

Special Smiles in Pennsylvania

**National Oral Health Conference
Pre-session Medicaid Caucus
Omni William Penn Hotel
Pittsburgh, PA
May 1, 2005**

***Paul R. Westerberg, DDS, MBA
Chief Dental Officer
Pennsylvania Dept. of Public Welfare***

***Mark S. Goldstein, DDS
Pediatric Dental Associates
Special Smiles, Ltd.***

***Emilee Langer, MPH
Executive Director
Special Smiles, Ltd.***

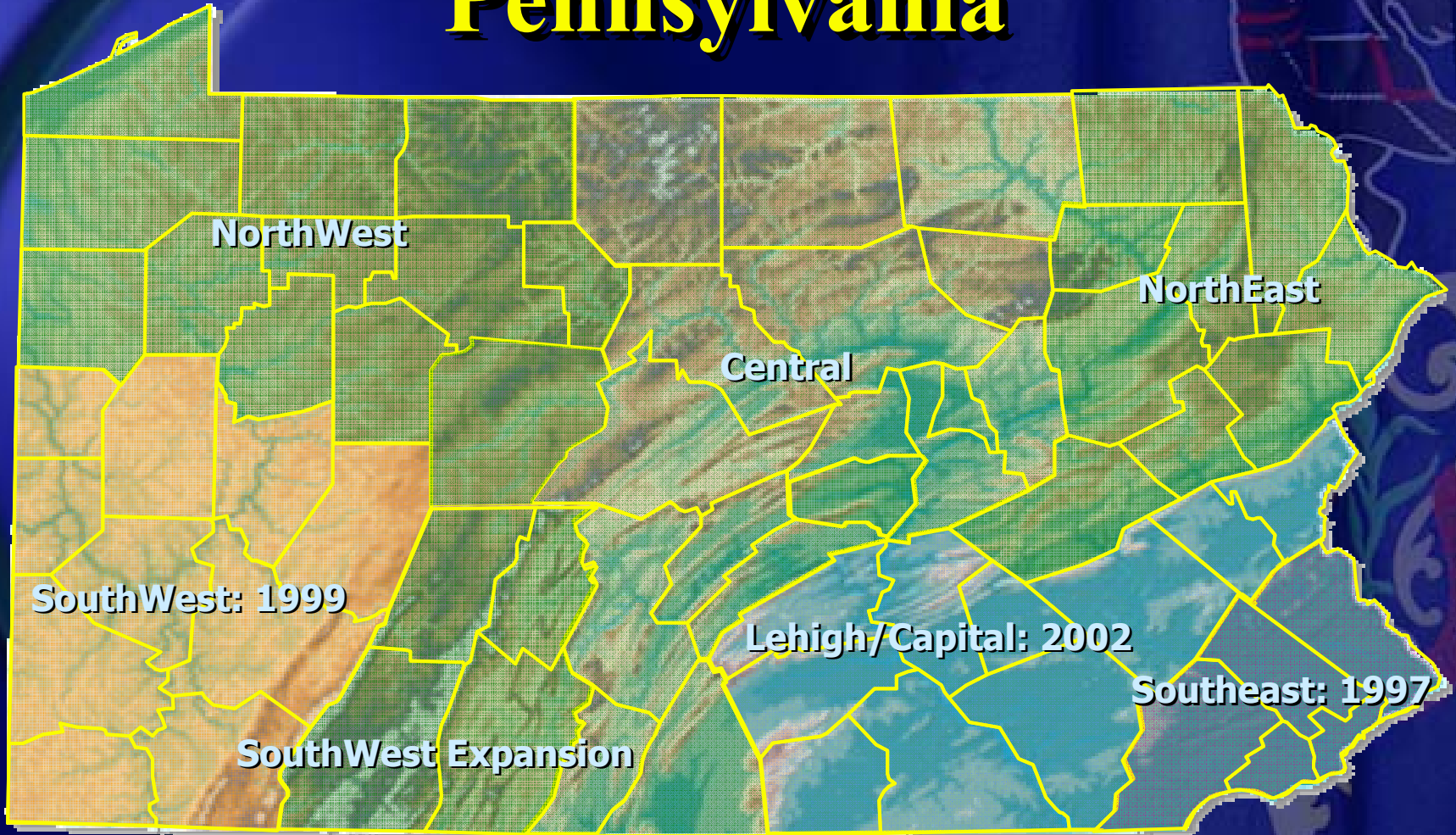
Milestones

- 1995** -- Pedodontic Residency established by Pediatric Dental Associates at Episcopal Hospital in Philadelphia
- 1997** -- Mandatory Managed Care implemented in the Southeast Zone of Health Choices
- 1999** -- First DPW sponsored Dental Summit in Pennsylvania
- 2000** -- Proposal to create a dedicated dental facility to treat Special Needs patients proposed by Pediatric Dental Associates

