



# The Oral Healthcare Solutions Project:

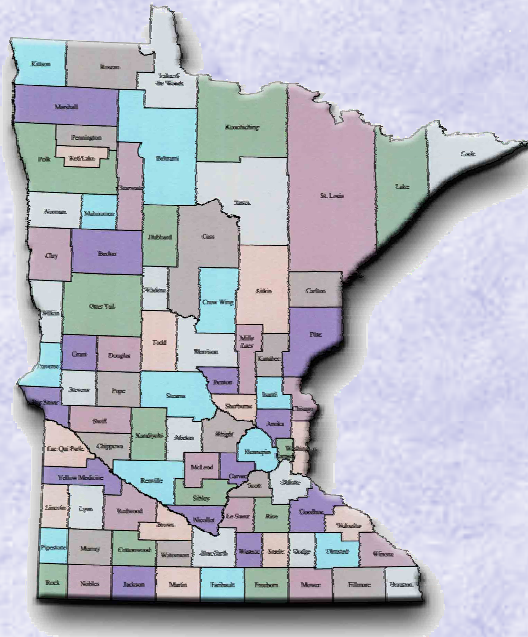
## *Designing a New Oral Healthcare System*

Michael J. Helgeson, Project Executive  
Deborah Jacobi, Project Coordinator  
Patricia Glasrud, Minnesota Dental Association

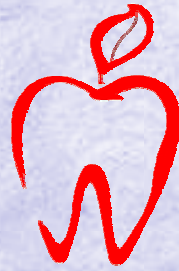
National Oral Health Conference  
May 4th, 2005



# Oral Healthcare Solutions Project

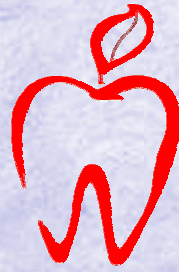


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# Oral Healthcare Solutions Project

1. *Design a new Oral Healthcare System*  
*...That delivers improved oral healthcare at*  
*the current Medicaid cost per person treated*



# Oral Healthcare Solutions Project

2. *Prepare a Business Plan to implement it*



## Professional Organizations

- ## Community Clinics and Safety Net Providers

- Apple Tree Dental
- Children's Dental Services
- Community University Health Care Center
- Family Health Care Center
- Peterson and Peterson Family Dental
- Red River Valley Dental Access Project
- West Side Community Health Services

## Educational Programs

- ## Head Start and Community Action Programs

- Minnesota Head Start Association
- Community Action, Duluth
- Mahube Community Action, Detroit Lakes
- Ramsey Action Programs Head Start
- Western Community Action Head Start

[illegible]

## Health Plans

- ## **Advocacy and Local Public Health**

- Carver County
- Dakota County
- Legal Services Advocacy Project
- Minneapolis Department of Health and Family Support
- Minnesota Disability Law Center
- Oral Health America Foundation
- Region Nine Development Commission
- Renville County

## State Agencies

- ## Others

- And numerous additional local individuals  
and national experts!***



# Who helped manage the Project?

## Apple Tree Dental

Project facilitation, general management, business planning

## Department of Human Services

Project contract administration, planning partner

## Minnesota Dental Association

Governance Committee partner, Treatment Team Co-Chair,  
private practice partner recruitment

## Governance Committee

Determining the vision and goals of the project, monitoring the design process, planning the central management for the new model, approving all key design elements and the business plan



# Design Process Overview....

- Recruiting Design Partners
- Establishing Governance and Ground Rules
- Retreat #1: Consensus on Design Goals
- Retreat #2: Consensus on Framework
- Formation of Design Teams
- Completion of the Pilot Project Plan
- Recruiting Pilot Project Partners
- Submitting the Business Plan to DHS

*Oral Healthcare Solutions Project*

# **GOVERNANCE COMMITTEE**

## ***POLICIES AND OPERATING PRINCIPLES***



Minnesota

Oral Healthcare Solutions Project



**Apple Tree Dental**

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JANUARY 15, 2004

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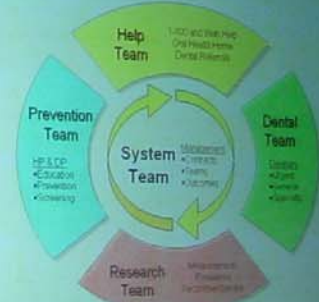






