



Medi-Cal Dental Program Update

Project Director's Meeting January 18, 2019

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Chief, Medi-Cal Dental Services Division



Presentation Outline

- 1) Brief Medi-Cal Dental Program Overview
- 2) 2020 Waiver: Dental Transformation Initiative
- 3) Proposition 56 – Tobacco Tax Funds
Supplemental Payments for Select Dental
Services
- 4) Adult Dental Benefits
- 5) Provider Enrollment/Communication/Support
- 6) Smile, California Campaign



Medi-Cal Dental Program Overview

- Total Medi-Cal population – Approximately 13.4 million members statewide who were enrolled in the same dental plan for at least 90 continuous days during a measure year

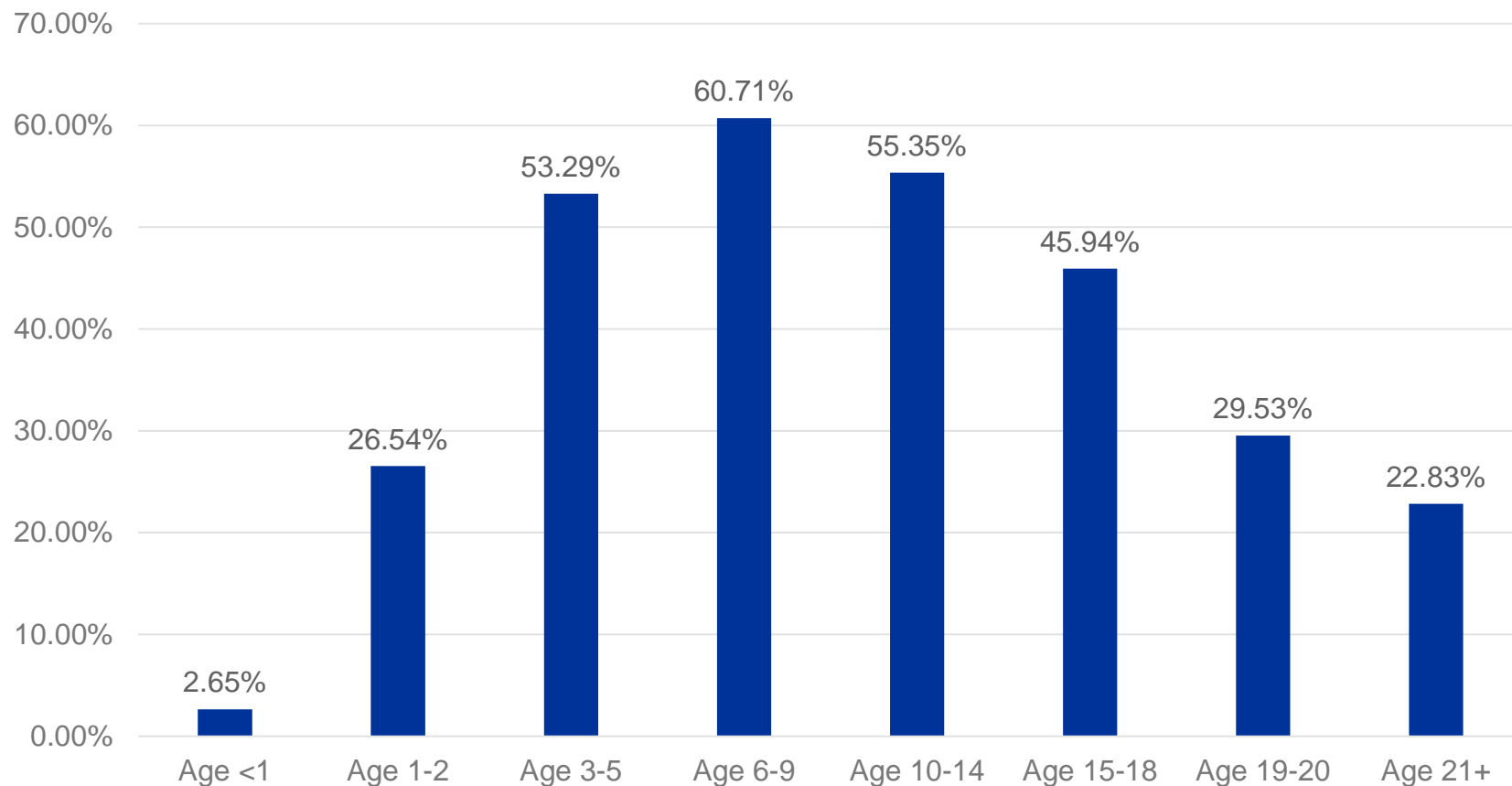
Eligible Medi-Cal Beneficiaries*			
	Children (Age 0-20)	Adults (Age 21+)	Total
Statewide	5,787,774	7,631,303	13,419,077
Sacramento - GMC	227,593	269,812	497,405
Los Angeles - PHP	185,819	302,789	488,608
Fee-for-Service	5,374,362	7,058,702	12,433,064
* Beneficiaries who were enrolled in the same dental plan for at least 90 continuous days from November 2017 to October 2018			
Data Source: DHCS Data Warehouse MIS/DSS as of 1/15/18			

