

# NAMPI 2013

## Baltimore, Inner Harbor



# UNDER THE RADAR

A look at dental  
over-utilization from a clinician's  
perspective

# PLAN FOR TODAY

Private Equity Investment, DPM,  
their promises

Dentistry 101

State Policy and Clinical Practice

Ground Level Code Overuse and  
Abuse

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# PRIVATE EQUITY INVESTMENT, DPM

Where they work

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# PRIVATE EQUITY INVESTMENT, DPM

Why they work

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# Equity or DPM Strategy



Invest



# Private Equity or DPM Strategy

Patient

Mgmt  
diag  
strategy

Tx  
Plan



# Corporate or DPM Strategy

Sign Tx  
Plan/consent

Treat





# DPM Demands on a Dentist



# STATE POLICY AND CLINICAL PRACTICE

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- As with many policy areas, analysts typically require a learning time to understand the concepts and language of dentistry
  - There is a disconnect between analysts' own concept of oral health care and how an underserved population seeks care frequency, urgency, etc.
  - Dentistry remains one of the last cottage industries with 92% of dentists in 1-2 dentist practices ADA Apr 2012. Less flexible with rules.
  - Budget constraints limit services, always a difficult discussion as to what coverage.
  - Professional organizations advocate for all coverage for everyone
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THE 20% TO 80% OBSERVATION

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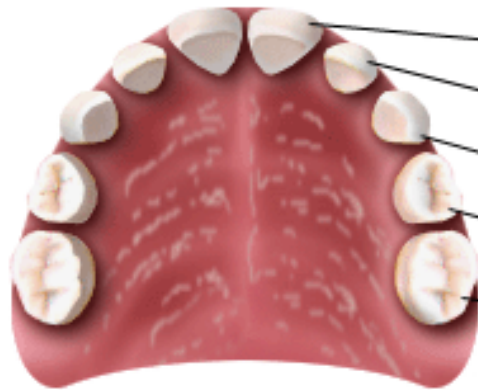
# DENTISTRY 101

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# BABY TEETH DECIDUOUS TEETH

## Baby Teeth

### Upper Teeth



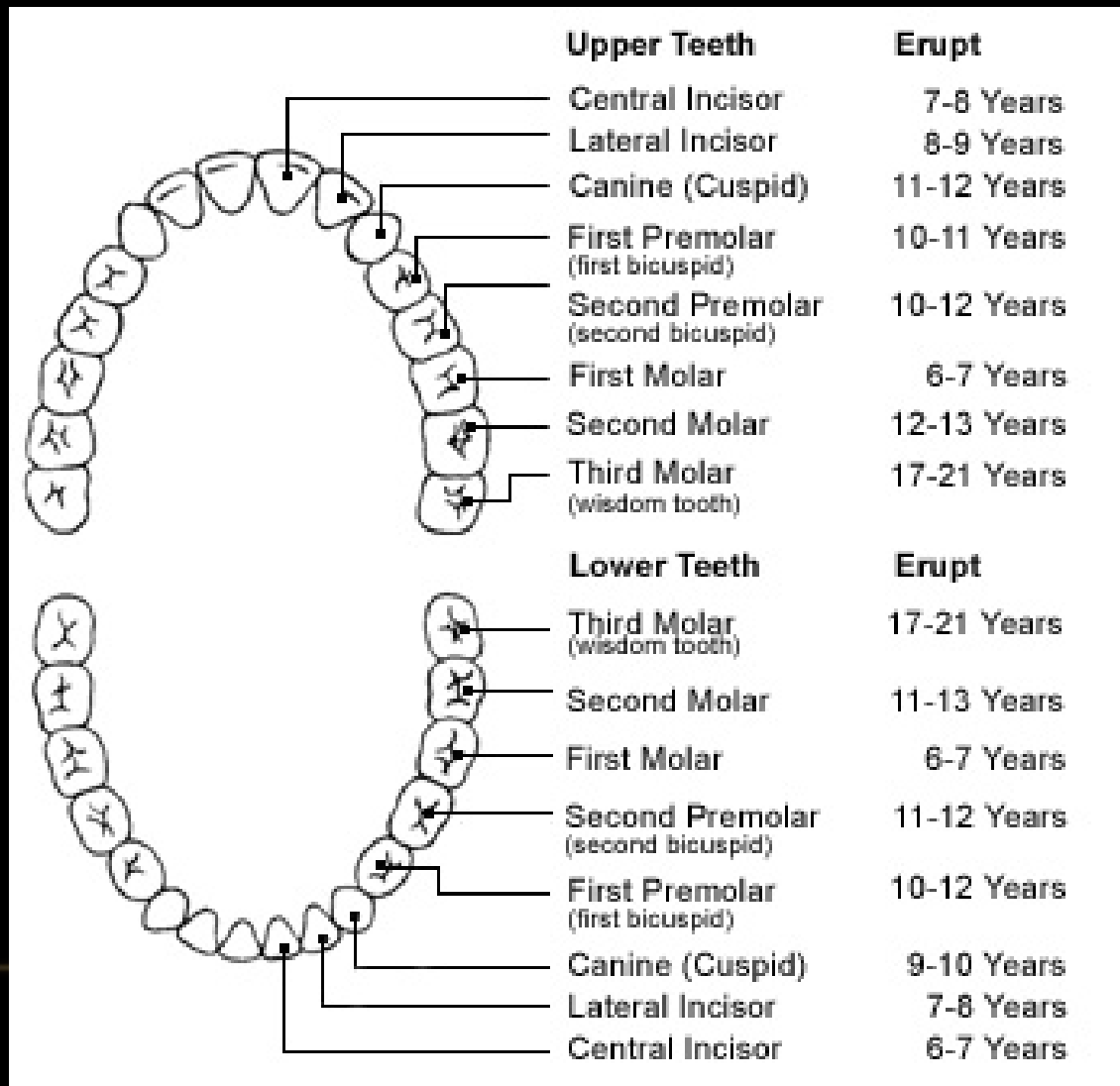
	Age Tooth Comes In (months)	Age Tooth Is Lost (years)
Central Incisor	9.6	7.0
Lateral Incisor	12.4	8.0
Canine (Cuspid)	18.3	11.0
First Molar	15.7	10.0
Second Molar	26.2	10.5



