

Health Care Reform: Where Do We Go From Here?

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National Oral Health Conference, 2013



Uncharted Water



What We Know...

- ▶ ACA will be implemented
- ▶ Not all parties agree
- ▶ States and stakeholders will be affected differently



How Will Health Care Reform Affect WV?

- ▶ WV Medicaid
- ▶ Oral Health Consumers
- ▶ Dental Providers
- ▶ Insurers / Payers
- ▶ State Oral Health Program



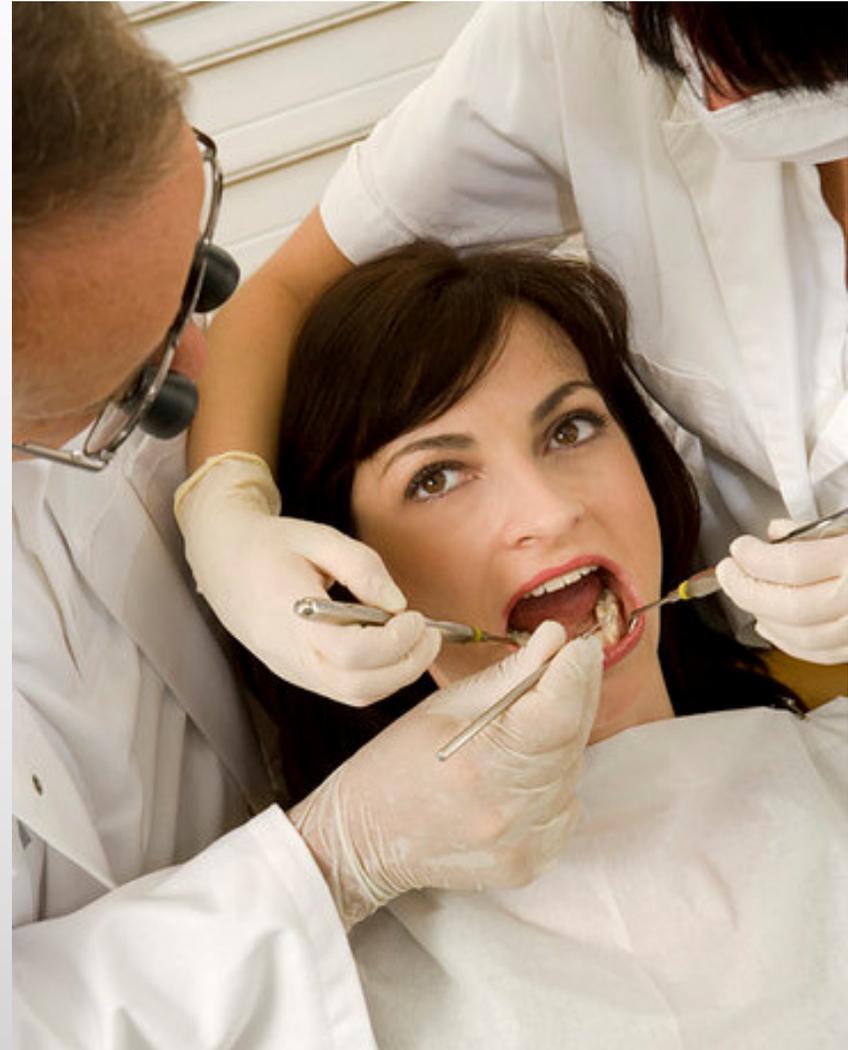
West Virginia Medicaid

- ▶ **Cost associated with expansion**
 - ▶ Potentially add up to 170,000 new clients
 - ▶ Estimated that States will spend \$63 million from 2013 – 2023



Oral Health Consumers

- ▶ **Issues:**
 - ▶ Benefit Confusion
 - ▶ Access to Care



Oral Health Consumers

▶ Benefit Confusion

▶ Dental insurance plans include a wide variety of coverage

▶ Recent Consumer Survey Results

- Nearly one third (31%) do not know what their deductible is
- 43% believe their dental insurance only covers “some” or “a few” of their needs
- The vast majority (79%) say their dental insurance covers preventive services; 1 in 5 say “no” or “don’t know”



Oral Health Consumers

- ▶ **Additional Benefit Confusion**
 - ▶ Uncertainty of what Marketplace or Exchange really is or how it works
 - ▶ Enrollment complications