- Total dental program budget – Approximately \$2 billion based on the current State budget
- Two delivery systems: fee-for-service (FFS) (all 58 counties); dental managed care (DMC)
 - Sacramento County – 75% DMC/25% FFS
 - Los Angeles County – 12% DMC/88% FFS*

* Beneficiaries who were enrolled in the same dental plan for at least 90 continuous days from November 2017 to October 2018. Data Source: DHCS Data Warehouse MIS/DSS as of 1/15/18



Statewide Medi-Cal Annual Dental Visit % for All Ages Including SNC Nov 2017 - Oct 2018

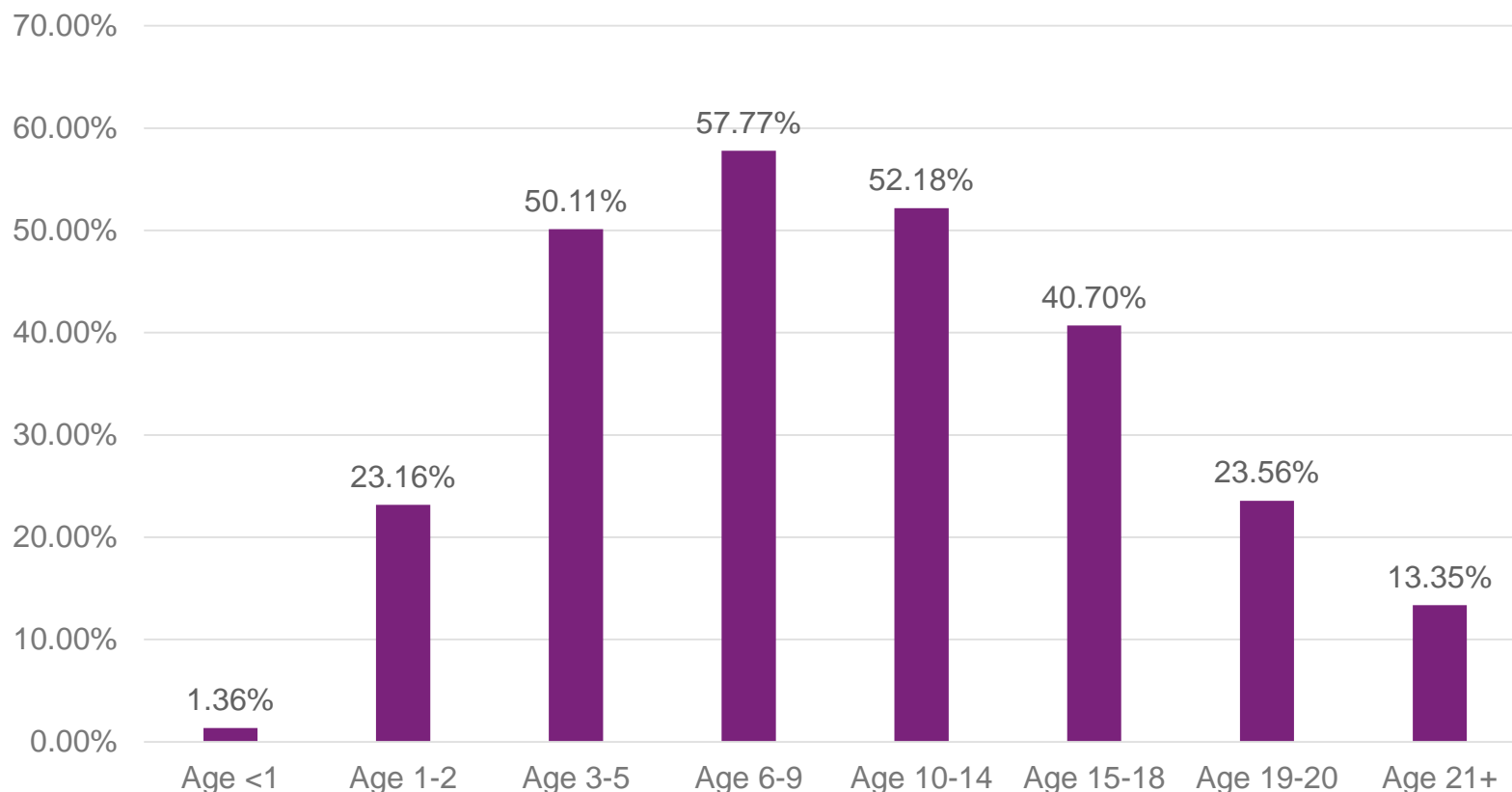


Percentage of Beneficiaries who were enrolled in the same Medi-Cal Dental Plan for at least 90 days during the 12 months period of Nov 2017 to Oct 2018 that received any dental service including dental visits at Safety Net Clinics (SNC)

Data source: DHCS Data Warehouse MIS/DSS as of 1/15/18



Statewide Medi-Cal Preventive Dental Services Utilization% for All Ages Including SNC Nov 2017 - Oct 2018



Percentage of Beneficiaries who were enrolled in the same Medi-Cal Dental Plan for at least 90 days during the 12 months period of Nov 2017 to Oct 2018 that received any preventive dental service including dental visits at Safety Net Clinics (SNC)
Data source: DHCS Data Warehouse MIS/DSS as of 1/15/18



Medi-Cal 2020 Dental Transformation Initiative

DTI

01/01/16
—
12/31/20

\$740M



Dental Transformation Initiative: Domain Areas

Domain 1: Increase Preventive Services Utilization for Children

Domain 2: Caries Risk Assessment and Disease Management

Domain 3: Increase Continuity of Care

Domain 4: Local Dental Pilot Programs (LDPPs)



Dental Transformation Initiative

Domain 1: Increase Preventive Services Utilization for Children

Domain Goal

- Increase **statewide** proportion of children ages 1-20 enrolled in Medi-Cal who receive a preventive dental service by 10 percentage points over a five-year period.



