessment

### Risk Assessments Recorded

**Risk Assessments Recorded**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Percent Events</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1/2008</td>
<td>60%</td>
</tr>
<tr>
<td>Q2/2008</td>
<td>70%</td>
</tr>
<tr>
<td>Q3/2008</td>
<td>80%</td>
</tr>
<tr>
<td>Q4/2008</td>
<td>90%</td>
</tr>
</tbody>
</table>

**Graph:**

- **Current_Pat**: Blue line
- **Prior_Pat**: Green line
- **OC_Pat**: Orange line
- **Goal**: Yellow line

**Note:** Graph shows the percentage of events recorded from Q1/2008 through Q4/2014.
Perio Interventions

Caries Interventions
Oral Cancer Interventions

Oral Cancer Interventions Prescribed

4/1/2009 through 3/31/2014

Percent of Risk Assessments

Quarter

Personal Care Report

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:

Your Risk Description

- Today’s exam: Moderate
- Last exam: Low
- Recommended to reduce your risk level for Caries Disease:
  - Daily brushing of fluoride product purchased at HealthPartners pharmacy or other retail store. Brush with fluoride twice or twice daily or 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:

Your Risk Description

- Today: Moderate
- Last exam: Moderate
- Recommended 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:

Your Risk Description

- Today’s exam: Elevated
- Last exam: Moderate
- Recommended to reduce your risk level for Oral Cancer:
  - Consider quitting tobacco habit, participate in a QuitLine program or other means of quitting.

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 651-358-6300
or visit our website at www.healthpartners.com/dental

- Color Key:
  - Low
  - Moderate
  - High

- Blood Pressure: 135/72
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