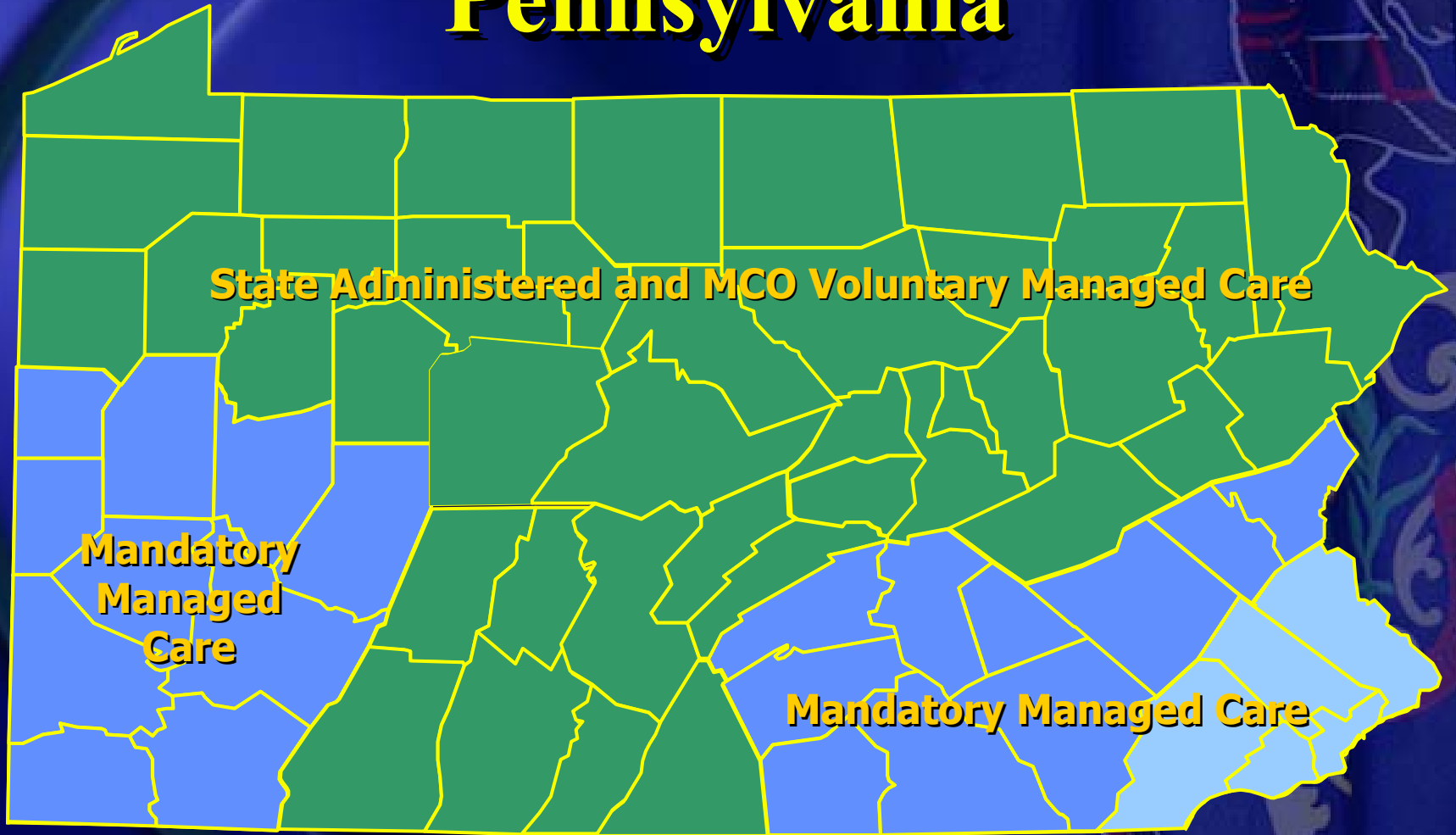
Negotiation/Contracting Phase

- ◆ Required negotiations with the four Managed Care Organizations operating in *SE HealthChoices*
- ◆ Global budgeting was proposed with capacity to be divided between MCOs according to market share
- ◆ Venture capital was provided by Pediatric Dental Associates
- ◆ Universal participation by MCOs required for operational status

MA Managed Care in Pennsylvania



MA Managed Care in Pennsylvania



Location of Special Smiles, Ltd.

September 2001



Location of Special Smiles, Ltd.

September 2001



**Philadelphia
County**

**Special Smiles, Ltd.
Temple University Hospital
Episcopal Campus**



Demystifying the Process

- ◆ *Opportunity*
- ◆ *Relationships*
- ◆ *Perseverance*

Opportunity

◆ *Managed Care Implementation*

◆ *Focus*

◆ *Flexibility*

◆ *Provider Initiative*

◆ *Expertise*

◆ *Availability*

Relationships

- ◆ ***State Government (DPW)***
- ◆ ***MCOs***
- ◆ ***Provider Community***
- ◆ ***Membership (Patients)***
- ◆ ***Advocacy Community***

Perseverance

- ◆ ***Concept Development***
- ◆ ***Negotiations/Contracting***
- ◆ ***Implementation***
- ◆ ***Continuation***

Replication Attempts

2004 -- Request for Applications to create a second dedicated facility based on the Special Smiles model

- Grant funds received through the *State Action for Oral Health Access Program (RWJF)*
- Modified program application accepted for funding

2005 -- Collaborative effort with PA Department of Health Primary Care Community Challenge Grants