# Oral Healthcare System

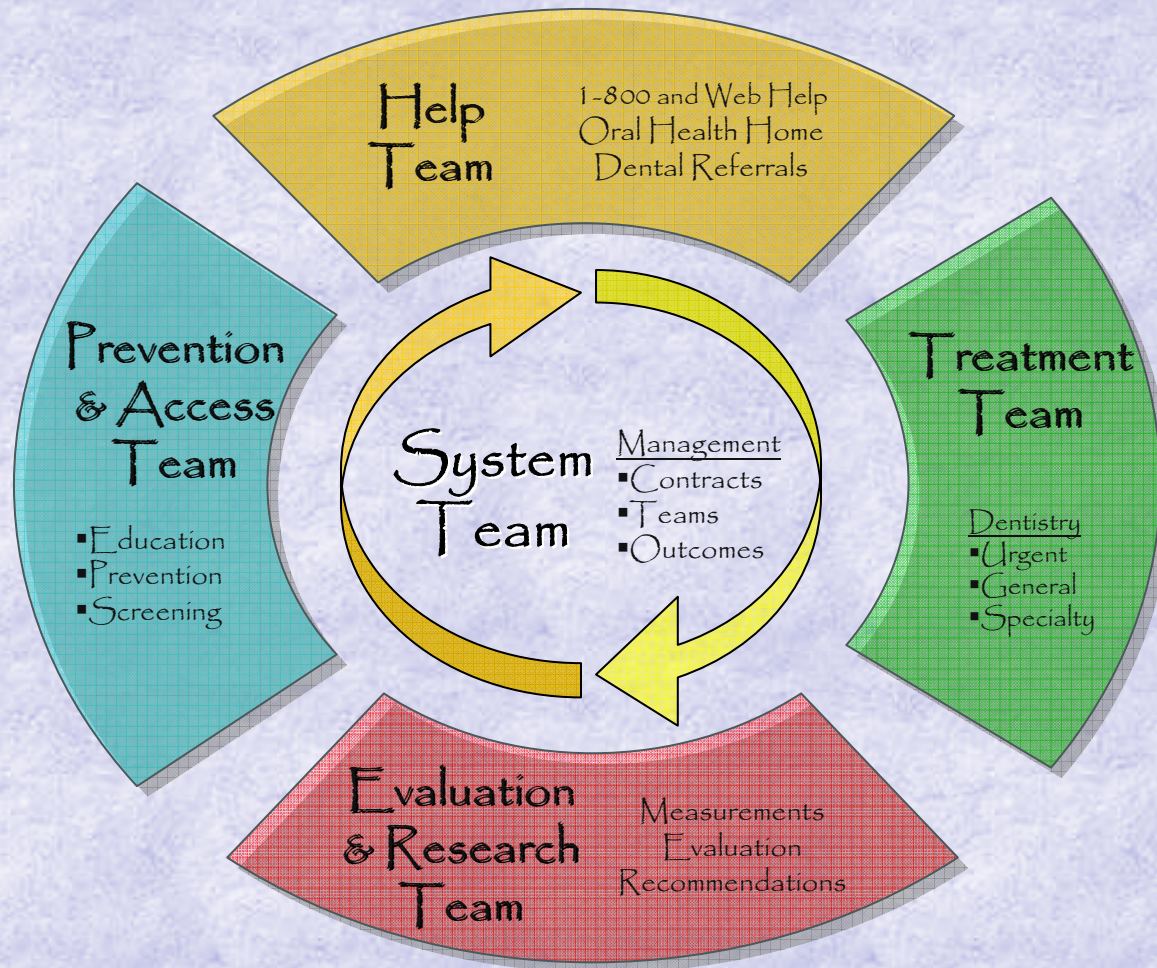
Continuous Process Diagram



Medtronic

# Oral Healthcare System

## *Design Process*