Oral Health Consumers

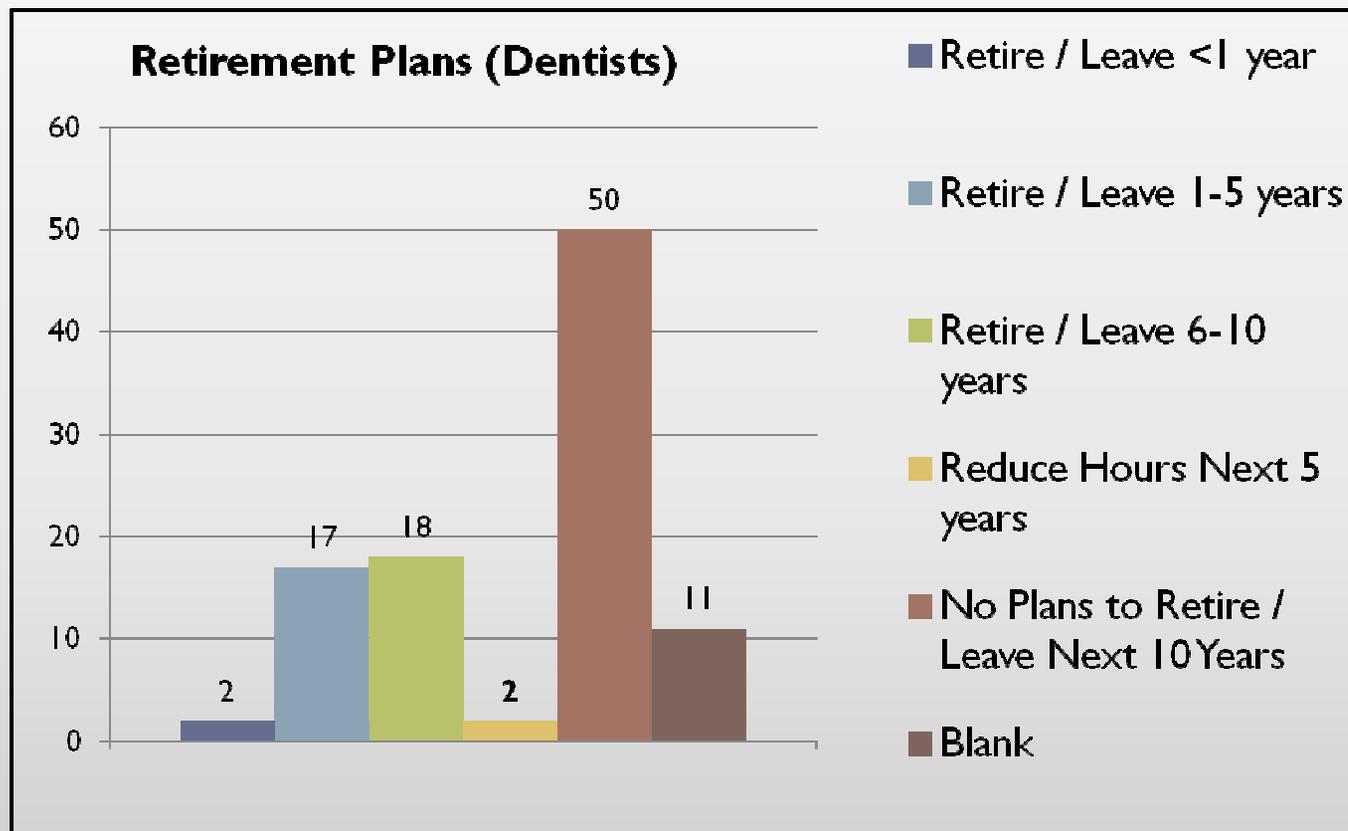
- ▶ **Access to Care**
 - ▶ Workforce
 - ▶ Aging Workforce
 - ▶ Distribution of Dentists
 - ▶ Insurance Acceptance



Oral Health Consumers

▶ Access to Care

▶ Workforce



Oral Health Consumers

- ▶ Access to Care

- ▶ Distribution of Dentists

Current Practice Area			
General Dentistry	67 %	Dental Public Health	2 %
Orthodontics	6 %	Educator / Academic	2 %
Oral / Maxillofacial Surgery	6 %	Prosthodontics	1 %
Pediatric Dentistry	3 %	Other	1 %
Endodontics	3 %	Oral / Maxillofacial Radiology	0 %
Periodontics	2 %	Blank	7 %



