

**Alabama Medicaid Agency Dental Study Workgroup Meeting
Monday, August 31, 2015**

Members present: Zac Studstill, Ric Simpson, Steve Mitchell, Max Mayer, Jim McClendon, Keri Miller, Christine King, Robert Meador, Sherry Goode, Dave White, Michele Waren

Members present via conference call: Dr. Mike Robinson, Nathan Smith, Jim Murphree, and Robin Rawls

Medicaid Staff members present: Stephanie Azar, Don Williamson Beth Huckabee, Beverly Churchwell, Theresa Richburg, Kathy Hall, Robert Moon, Melinda Rowe, Drew Nelson, Mary Hasselwander, Ron Macksound, Angela Williams, and Daneta Parker

HP staff present: Cyndi Crockett

Vendors and other public visitors present: Stuart Lockwood, Brandi Parris, Todd Cruse, Laura Overton, Jim Mercer, J. Crawford, Thomas Suehs, Ryan de Grettennid, Phil Hunke, Linda Lee, Bill Higdon, Glen Feingold, Dave Dagestin, Carlos Lacasa, Shannon Boggs-Turner

Welcome and Introductions: The Dental Study Workgroup was held today at 1:30 PM in the Alabama Medicaid Lurleen Wallace State Office Building, Second Floor Auditorium. Kathy Hall welcomed all attendees. Beth Huckabee began introductions for members as well as visitors present.

Opening Comments: Kathy Hall opened the meeting restating the purpose of the Workgroup and the presentations to be made.

Medicaid Dental Program Update: Beth Huckabee followed up from the previous meeting's presentation with additional materials gathered from other states' Dental programs. She presented responses from three states to questions posed concerning Fee for Service (FFS) and Managed Care (MC) program changes and reasons for the change, pros and cons for providers and recipients of each model, increased or decreased utilization rates, per member per month (PMPM) costs, and number of providers in each model. She reported one FFS state responded that they have considered it, but did not find it cost effective to do so while two MC states overall reported more advantages than disadvantages with MC.

Presentations: *Alabama Dental Association, Alabama Academy of Pediatrics Dentistry, UAB School of Dentistry:*

Steve Mitchell Ric Simpson and spoke on behalf of the organizations presenting statistics, delivery system models, and support for keeping the current Fee for Service delivery system.

Mitchell cited a brief by the American Dental Association's Health Policy Institute concerning Accountable Care Organizations and the involvement of dental services in them. Statistics were reported on the number of operating ACOs, the number of ACOs that include dental services, and the number of newly created ACOs. Simpson then offered reasons for success of the current model including: Early Risk Assessment and Education, Fluoride Varnish, Access to a Dental Home (age 1), Early Intervention and Treatment, Continuous Preventive Measures, Anticipatory Guidance, Regular Intervals, and Dental Home. He also mentioned reforms, changes, and initiatives, including the creation of the Dental Task Force and the 1st Look Fluoride Varnish program, proposed by providers to lend to the success of the current program. Mitchell also cited statistics of how Alabama compares to other states with a FFS model. They concluded by stating the system should stay as it is currently.

Discussion followed the presentation by Williamson with Simpson and Mitchell regarding how missed appointments are dealt with in the office and health homes currently are not including dental providers. Jim McClendon stated the RCOs are a way of transferring risk from tax payers. Williamson also asked how the PMPM rate of Alabama dental compares with other states. Simpson cited the statistics in his presentation.

Sarrell Dental Corporation: Brandi Parris and Christine King presented statistics that show their model of care is a cost effective model that has been mentioned in notable magazine articles. They cited Medicaid Agency reported figures and presented a model of patient growth and reimbursements per patient visit that showed a decrease in the cost per visit.

MCNA Dental:

Attendees for the MCNA vendor included Glen Feingold, Carlos Lacasa, Philip Hunke, Thomas Suehs, and Shannon Boggs-Turner. Shannon led the presentation with an overview of the company, certifications, member of national organizations and the founding owner.

The presentation continued to point out several benefits of the MCNA success:

- Formula
- Approach for Alabama
- The Dental home Advantage
- Access to Care
- Dedicated Customer Service
- Promoting Provider Satisfaction
- Targeted Member Outreach
- Increasing Operational Efficiency
- Cutting-Edge Technology

For complete reading of the materials presented by Shannon, please visit www.medicaid.alabama.gov.

Ric Simpson inquired about the reductions of fee schedules and how this would be done to help save costs on the front end. MCNA responded the savings would be achieved through behavior changes, reducing missed appointments, and reduced over utilization. The current Agency rates would be the floor for the provider reimbursement.

Other members exchanged dialogue regarding the cost reduction and how the savings may be achieved on the front end by the MCNA group.

DentaQuest:

Todd Cruse represented DentaQuest and presented the mission to improve the oral health care of all. This improvement is offered through the care delivery, care delivery improvement, policy and philanthropy, and benefits administration. DentaQuest manages 9 of the 13 states programs carved out in existence today. Maryland, Idaho, Massachusetts, Texas, Virginia, Colorado, Illinois, Tennessee, South Carolina.

The presentation targeted the benefits of dental administration for providers.

- Tools and Resources to Streamline Participation
- Advanced Technology to Save Time and Money
- Ensuring they can Access Care
- Providing Education

The benefits of dental administration for the State includes:

- Overcoming severe access to care issues, perception problems, and cure mandates
- Staying within a predictable budget without compromising quality of care and member utilization.

Todd focused on real results from the State of Tennessee.

For complete reading of the materials presented by Todd, please visit www.medicaid.alabama.gov.

Open Discussion:

Don Williamson asked how private practices deal with missed appointments and Ric Simpson responded: with forms, follow-up letters, if patient misses a second appointment the office investigates reasons to find out why the patient is not showing up for the dental appointment. Dental is currently not in the health home.

Jim McClendon made comments regarding the intent for RCOs is to allow Alabama to transfer risk from the taxpayers of Alabama.

Steve Mitchell offered comments regarding the RCO format is capitation for cost per recipient and Ric Simpson asked has consideration been made for the cost of the Waiver, legal, vendor services? Dialogue continued with Williamson, Simpson, Mitchell, and McClendon discussing where the dental per member per month rate ranks among other states.

Williamson continued to lead conversation regarding the FFS model and reimbursement will be maintained through RCOs as a minimum of what it is today.

- FFS will be the floor for the reimbursement
- May offer increase rate in reimbursement to get access not currently available
- Limit savings on the front end

Next Steps were outlined by Stephanie Azar for encounter data sharing agreements with DentaQuest and MCNA. The findings from these vendors will be shared at a future date with the Dental Study Workgroup.

The next meeting for the Dental Study Workgroup will need to discuss proposed RCO, no RCO or similar managed care model.

Other members of the Dental Study Workgroup suggested the RCO capitation rate is the same with dental out as a FFS. McClendon commented for dental services to be a separation similar to long term care.

It was noted that all presentations from the meeting on August 31, 2015, are available at the Agency website.

Stephanie Azar announced the next meeting date at September 18, 2015. All information regarding this meeting will be posted to the Agency website and emailed out to the Dental Study Workgroup members.

Meeting adjourned.