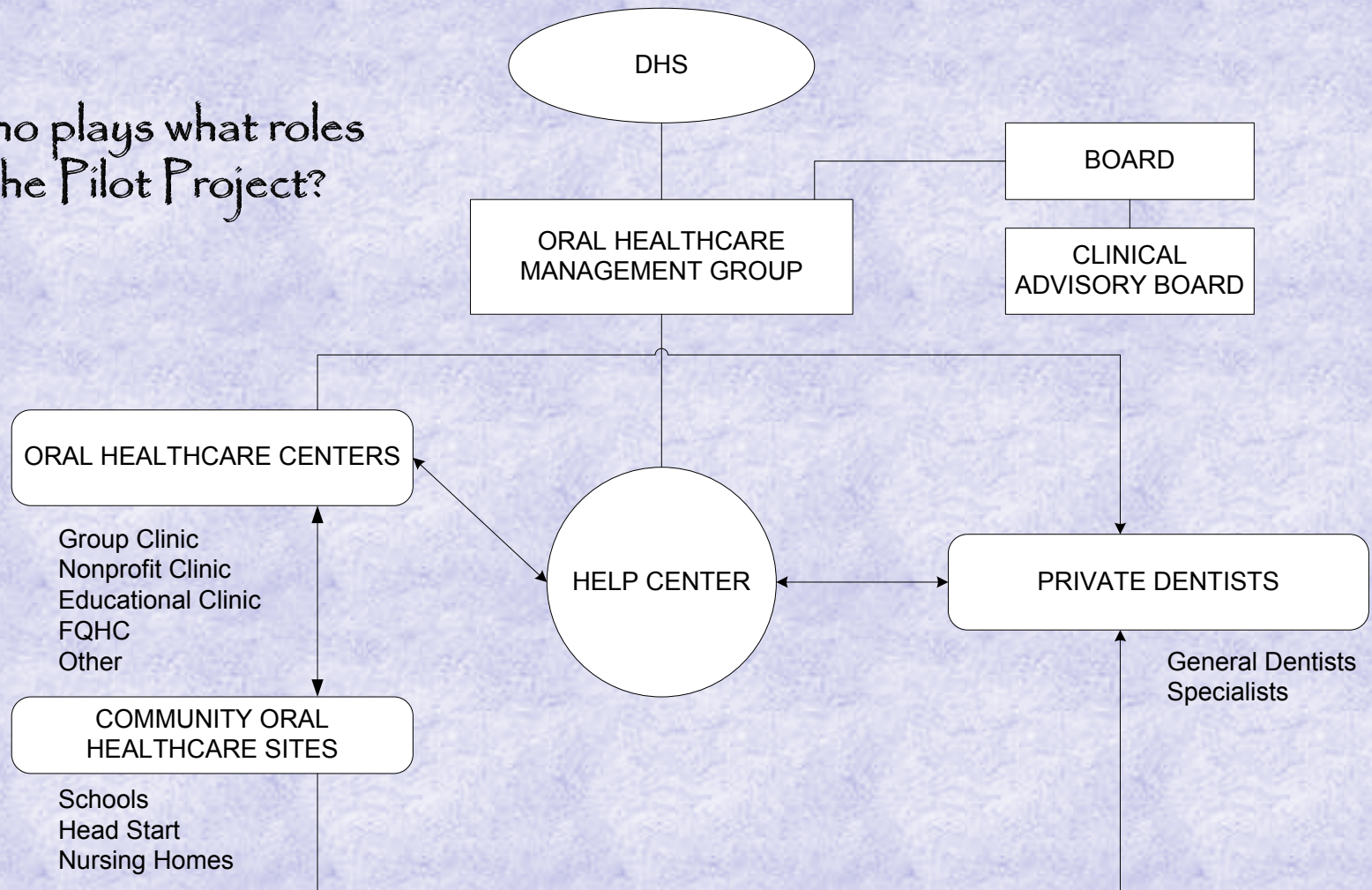


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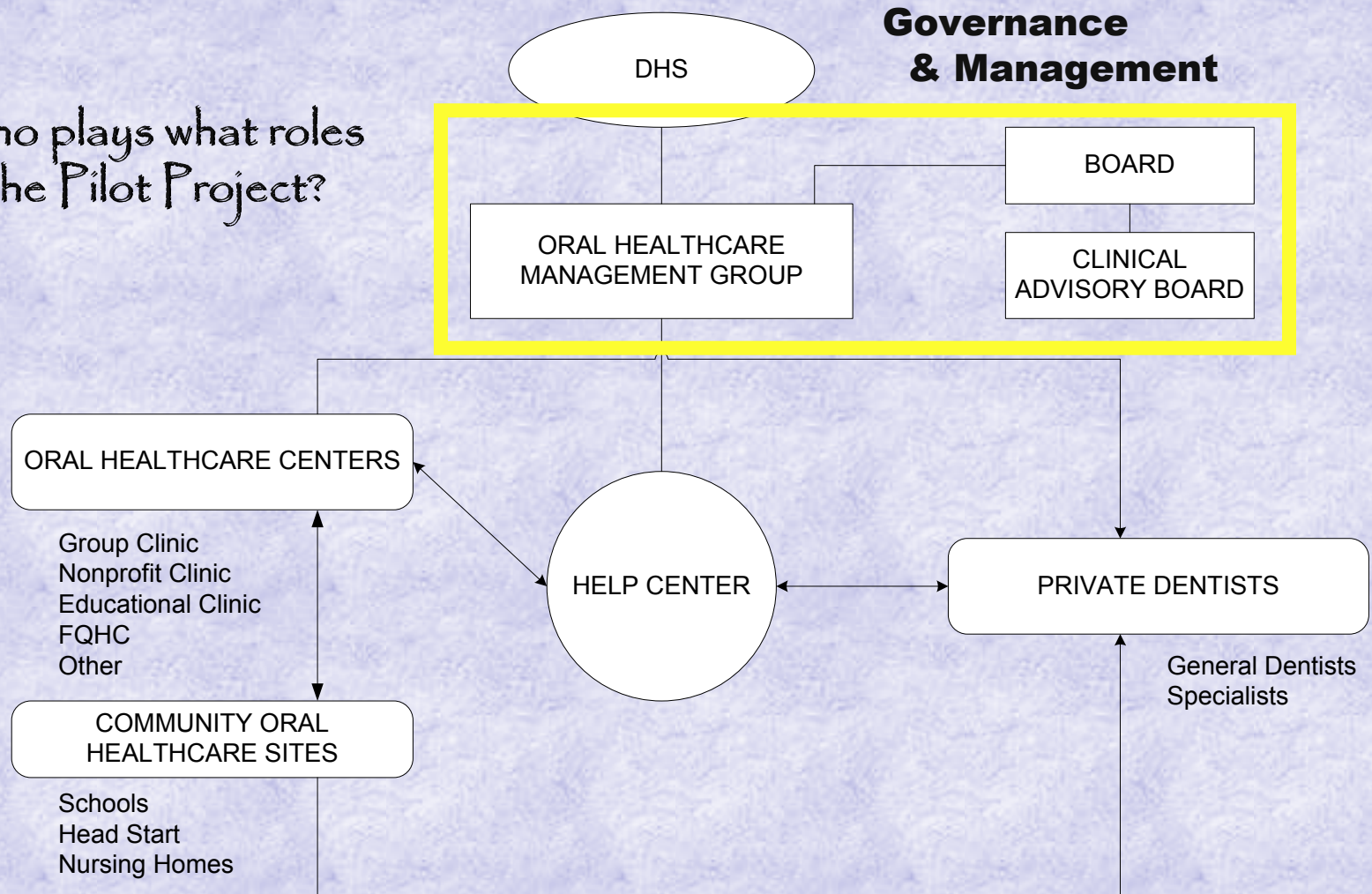
# Oral Healthcare System Pilot Project