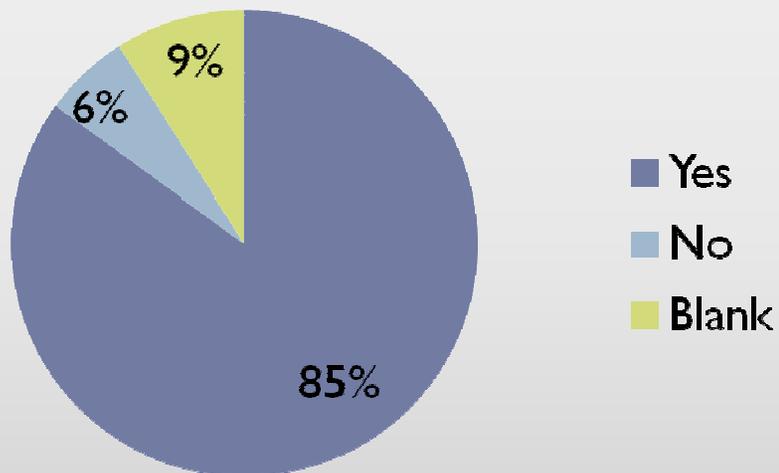
Oral Health Consumers

- ▶ Access to Care

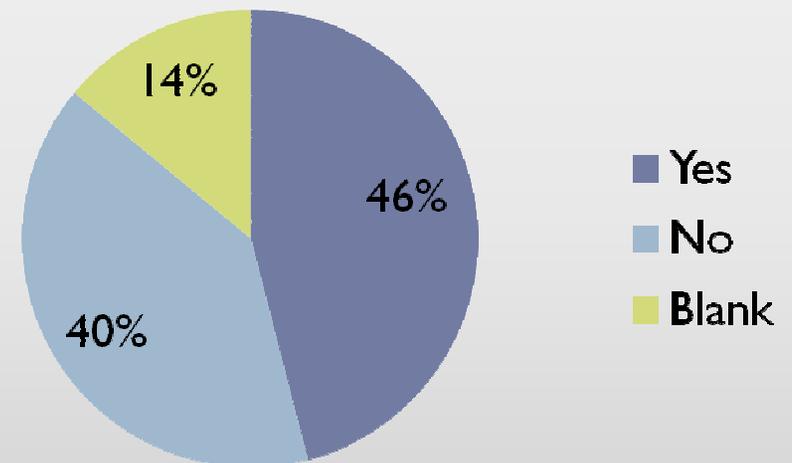
- ▶ Insurance Acceptance

- ▶ Currently only 32% of dentist accept Adult Medicaid for Emergencies

Accepting new patients



Accepting new Medicaid patients



Dental Providers

- ▶ **Issues:**
 - ▶ Practice Management
 - ▶ Profitability



Dental Providers

- ▶ Practice Management
 - ▶ Influx of new Medicaid patients
 - ▶ Broken appointments



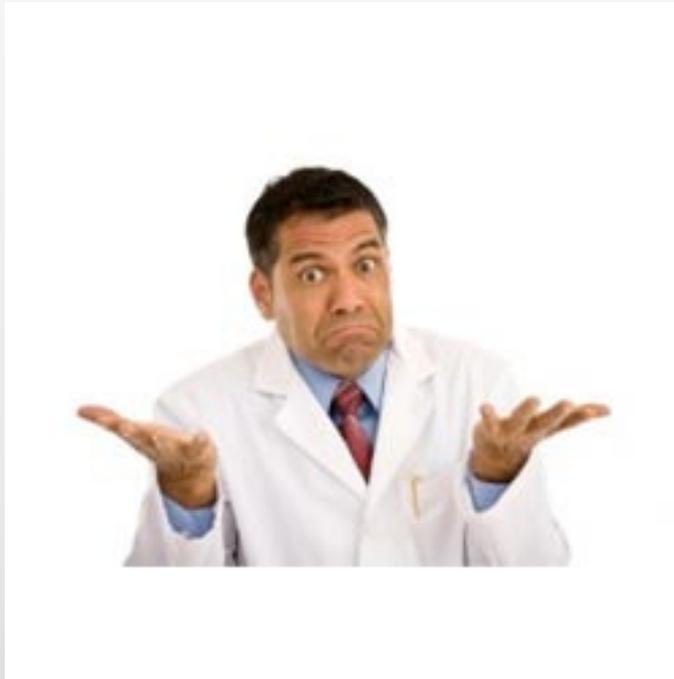
Dental Providers

▶ Profitability

- ▶ Decreased profit
- ▶ Increased overhead
- ▶ Reimbursement



Insurers / Payers



Oral Health Program

- ▶ **Issues:**

- ▶ Drastic impact on State Oral Health Programs (SOHP)
 - ▶ Current barriers will be magnified



State Leadership: What does it mean?

Open Mindedness

Collaboration

Creativity

Education

Opportunity

Leadership

Involvement

Flexibility



What Can SOHP's Do?

- ▶ LEAD
- ▶ Be Informed
- ▶ Listen
- ▶ Build Relationships
- ▶ Be Flexible



Suggestions for SOHP's

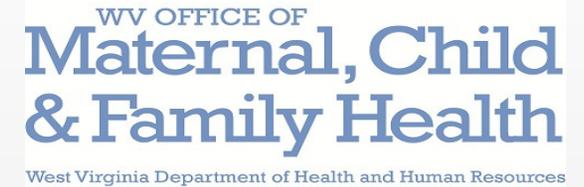
- ▶ Work with care navigators to ensure consumers understand the benefits being offered
- ▶ Work with Medicaid and providers to ensure system in place to assure fair reimbursement
- ▶ Work with stakeholders to incorporate case management/ care coordination into State programs
- ▶ Don't fear the unknown

“Listen to what you know instead of what you fear”

- Richard Bach



Thank you



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