Second Molar	26.0	11.0
First Molar	15.1	10.0
Canine (Cuspid)	18.2	9.5
Lateral Incisor	11.5	7.0
Central Incisor	7.8	6.0

### Lower Teeth

# Permanent Tooth Eruption



**X-RAYS**

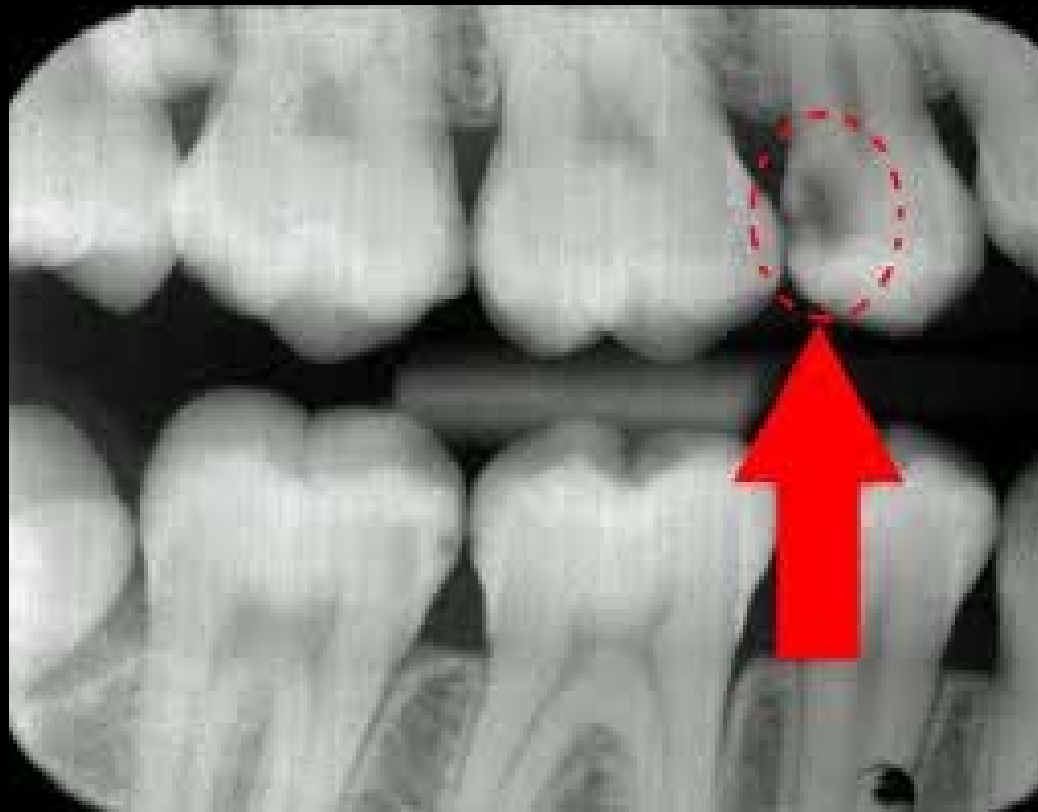
A horizontal line of orange glow, slightly blurred, extending across the width of the page below the text.