Who plays what roles  
in the Pilot Project?



# Oral Healthcare System Pilot Project

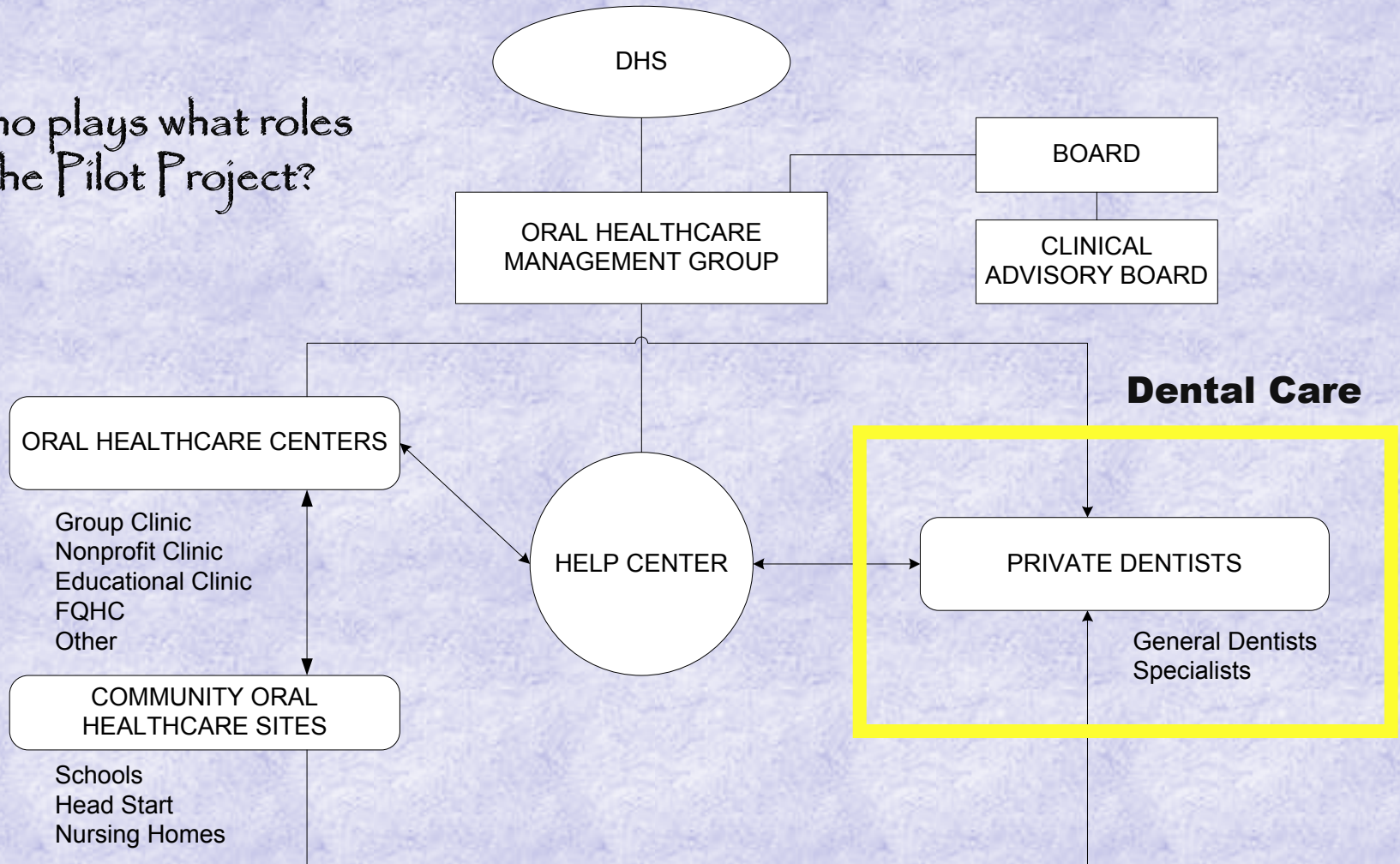
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