Dental Transformation Initiative

Domain 1: Increase Preventive Services Utilization for Children

- The number of Medi-Cal dentists providing preventive dental services to at least ten children increased by 6.96 percent from CY 2014 to CY 2017.
- Program Year (PY) 1 Accomplishment – Increased 4.64 percentage points!
- PY 2 Accomplishment – Increased 7.47 percentage points based upon preliminary data without complete run-out!

Percent of beneficiaries ages 1-20 statewide who received any preventive dental service during the measurement period

	Baseline Year: CY 2014*	PY 1: CY 2016*	Change of Percentage Points from CY 2014 to CY 2016	PY 2: CY 2017**	Change of Percentage Points from CY 2014 to CY 2017
Numerator^[1]	1,997,190	2,466,173	-	2,571,641	-
Denominator^[2]	5,279,035	5,807,169	-	5,677,260	-
Preventive Service Utilization	37.83%	42.47%^[3]	4.64%	45.30%	7.47%

*Data source from DTI Annual Report: <http://www.dhcs.ca.gov/provgovpart/Documents/DTIPY1FinalReport.pdf>

**Data as of August 2018, December 2017 Utilization is used to estimate calendar year 2017 utilization

All Measures include dental services provided by dental offices and Safety Net Clinics



Dental Transformation Initiative

Domain 2: Caries Risk Assessment and Disease Management

Domain Goal

- Identify the effectiveness of CRA and treatment plans for children ages 6 and under in **29** pilot counties.
 - Treatment plans are prescribed based on caries risk level and include: CRA (globally includes nutritional counseling and motivational interviewing), topical fluoride varnish application, prophylaxis and exams.
 - Providers “opt in”: complete an attestation and free webinar.
 - Treating Young Kids Everyday (TYKE) offered by the California Dental Association (CDA). www.cda.org/TYKE - 2 CEs awarded