# BITEWING X-RAY



# BITEWING X-RAY WITH DECAY



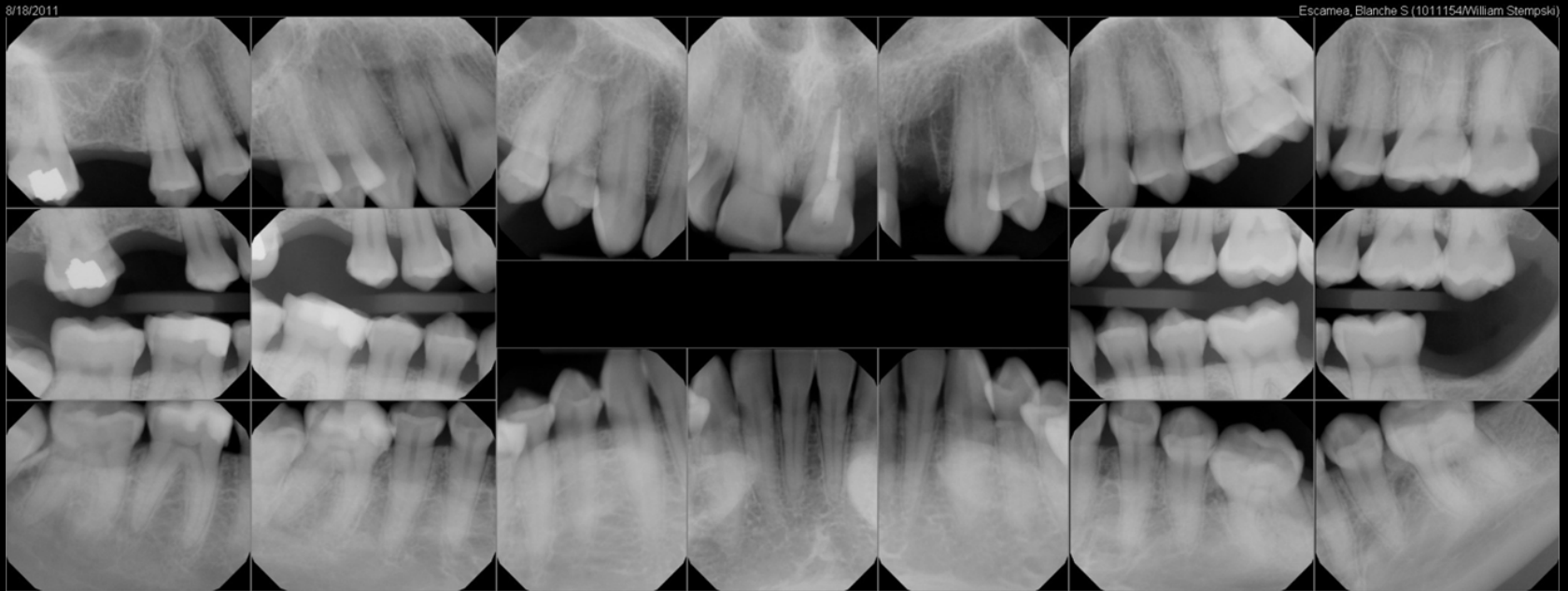
# Bitewing X-ray with decay



# PERIAPICAL XRAY



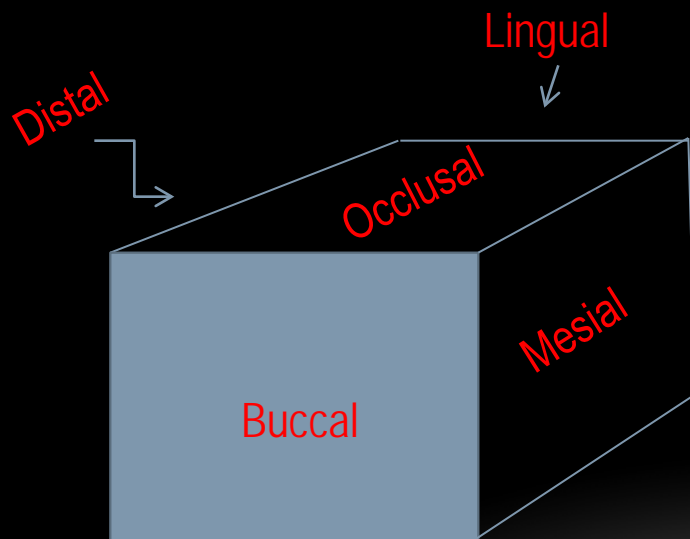
# FULL MOUTH XRAY



# PANORAMIC XRAY



# SURFACES OF A POSTERIOR TOOTH



**Mesial**-towards the middle

**Distal**-away from the middle

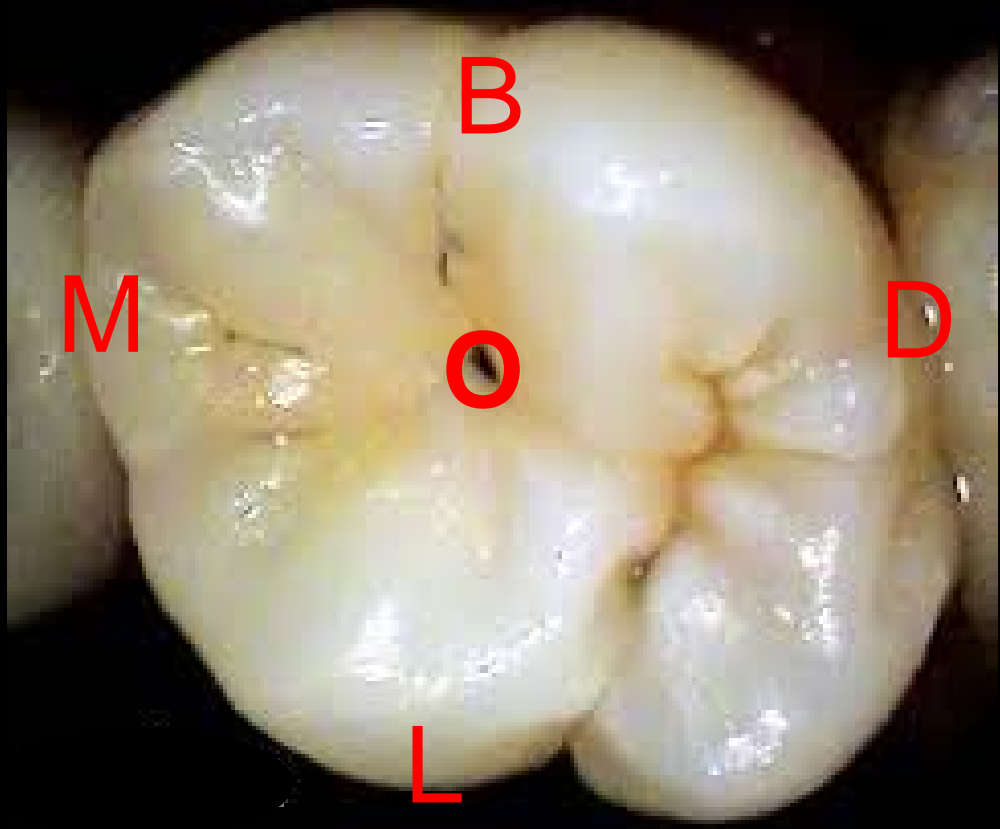
**Buccal**-cheek side

**Lingual**-tongue side

**Occlusal**-Grinding side

**Incisal**-cutting edge of front teeth

TONGUE



LIPS

M

B

O

D

THROAT

L

CHEEK



# ANTERIOR TOOTH SURFACES

Distal

Facial

Lingual



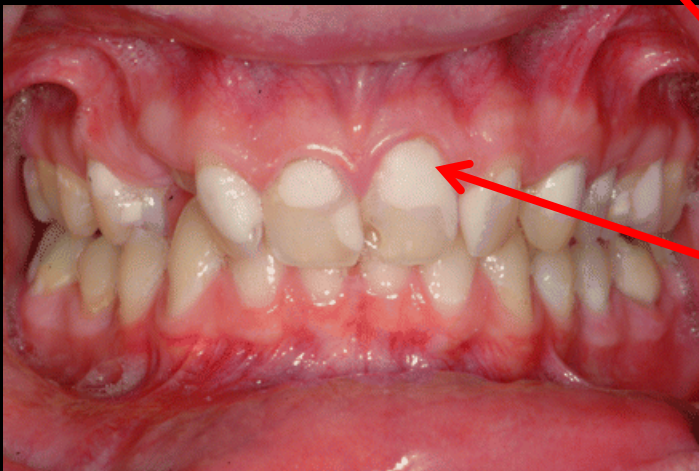
Incisal

Mesial