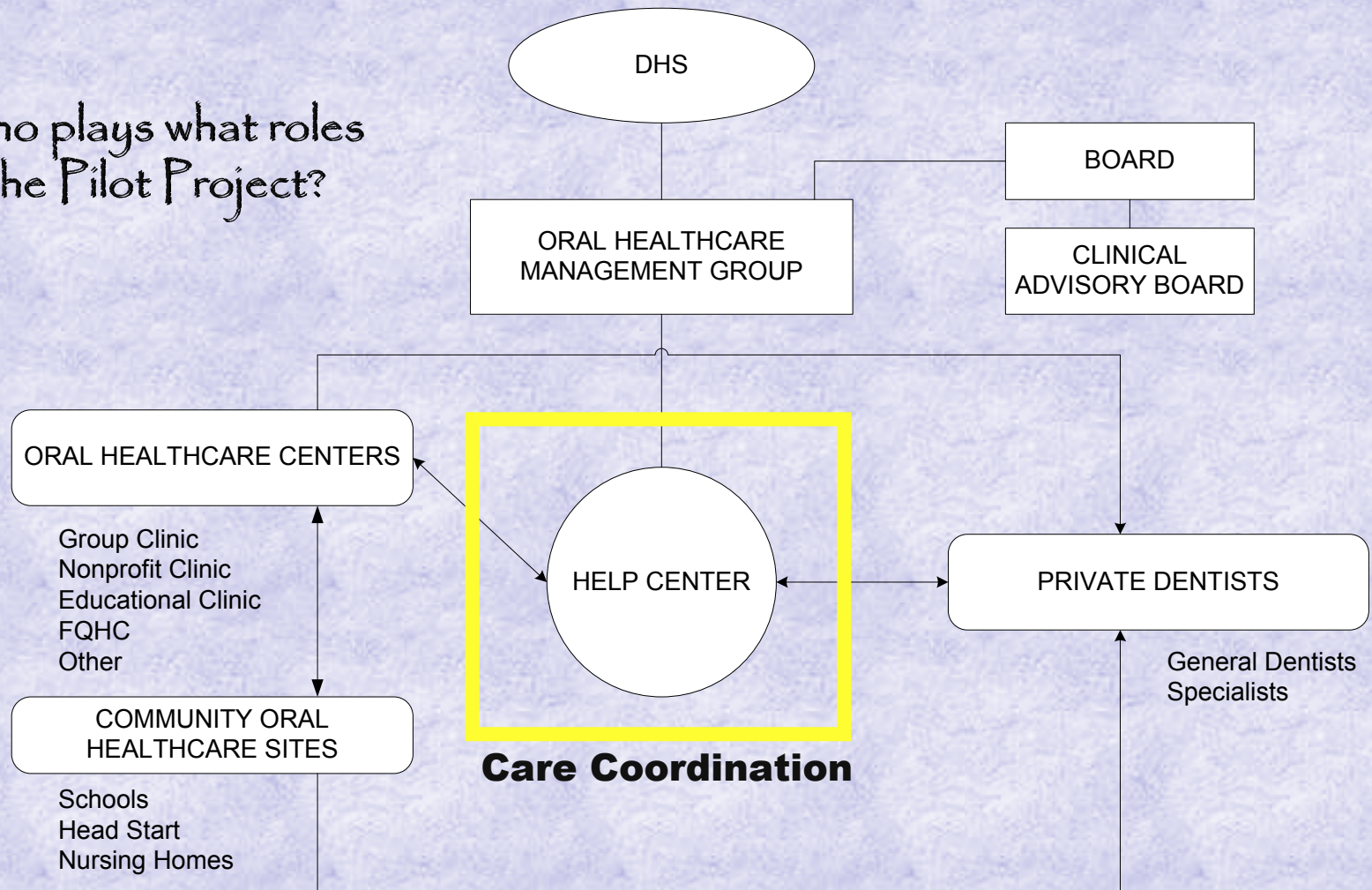
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# Oral Healthcare System Pilot Project