- No applications received in 2005 cycle

Special Smiles, Ltd

**A Center of Excellence Approach to
Special Needs Dentistry**

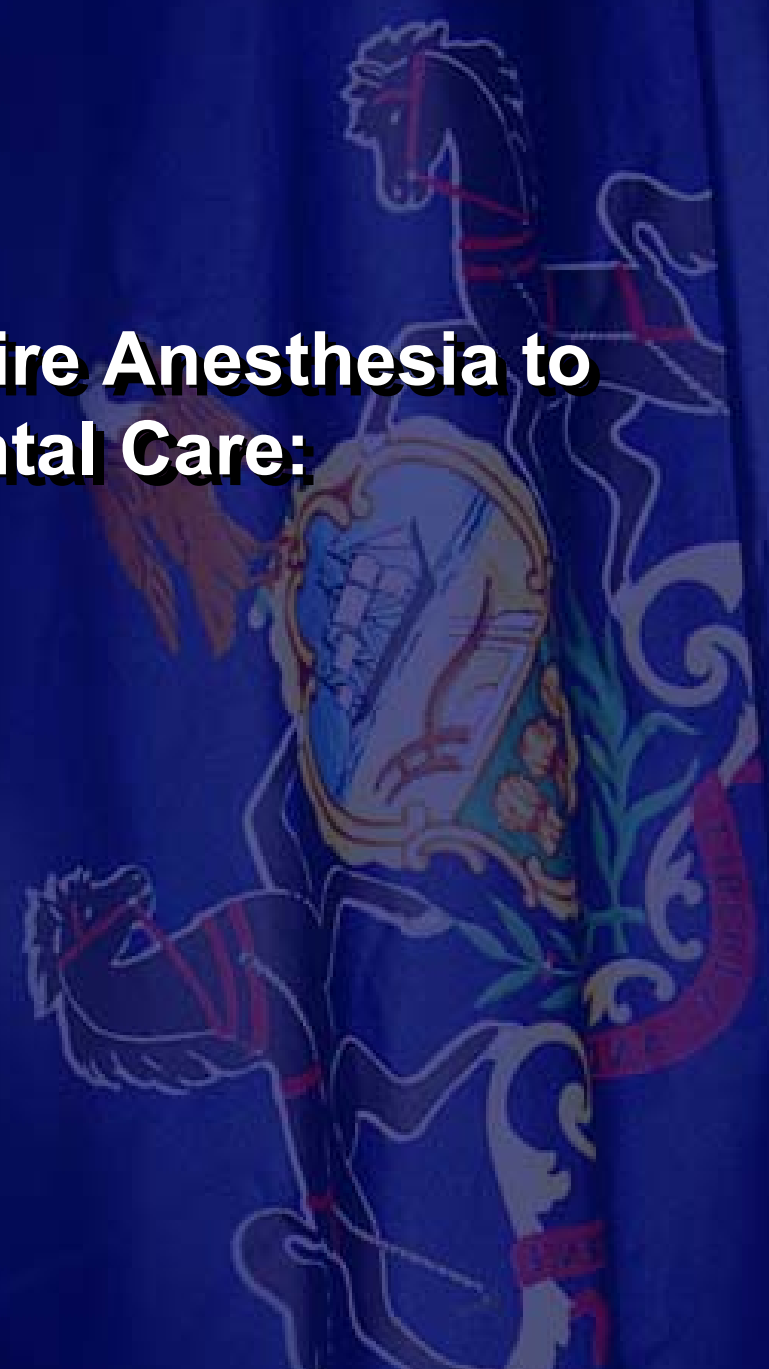
**Presented by
Emilee Langer, MPH
Mark Goldstein, DDS**

Who We Are

- **Comprehensive, Cost Effective Outpatient Dental Care**
- **Improved Access to Care**
 - **Intellectual and Physical Disabilities**
- **Education and Outreach for Parents and Direct Care Staff**

Our Patients

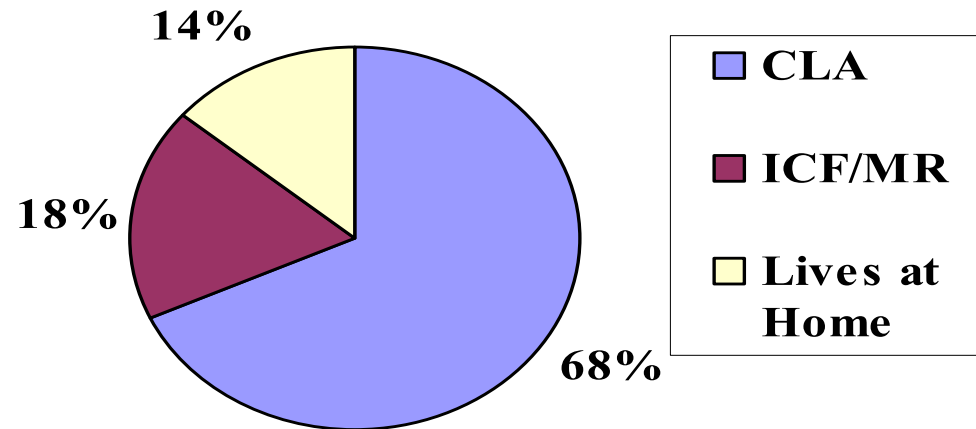
- **Individuals Who Require Anesthesia to Complete Routine Dental Care:**
 - **Age 12 and Older**
 - **Intellectual Disabilities**
 - **Physical Disabilities**
 - **Maladaptive Behaviors**
 - **MR/MH Dual Diagnosis**