# TYPES OF RESTORATIONS AND WHERE THEY ARE PLACED

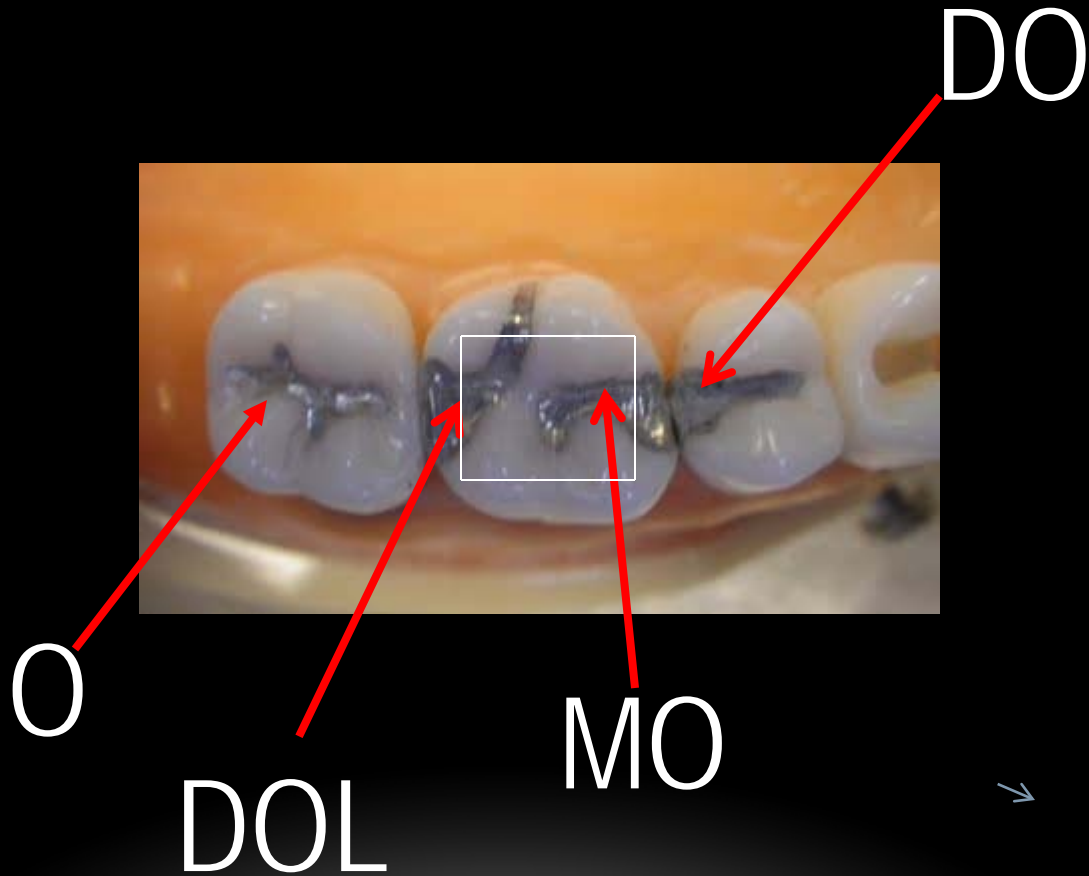
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# TYPES OF DENTAL FILLING MATERIALS



Amalgam  
Composite Resin  
Glass Ionomer

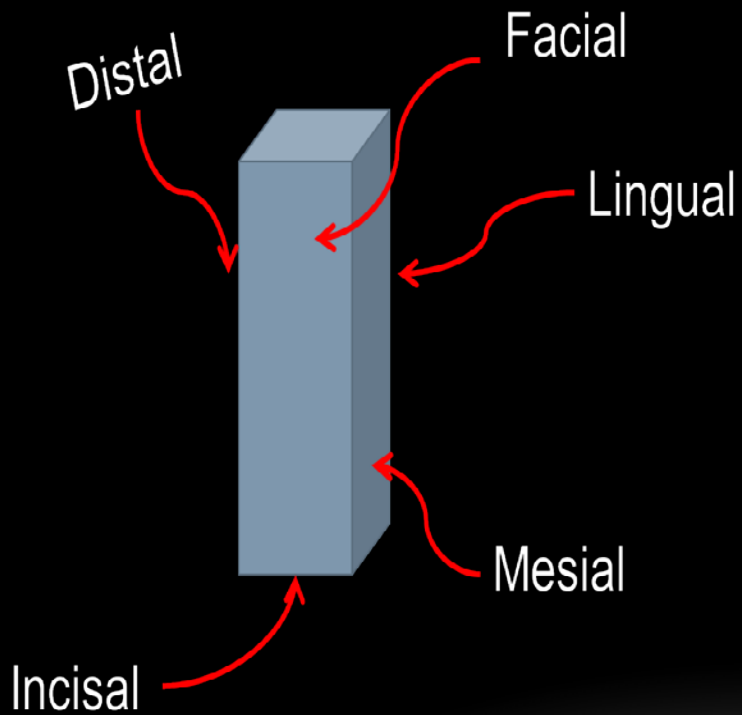
# SURFACES OF FILLING



# COMPOSITE RESINS



# COMPOSITE RESINS



# STAINLESS STEEL CROWNS (SSC)



# TYPES OF SSC

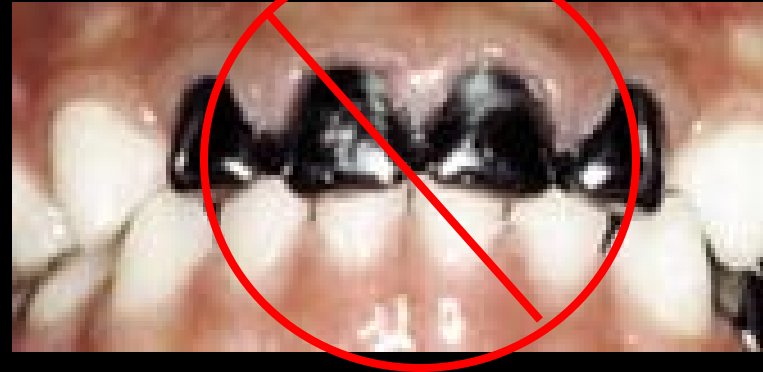




# INDICATIONS FOR STAINLESS STEEL CROWNS (SSC)

- Primary Teeth
  - Pulpotomy
  - Fractures
  - Age
  - Extensive Decay
  - Failed Fillings
  - Caries Control
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# INDICATIONS FOR STEEL CROWNS