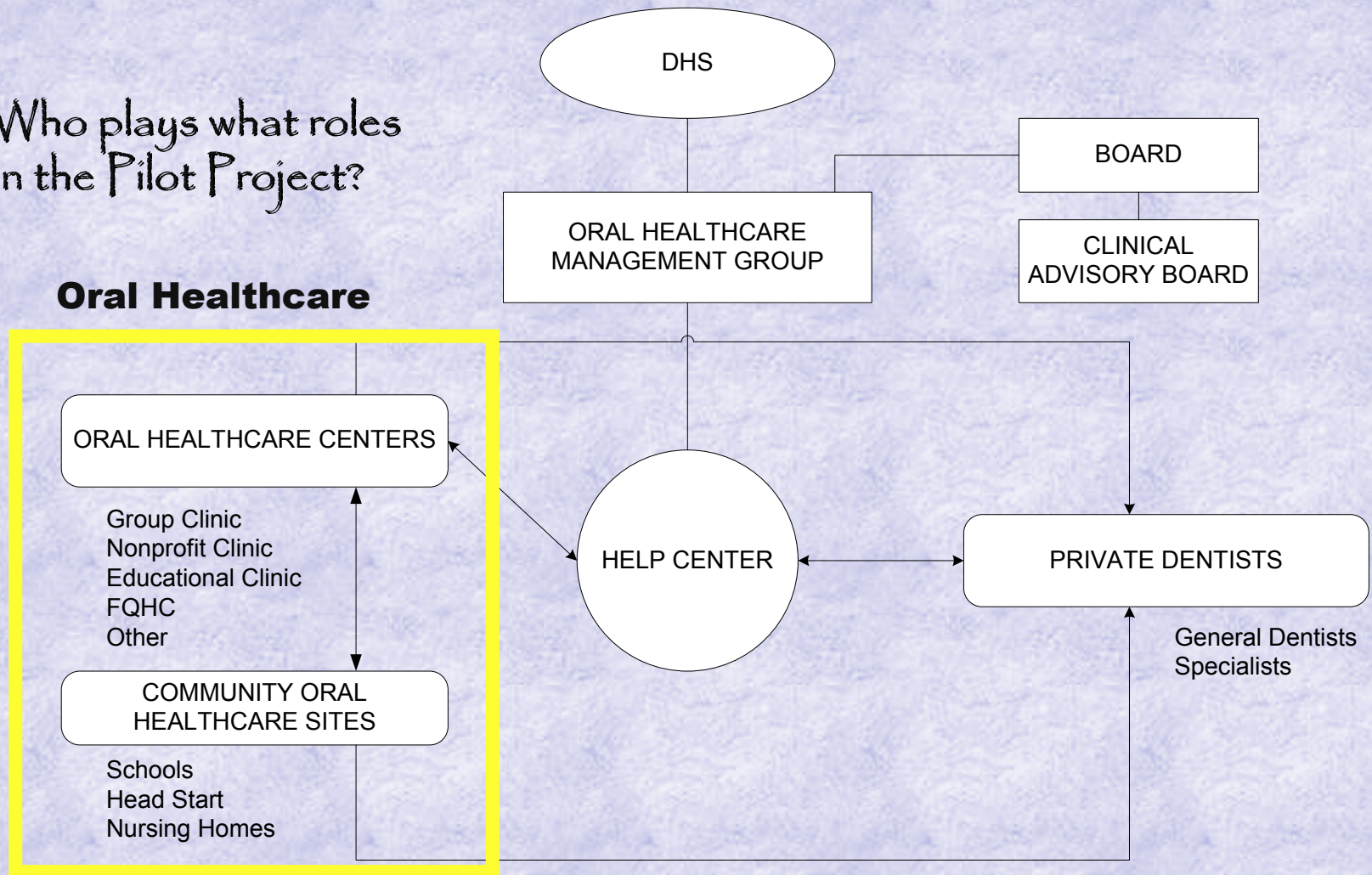
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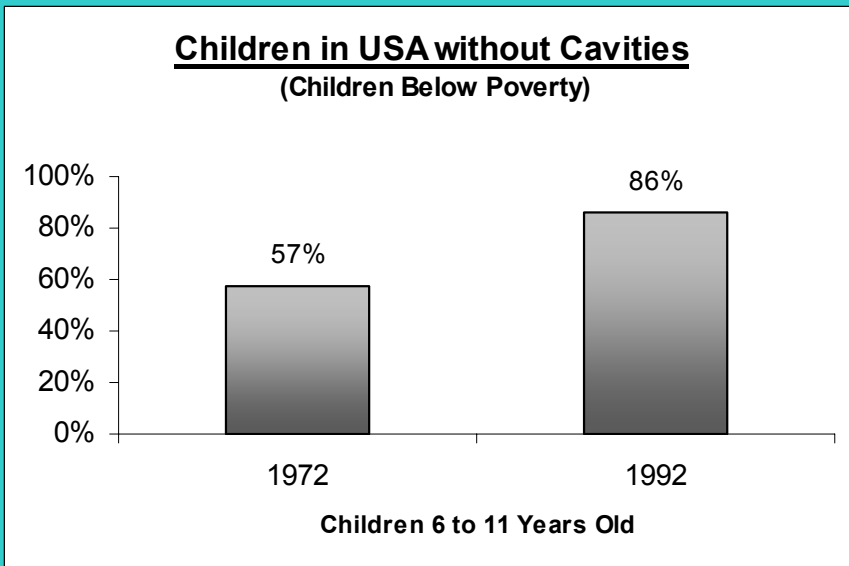
# Oral Healthcare System Pilot Project