Dental Transformation Initiative

Domain 2: Caries Risk Assessment and Disease Management

- | | | |
|------------------|---------------------|------------------|
| 1. Contra Costa* | 12. Mendocino | 23. Santa Clara* |
| 2. Fresno* | 13. Merced* | 24. Sierra |
| 3. Glenn | 14. Monterey* | 25. Sonoma* |
| 4. Humboldt | 15. Orange* | 26. Stanislaus* |
| 5. Imperial* | 16. Plumas | 27. Tulare |
| 6. Inyo | 17. Riverside* | 28. Ventura* |
| 7. Kings | 18. Sacramento | 29. Yuba |
| 8. Kern* | 19. San Bernardino* | |
| 9. Lassen | 20. San Diego* | |
| 10. Los Angeles* | 21. San Joaquin* | |
| 11. Madera* | 22. Santa Barbara* | |

**New counties as of January 1, 2019* 11



Dental Transformation Initiative

Domain 2: Caries Risk Assessment and Disease Management

As of January 2019

- Total Payment: \$5,283,633.24
- 204 providers enrolled
- Outreach Efforts: collaboration with professional societies, ASO, and DMC
- Begin outreach work on newly added counties



Dental Transformation Initiative

Domain 3: Increase Continuity of Care

Domain Goal

- Increase continuity of care for beneficiaries ages 20 and under for 2, 3, 4, 5, and 6 year continuous periods in **36** pilot counties.
- Claims data will determine number of beneficiaries who received an examination each continuous year from the same service office location.
- Annual incentive payment is applicable in any of the demonstration years if continuity of care is provided during the term of the waiver.



Dental Transformation Initiative

Domain 3: Increase Continuity of Care

- | | | |
|------------------|---------------------|--------------------|
| 1. Alameda | 13. Monterey* | 25. Santa Barbara* |
| 2. Butte* | 14. Napa* | 26. Santa Clara* |
| 3. Contra Costa* | 15. Nevada | 27. Santa Cruz |
| 4. Del Norte | 16. Orange* | 28. Shasta |
| 5. El Dorado | 17. Placer | 29. Solano* |
| 6. Fresno | 18. Riverside | 30. Sonoma |
| 7. Imperial* | 19. San Bernardino* | 31. Stanislaus |
| 8. Kern | 20. San Diego* | 32. Sutter* |
| 9. Madera | 21. San Francisco* | 33. Tehama* |
| 10. Marin | 22. San Joaquin* | 34. Tulare* |
| 11. Merced* | 23. San Luis Obispo | 35. Ventura* |
| 12. Modoc | 24. San Mateo* | 36. Yolo |



Dental Transformation Initiative

Domain 3: Increase Continuity of Care

Frequency of Payment

- Flat rate incentive payment to service office locations annually that have maintained continuity of care through providing qualifying examinations (D0120, D0150 or D0145) to their enrolled beneficiaries, age twenty (20) and under.
- Domain 3 Total Payments by Program Year (PY)

	PY 1*	PY 2**	Totals
FFS	\$9,384,640	\$11,495,810	\$20,880,450
SNC	\$426,960	\$437,050	\$864,010
Total	\$9,811,600	\$11,932,860	\$21,744,460

*Includes all PY 1 payments (2017 & 2018)

**Includes only first PY 2 payment (2018)



Dental Transformation Initiative

Domain 3: Increase Continuity of Care

PY2 Findings

- From CY 2015 to CY 2017, across the 17 pilot counties, the percentage of children ages zero through 20 receiving two-year continuity of care increased by 2.60 percentage points and three-year continuity of care increased by 1.98 percentage points.
- From CY 2014 to CY 2017 utilization of preventive dental services increased by 9.83 percent in Domain 3 counties, and 6.74 percent in non-Domain 3 counties both including SNC encounters.



Dental Transformation Initiative

Domain 4: Local Dental Pilot Programs (LDPPs)

Domain Goal

- Local Dental Pilot Program (LDPP) will address one or more of the three domains through alternative programs, potentially using strategies focused on rural areas including local case management initiatives and education partnerships.

Status

- 13 LDPPs have executed contracts
- Evaluation of their success will occur in the third year.
- \$14.6M has been paid to the LDPPs since implementation.