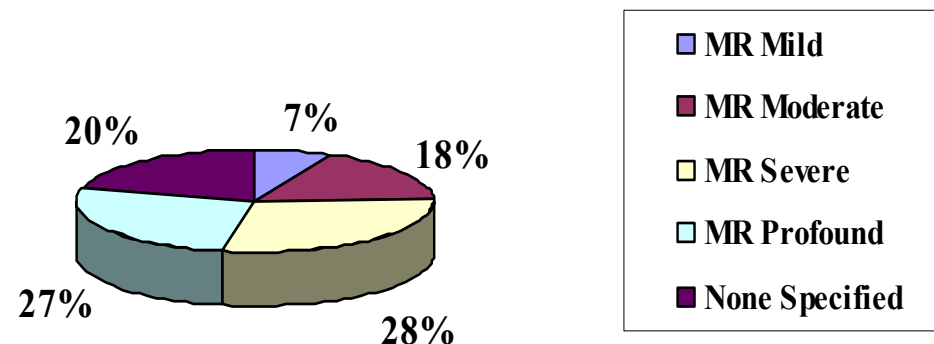
Patient Demographics

- 68% Community Supported
- 18% Intermediate Care Facilities (ICF)
- 15% Parent Supported
- > 50% Severe to Profound Disabilities
- 20% Non-MR Patients