Who plays what roles  
in the Pilot Project?

## Oral Healthcare



# Financial Model....



**Improved Oral Health Goals**

## **Meaningful Outcomes**

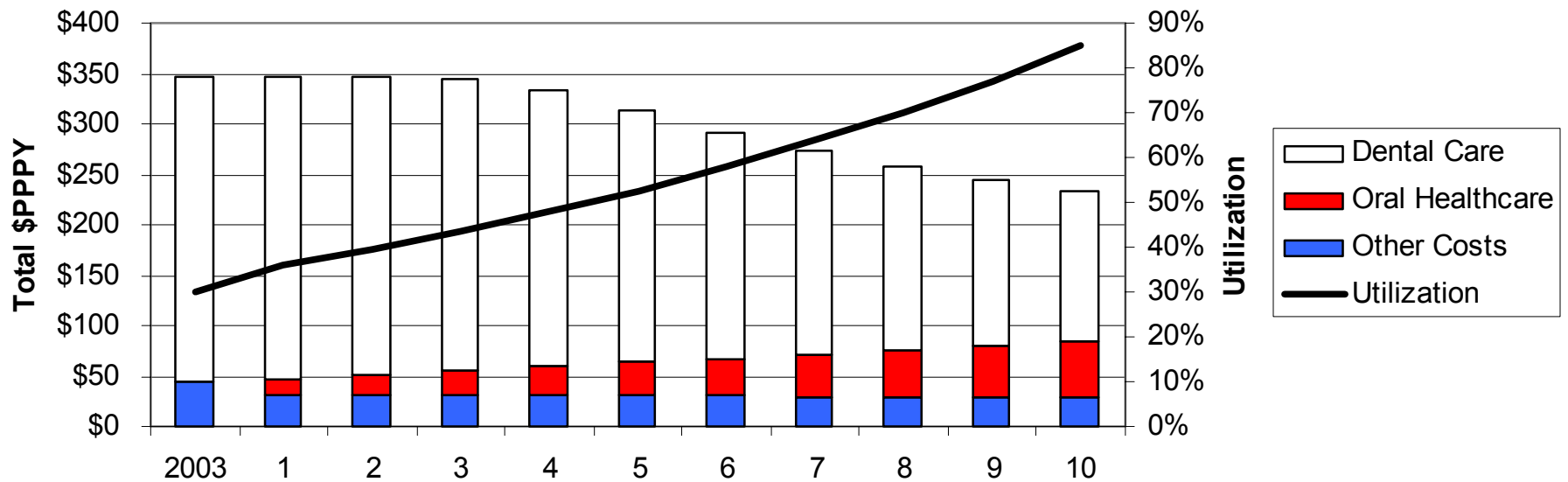
- Improved Health
- Decreased Disease

***Not Simply Counting  
Dental Visits***

# Financial Model....

## Total Cost Per Person Per Year (\$PPPY)

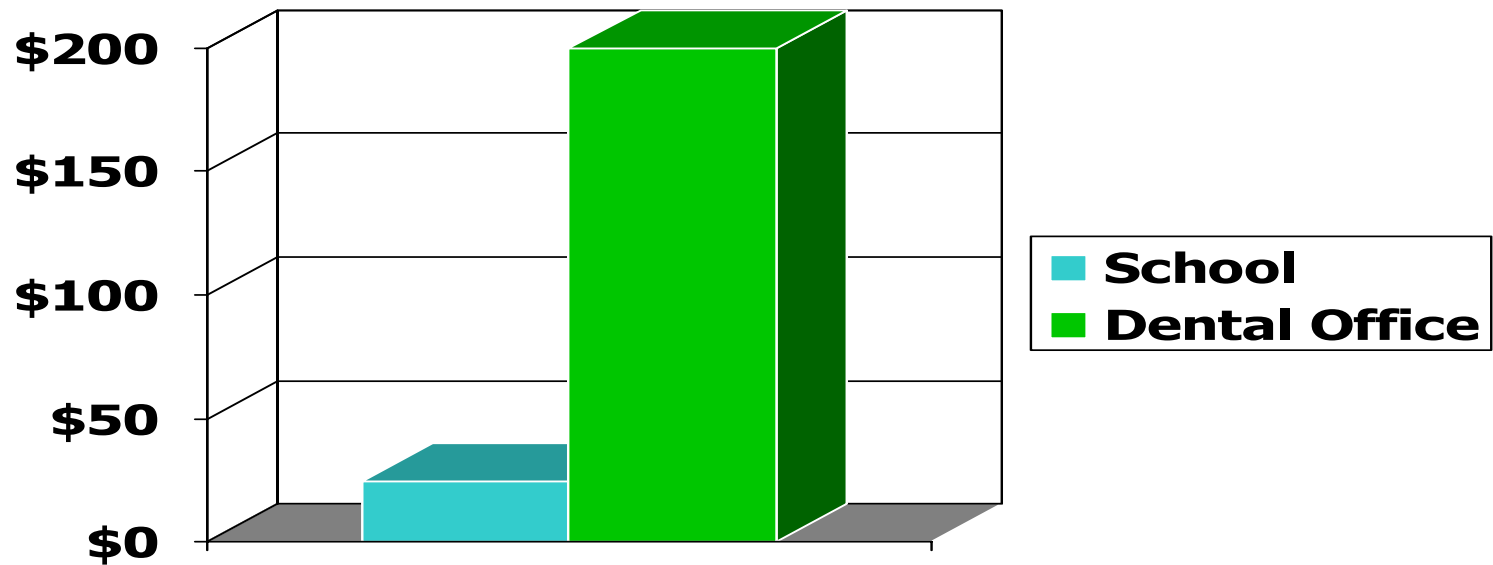
With Increased Utilization












# How does the new *system* reduce costs?

## 1. Provides less costly education, prevention and screening services



# How does the new *system* reduce costs?




## 2. Optimizes new roles for all types of providers

-  **Dentists**
-  **Dental Hygienists**
-  **Dental Assistants**
-  **School Teachers**
-  **Public Health and Social Services**
-  **Nurses and Caregivers**
-  **Physicians**

