

# Orthodontia Pilot Board of Supervisors June 28, 2022

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DENTAL SOCIETY



# Highlights

- Background and Context
- Pilot Details
- Target Population
- Provider Recruitment
- Next Steps
- Key Takeaways

# Background and Context

- Medi-Cal orthodontia benefit is limited, approving cases that involve “handicapping malocclusion, cleft palate, or facial growth management”
- Scoring sheet where at least 26 elements must be present for approval
- Denti-Cal has approved approximately 40-50 cases per year
- Most cases performed at the dental schools due to limited number of orthodontists willing to take Denti-Cal

# Background and Context

- HPSM's payment for full orthodontic treatment is approximately \$4,500 for average case or 130% of Medi-Cal, which is lower end of market rate
- As reference, Delta Dental commercial PPO rates are \$3,700 (but there is balance billing opportunities) and the Premier provider rate is approximately \$6,500

# Pilot Details

- County Health and HPSM partnering with the San Mateo Dental Society to recruit 7-10 local orthodontists to participate in HPSM's provider network
- HPSM's Dental team will revise the criteria to allow for more approvals, targeting **100 cases per year** (doubles existing cases) for two years
- HPSM will approve cases and make referrals to participating dentists and pay HPSM contract rates
- Orthodontists agree to accept **at least 10 referrals per year**

# Pilot Details

- Request County establish community access fund as a pilot program to support orthodontia services for low-income residents. \$250K for pilot period (\$125K per year) from Measure K funds.
- Each orthodontist will receive \$1,250 per case once they perform 10 or more cases per year as incentive above the base payment. There is flexibility for orthodontists to receive incentive should HPSM not be able to refer 10 cases, as long as provider does not decline services to referred members.

# Target Population

- Adolescent (12-18 yrs old) and young adult (19-23 yrs old) HPSM members (Medi-Cal beneficiaries)
- Geographic coverage (central, east, north, south, and west parts of county)

# Provider Recruitment



- Support from the San Mateo Dental Society in recruiting member orthodontists
- 8+ providers already interested in participating in pilot



# Next Steps

- Finish meetings with interested orthodontists
- Credential and contract with orthodontists to be part of HPSM's dental network and attest to pilot requirements
- Set up trainings for general dentists on how to complete HLD screening
- Provide updates throughout the pilot period
- Pilot Go-Live July 2022

# Key Takeaways

- Give young HPSM members and families confidence to pursue opportunities and remove barriers for advancement
- Increase access to specialty dental care, primarily orthodontia
- Recruitment of specialty dental providers to participate in Medi-Cal Dental (aka Denti-Cal) who have not in the past through incentive payments that match market rate
- Leverage County funds and collaborate with other external stakeholders to support dental access in San Mateo County for young members as proof of concept

# Questions?