# INDICATIONS FOR STAINLESS STEEL CROWNS-DECAY

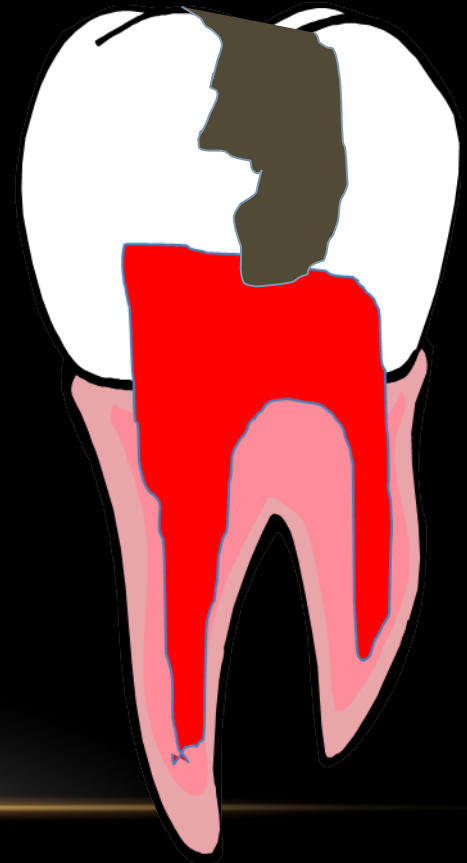


# INDICATIONS FOR STAINLESS STEEL CROWNS- PULPOTOMY

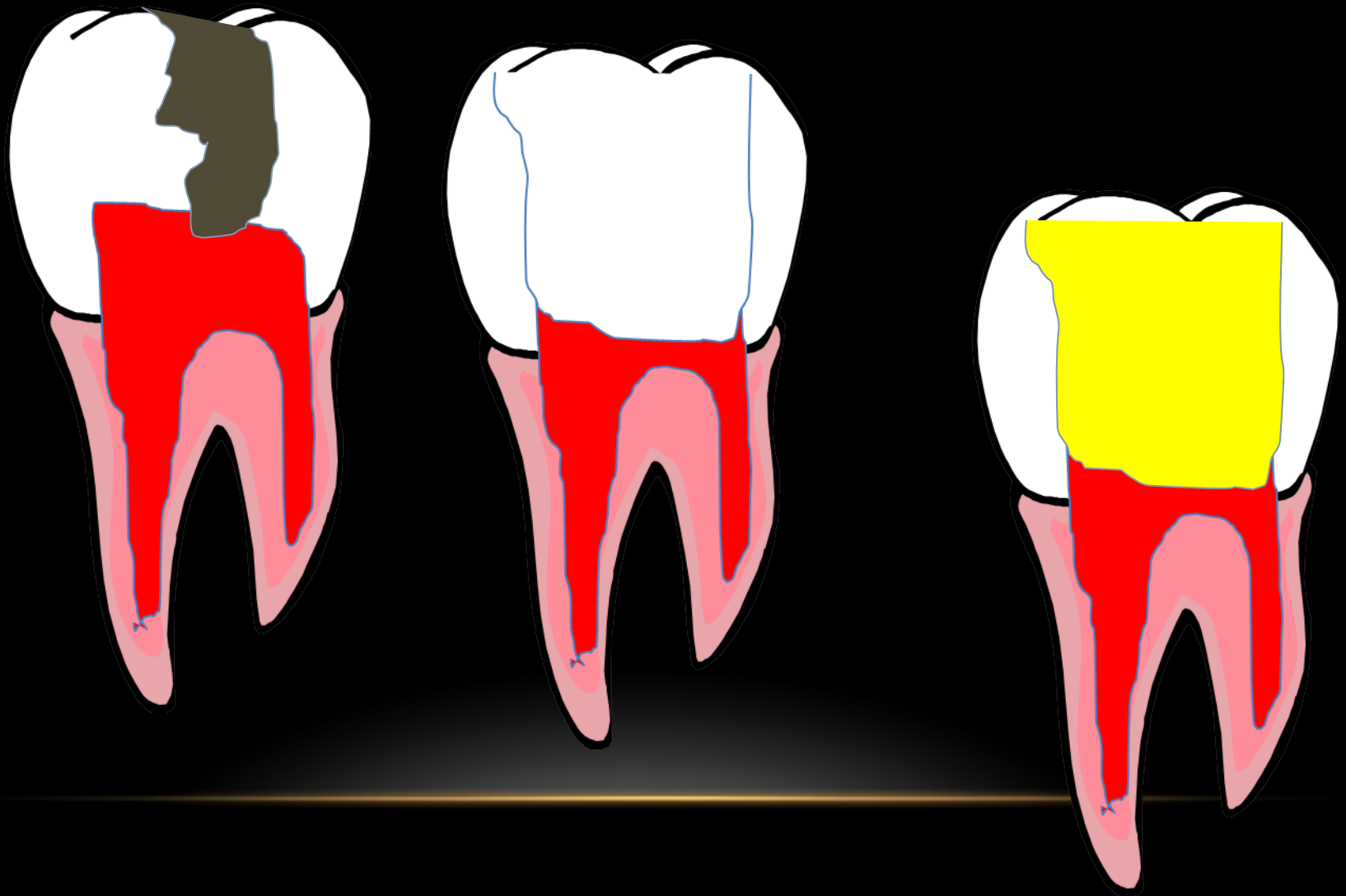


# PULPOTOMY

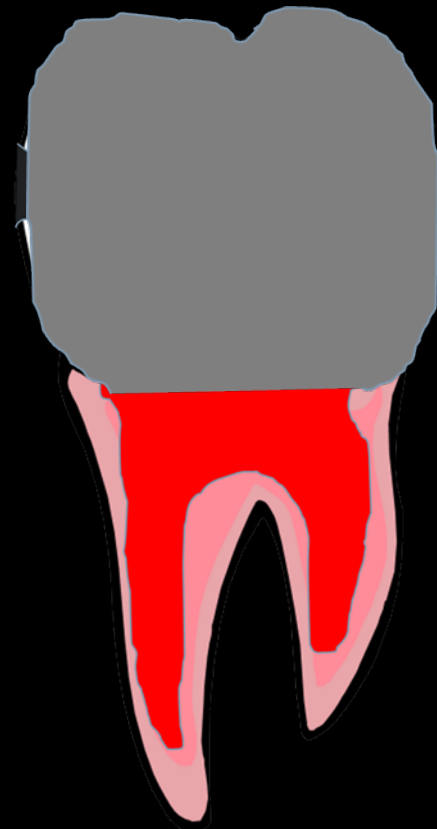
By definition a **pulpotomy** is the surgical removal of an inflamed pulp chamber due a cavity.



# PULPOTOMY



Pulpotomy  
restored with  
stainless steel  
crown



# Partial Denture





# EARLY CHILDHOOD CARIES

## Definition of Early Childhood Caries (ECC)

American Academy of Pediatric Dentistry

Caries is a biofilm (plaque)-induced acid demineralization of enamel or dentin, mediated by saliva. The disease of early childhood caries (**ECC**) is the presence of **1** or more decayed (non-cavitated or cavitated lesions), missing (due to caries), or filled tooth surfaces in any primary tooth in a child 