Referral Sources

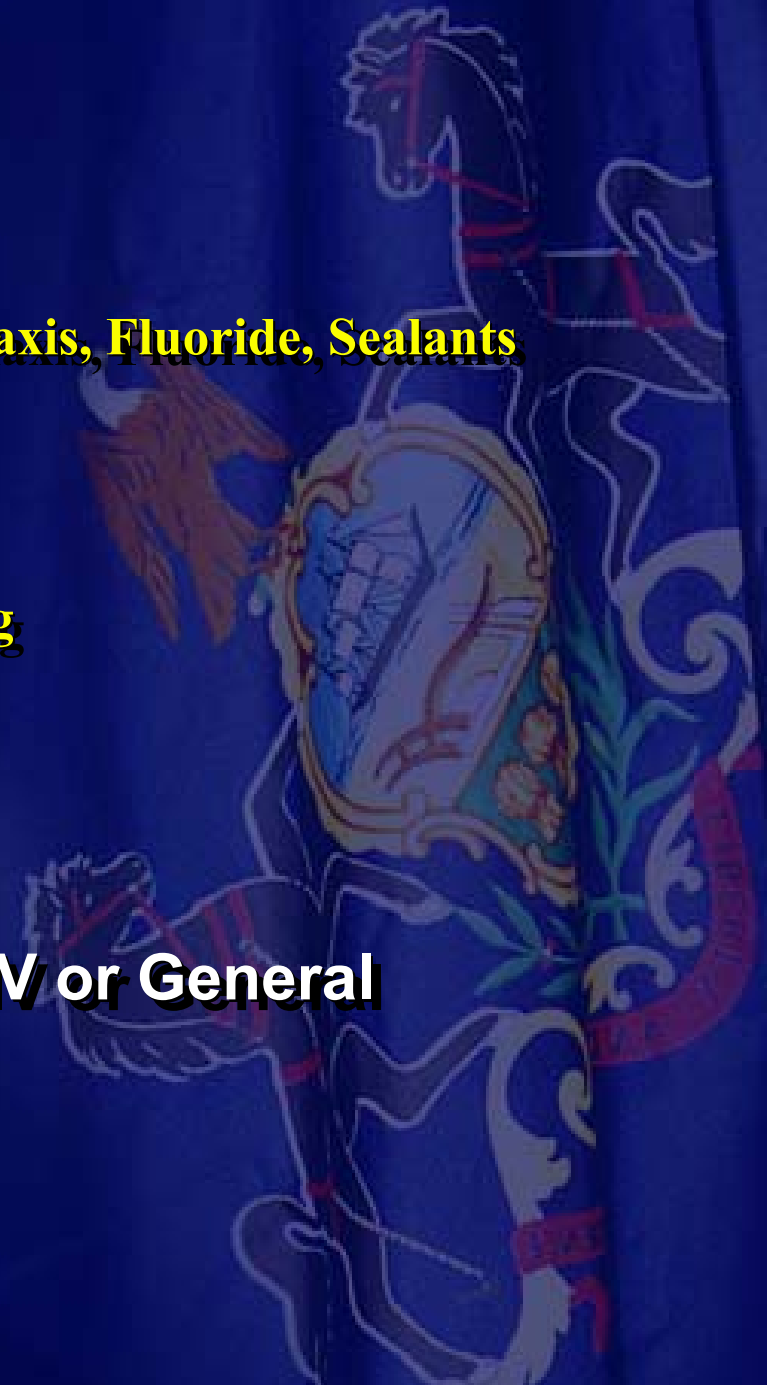


MR Classification



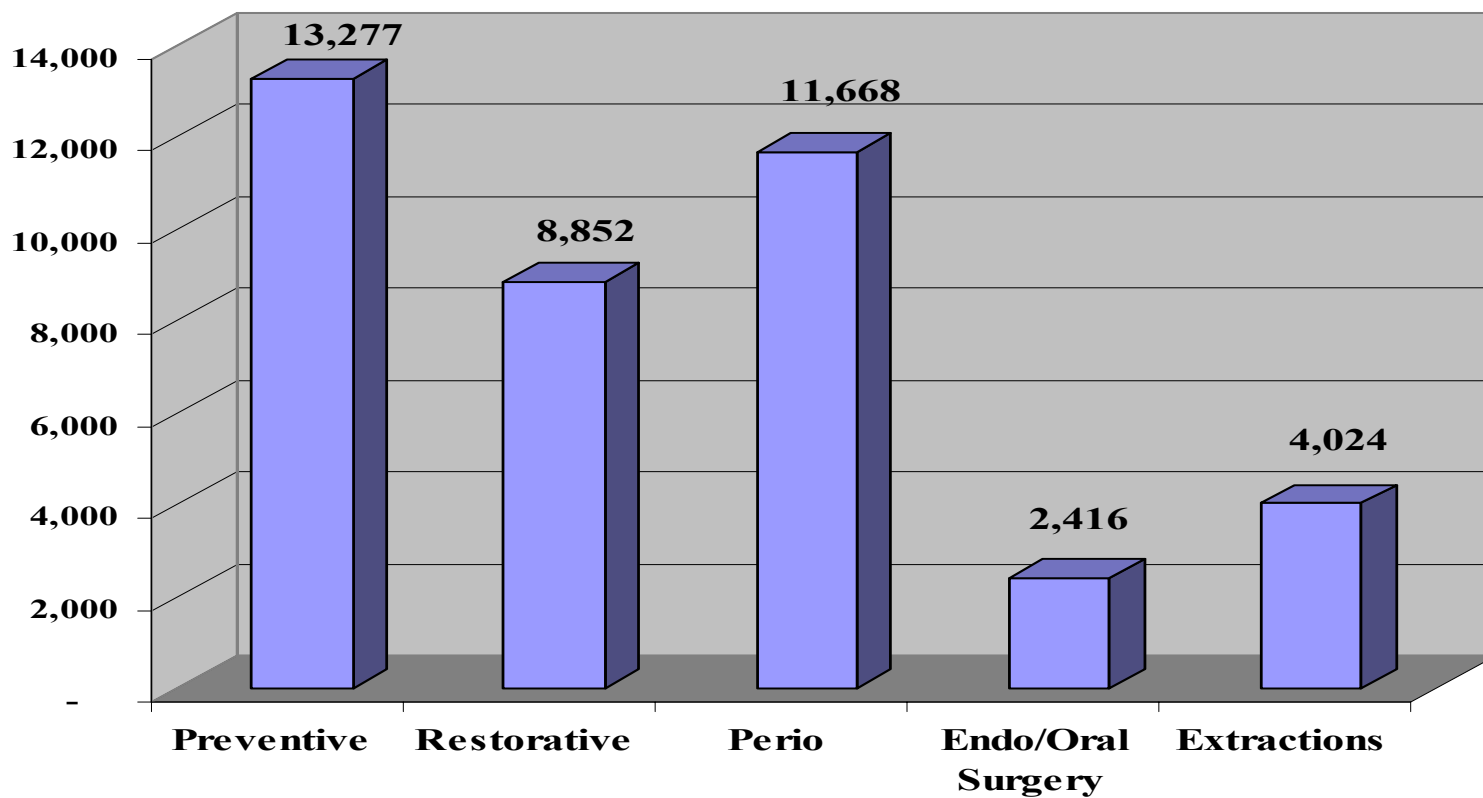
What We Do

- **Full Mouth Rehabilitation**
 - **Comprehensive Oral Exam, Prophylaxis, Fluoride, Sealants**
 - **Full Mouth X-Ray**
 - **Amalgam and Composite Fillings**
 - **Endodontics**
 - **Periodontal Scaling and Root Planing**
 - **Minor Oral/Periodontal Surgery**
 - **Excision and Biopsy of Lesions**
 - **Gingivectomy/Alveoloplasty**
 - **Extractions**
- **100% of care delivered under IV or General Anesthesia**