**And Others.....**





# How does the new *system* reduce costs?

## **3. Optimizes the frequency of prevention and quality of treatment**

-  **Establishes a new governance model that is accountable for oral healthcare outcomes**
-  **Collects essential risk assessment, diagnosis and treatment information**
-  **Establishes a Clinical Advisory Board to analyze the best readily available evidence and to implement continuous improvements in clinical practices and customer services**

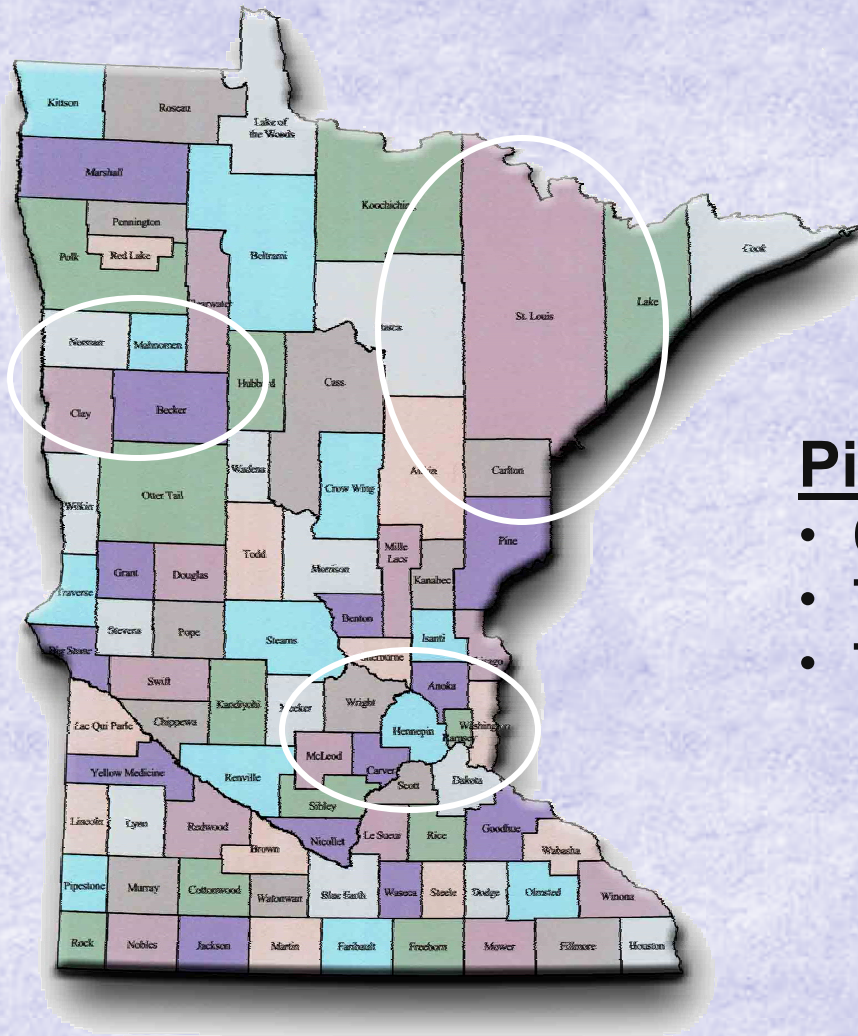
# How does the new *system* reduce costs?

## 4. Reduces Indirect Costs

-  Reduces claims administration costs
-  Reduces transportation expenses
-  Reduces costs of appointment failures
-  Reduces medical care costs triggered by uncontrolled dental diseases



# Pilot Project Enrollment and Startup.....



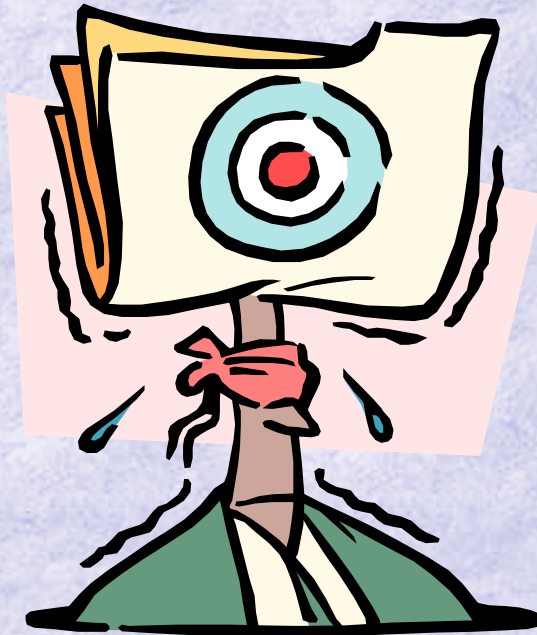
## Pilot Project

- 60,000 to 80,000 people
- Three Regions
- Two years

# What's the Urgency?



# Discussion....



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