71 months of age or younger. **In children younger than 3 years of age, any sign of smooth-surface caries is indicative of severe early childhood caries (S-ECC).** From ages 3 through 5, 1 or more cavitated, missing (due to caries), or filled smooth surfaces in primary maxillary anterior teeth or a decayed, missing, or filled score of  $\geq 4$  (age 3),  $\geq 5$  (age 4), or  $\geq 6$  (age 5) surfaces constitutes S-ECC.

Revised  
2007, 2008

# EARLY CHILDHOOD CARIES



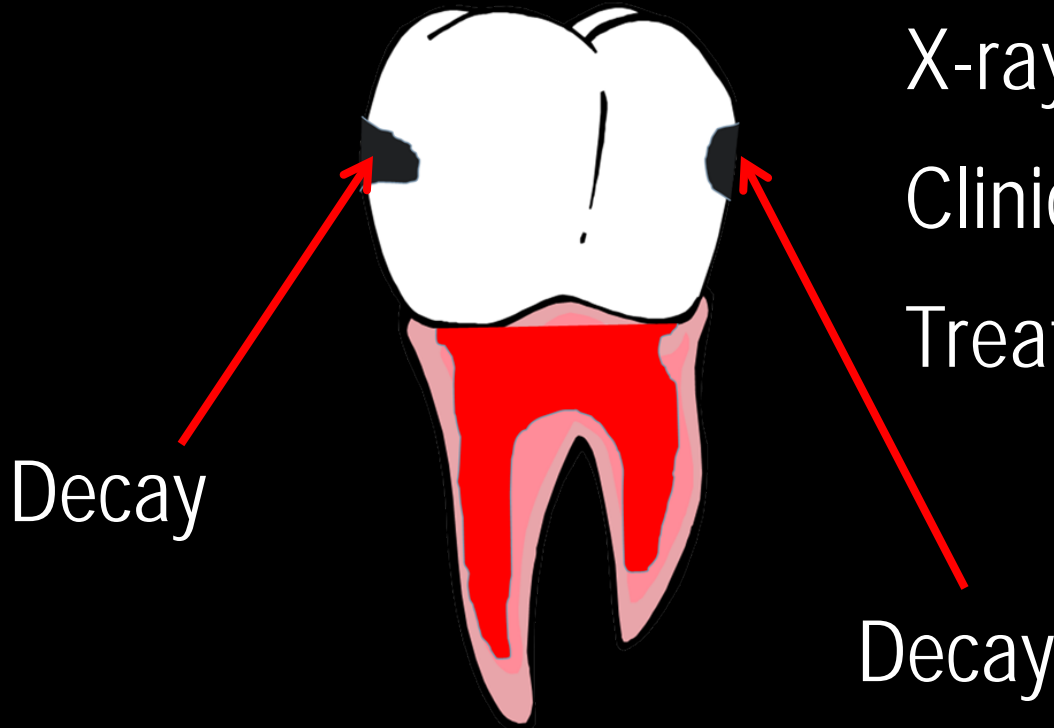
# PREVENTIVE SERVICES

- Prophylaxis      D1110      \$25.44
  - Debridement      D4355      \$70.02
  - Perio Scale      D4341      \$76.92/quadrant\*
- 
- \*Prior authorization with **clinical charting** only, \$307.68 per mouth

# INDICATIONS FOR STAINLESS STEEL CROWNS



# CARIES (DECAY)



X-ray findings?

Clinical findings?