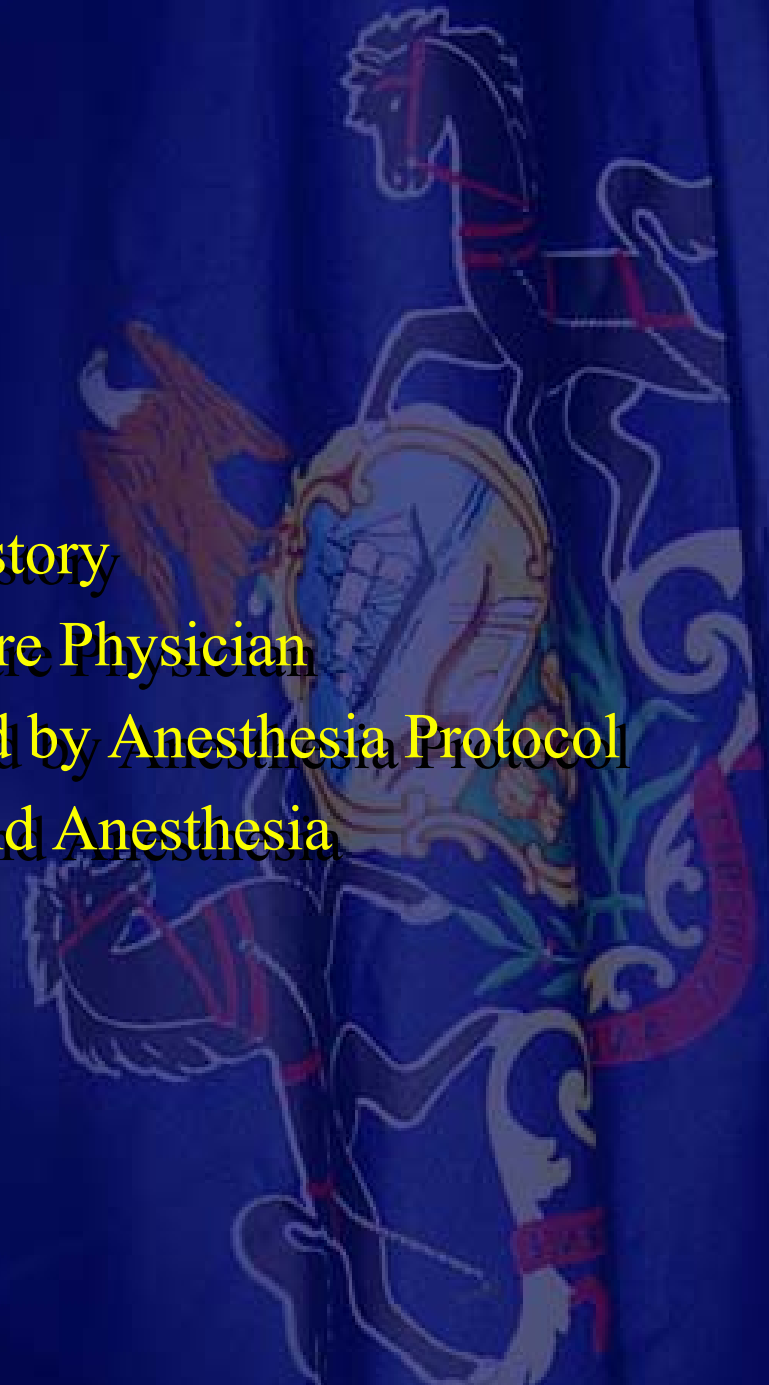
Treatment Break Out

Procedures by Treatment Category



How It Works

- **Two Appointments**
- **Screening**
 - Lifetime Medical and Dental History
 - Physical Exam from Primary Care Physician
 - Diagnostic Lab Tests as Directed by Anesthesia Protocol
 - Consent for Dental Treatment and Anesthesia
- **Full Mouth Rehabilitation**



Milestones

- **Over 40,000 Procedures Completed!**
- **3,600 Full Mouth Rehabilitations**
- **Education and Outreach to 400 Parents and Agency Personnel**
- **Reduced Cancellation Rate from 47% to 18% over 2 years**

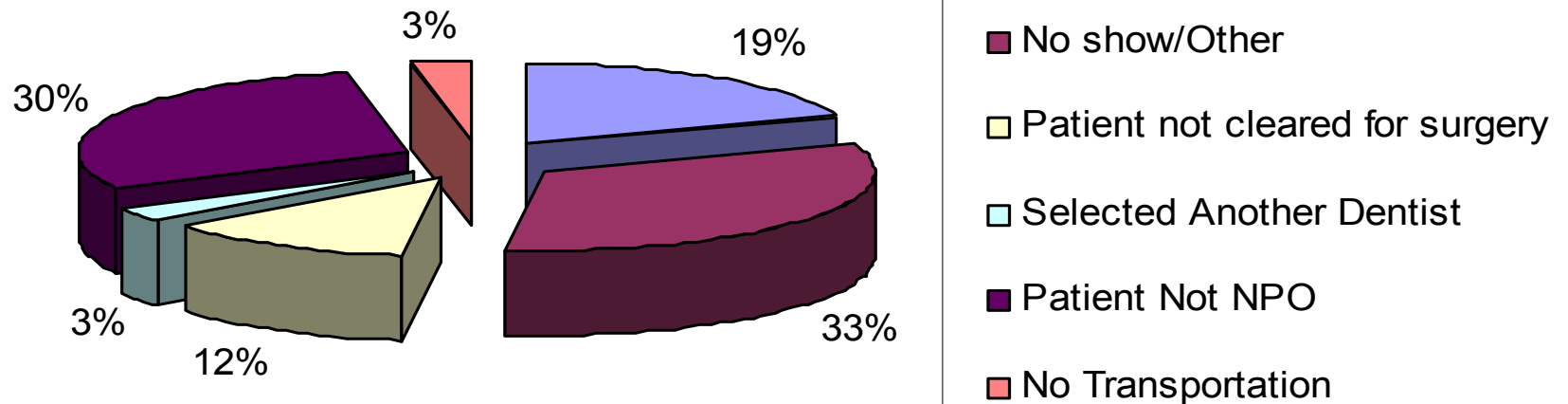
Relationships

- **Ongoing contracts with Health Choice HMOs**
 - Americhoice of Pennsylvania
 - Health Partners
 - Keystone Mercy Health Plan
 - ACCESS
- **Established Collaborative Partnerships**
 - Philadelphia Coordinated Health Care
 - Philadelphia Citizens for Children and Youth
 - Over 100 Advocacy Agencies

Perseverance

- **Administrative Competencies**
- **Advocacy**
- **Continuous Quality Improvement**

Cancellation by Reason Code



Cost Analysis

Dental Services -	\$1,469.00	\$3,040.00
Anesthesia -	\$210.00	\$850.00
SPU/Facility Cost	Not Incurred	\$1,200.00*
Totals	\$1,679.00	\$5,090.00

** Based on estimated average for SPU/Facility costs in Philadelphia market*