Treatment options

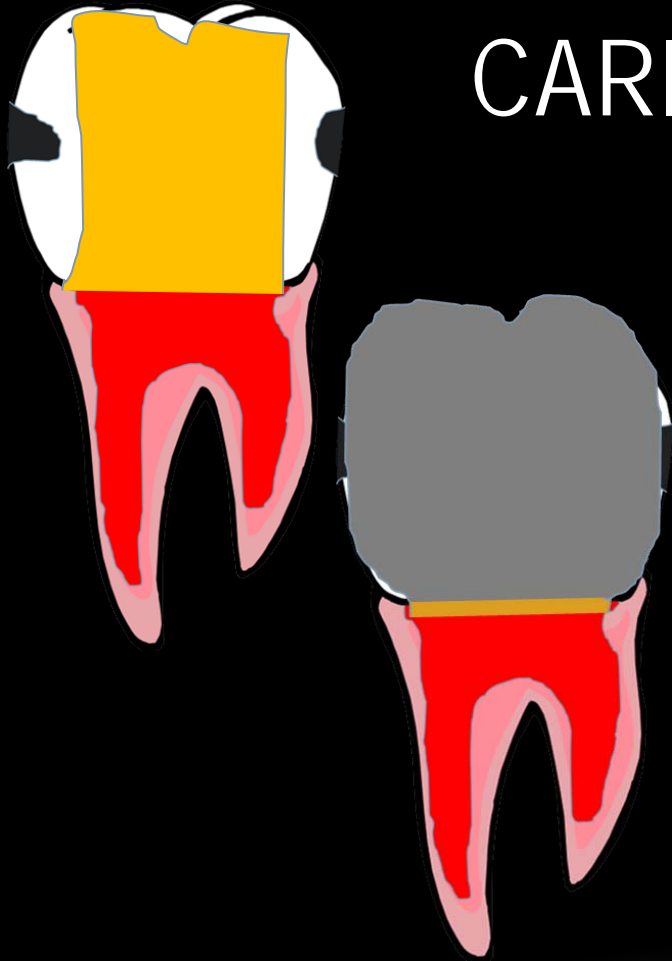
# CARIES (DECAY)



Amalgam (silver) filling

Composite (tooth colored)  
filling

# CARIES (DECAY)



Pulpotomy

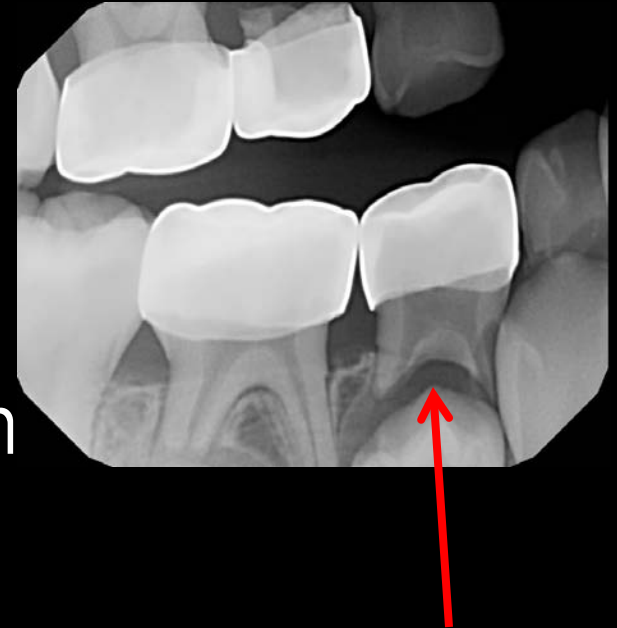
Stainless Steel Crown

# PULPOTOMY AND STAINLESS STEEL CROWNS

Best Service for high caries  
younger children

Less appropriate as primary teeth  
become ready to exfoliate

Does one treatment fit all patients?





# FILLINGS

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Bigger, better more of them

# FILLINGS

Needed?



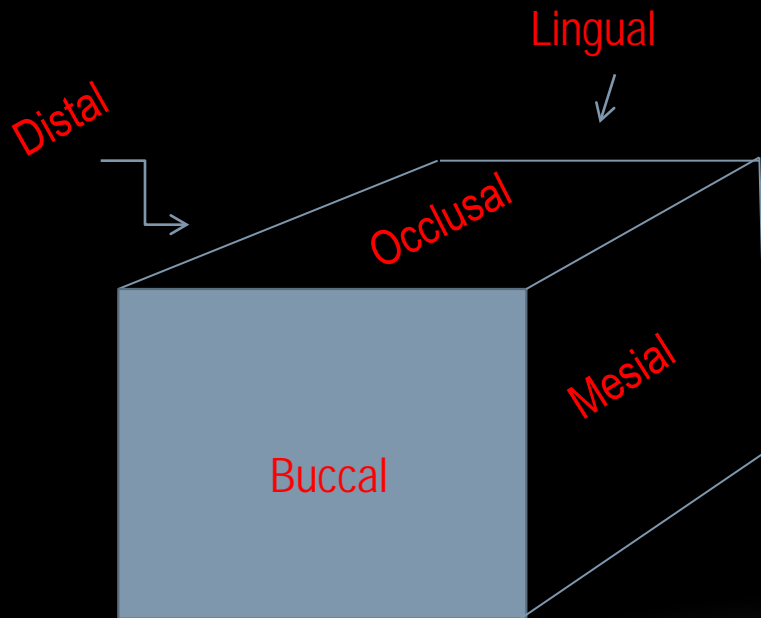
Billed

Sealant D1351 \$16.50

Amalgam one surface  
D2140 \$27.87

Composite one surface  
D2330 \$38.93

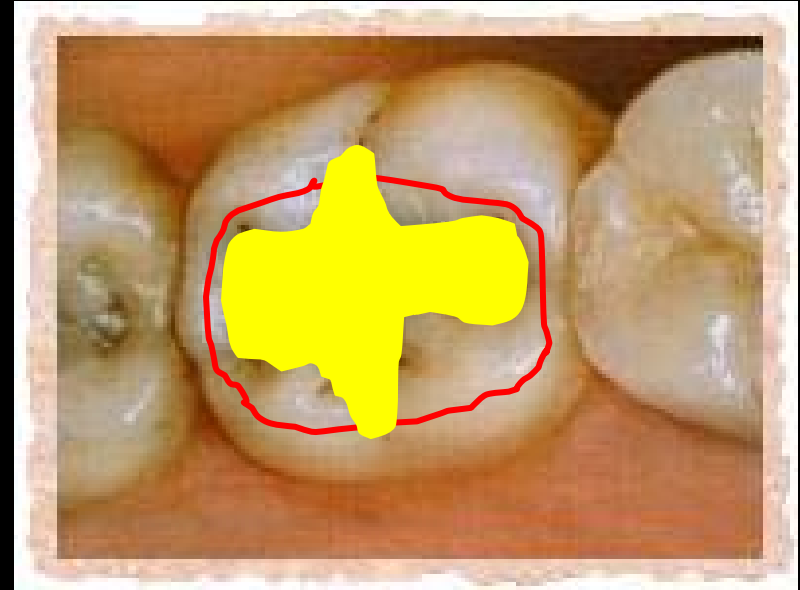
# FILLINGS



# FILLINGS



Actual Occlusal



Billed OBL

# REIMBURSEMENT

One surface amalgam	D2140	\$27.87
Three surface amalgam	D2160	\$53.20

\*This combination of surfaces for this restoration is very uncommon

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# FILLINGS COMPARISON TO PEERS

How does a dentist's  
breakdown of small  
medium and large  
fillings compare to  
his/her peers?



# EXTRACTIONS

Routine CDT D7140	\$42.22
Surgical CDT7120	\$86.40

Ratio compared to peers

Ratio in provider's practice

Ratio compared to specialists

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# 80% to 20% Observation

No service

D1351 sealant  
\$25.31

D2140 amalgam  
\$64.79

D2330 resin  
\$76.01

D2930 SSC  
\$127.54





# PLAN FOR TODAY

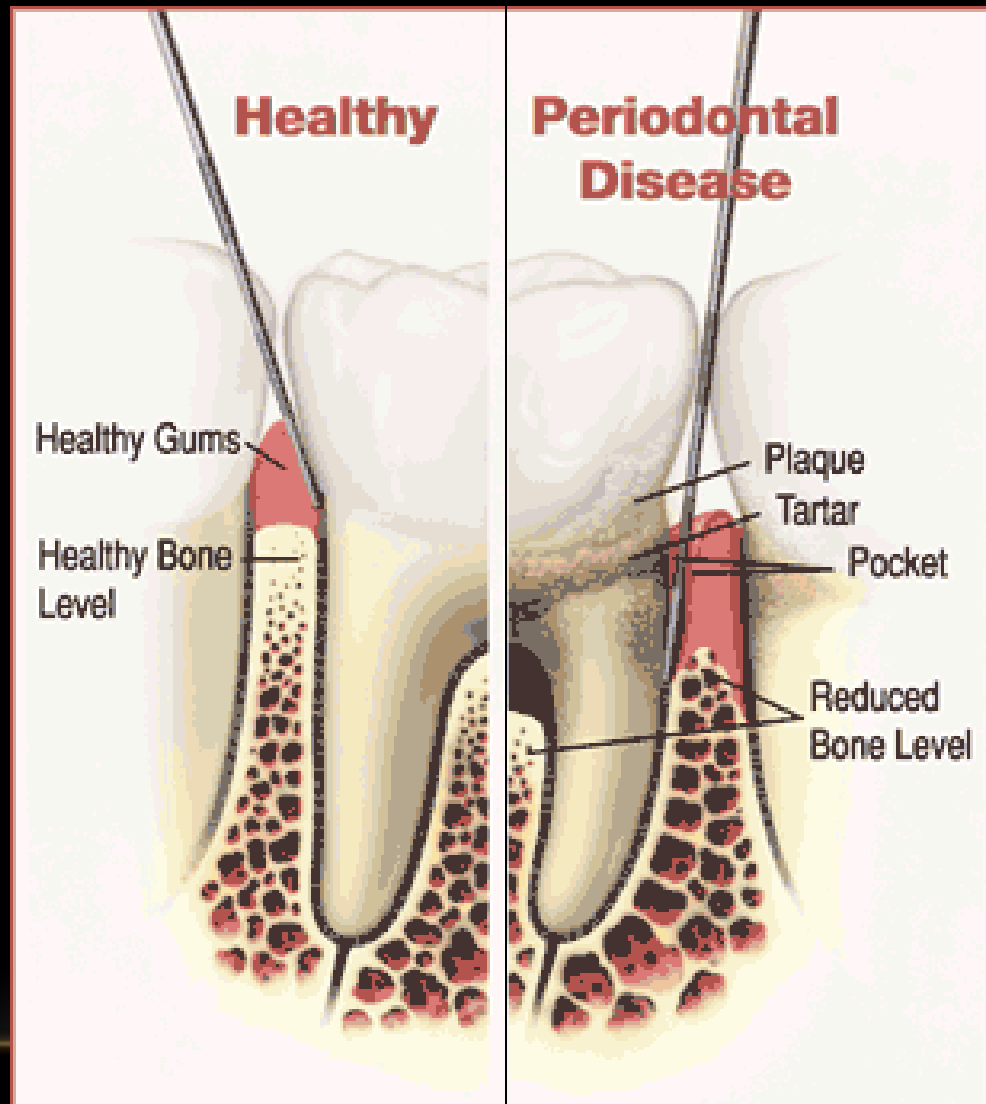
State Policy and clinical practice

Who are the policy wonks and what demands are placed upon them?

Are there un-intended policies that result?

Are there un-intended program integrity issues





# NURSING HOME CARE

- Developing a credible mobile presence
  - Developing competent staff
  - Are you there for the convenience of the nursing home administrator
  - Is the billing convenient, e.g., D9410, etc
-

# PREVENTIVE SERVICE COMPARISON

Code	LA	TX	NC
D0120 Exam	\$ 27.24	\$ 28.85	\$ 25.27
D0272 X-rays	\$ 21.43	\$ 23.38	\$ 18.18
D1351 Sealant x 4	\$ 25.51 \$102.04	\$ 28.28 \$112.96	\$ 28.01 \$112.04
Total	<b>\$210.02</b>	<b>\$216.64</b>	<b>\$197.83</b>

# DENTAL CODES EASILY OVERUSED

- D9110 Palliative (emergency tx) of dental pain
  - D9410 Extended care facility call
  - D9920 Behavior management (15 min)
-

# DENTAL CODES EASILY OVERUSED

- D0140 Emergency visit
  - D0220, D0230, D0330 x-rays
  - D1206 Fluoride varnish
  - D1352 Preventive Resin Restoration
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