Dental Transformation Initiative

Domain 4: Local Dental Pilot Programs (LDPPs)

13 Approved Projects

1. Alameda County
2. CA Rural Indian Health Board, Inc.
3. CA State University, Los Angeles
4. First 5 San Joaquin
5. First 5 Riverside (includes San Bernardino County)
6. Fresno County
7. Humboldt County
8. Orange County
9. Sacramento County (includes Amador County)
10. San Luis Obispo County
11. San Francisco City and County Department of Public Health
12. Sonoma County
13. University of California, Los Angeles



Dental Transformation Initiative

- For information on the project or to submit questions/concerns regarding DTI, send email to:
DTI@dhcs.ca.gov
- DHCS Webpage dedicated to DTI publications and public information:
<http://www.dhcs.ca.gov/provgovpart/Pages/DTI.aspx>



Proposition 56 Tobacco Tax Funds



Proposition 56 – Tobacco Tax Funds

- SB 856 (Budget Act, Ch. 30, Statutes of 2018) increased allocated funds from \$140M up to \$210M and extended payments for FY 2018-2019; CMS approval for SPA 18-0024 received 9/11/18:
 - Maintain the 40% SMA supplemental payment for codes identified in FY 2017-18, and for other codes, pay 20%, 60% or a specified dollar amount increase to the SMA.
 - Add additional dental codes eligible for supplemental payment, including preventive services for adults, periodontal and a few orthodontia codes as well as diagnostic codes such as x-rays and additional time for individuals with special health care needs.
 - Achieve parity on General Anesthesia and IV Sedation Codes
 - Includes a \$30M loan repayment program for dentists



Proposition 56 – Tobacco Tax Funds

- Dental Loan Repayment Program
 - Up to \$300K granted per qualified applicant (20 per year)
 - School Graduate within 5 to 7 years
 - 30% Medi-Cal caseload
 - Underserved areas
 - *Stakeholder input on eligibility criteria*
- Additional information about Prop 56 and the list of codes with supplemental payment amounts is available on the DHCS [website](#).



Adult Dental Benefits



Restoration of Adult Dental Services

- AB113 – Federal Approval received for State Plan Amendment (SPA) on March 27, 2018
- Effective Date: January 1, 2018
- All optional adult dental benefits restored that were eliminated in 2009.
- DHCS Webpage dedicated to Restoration of Adult Dental Services:

http://www.dhcs.ca.gov/services/Pages/Restoration_Adult_Dental.aspx



Adult Dental Utilization – Pre & Post Restoration

Measurement Period	Jan 2017 to Dec 2017	November 2017 to October 2018
	Adults 21+	Adults 21+
Annual Dental Visit	21.63%	22.83%
Preventive Services	12.78%	13.35%
Dental Exams	16.76%	18.20%
Diagnostic Services	19.10%	20.22%
Dental Treatment	13.04%	14.75%

Data Source: DHCS Data Warehouse (MIS/DSS) as of January 2019

Note: Data is prior to restoration of adult dental services. Restored adult dental services were effective January 1, 2018.



PROVIDER ENROLLMENT



Enrollment Forms

- Provider Enrollment Form, [DHCS 5300](#) (reduced from 4 forms to 1, effective January 2017)
- Enrollment Assistance
 - Enrollment Tool Kit:
 - Tips, hints, tutorials
 - Provider Enrollment Assistance Line:
 - Speak with an Enrollment Specialist while completing your forms
 - Enrollment Workshops:
 - Live one-on-one assistance with forms completion



Medi-Cal Dental Provider Enrollment

- As of January 2, 2019 for the FFS Medi-Cal Dental program:
 - 10,479 Active Rendering Providers
 - 5,815 Billing Providers
- Enrollment Timelines as of December 2018:

DHCS has seen significant increases in new provider applications since 2017 from 39 to 66 received and an average of shorter timeframes for enrollment and reenrollment – ranging between 5 to 24 days less, respectively.



PROVIDER COMMUNICATION



Medi-Cal Dental Provider Communication

- Subscribe to the Medi-Cal Dental Provider email list and receive regular program updates:
https://www.denti-cal.ca.gov/Dental_Providers/Denti-Cal/Provider_Email_List_Sign_Up/
- Provider Seminars – offer a variety, including: Basic and EDI Seminars, Advanced Seminars, Orthodontic Seminars and Workshops.
 - Also, all seminars with the exception of workshops are available as webinars.
 - https://www.denti-cal.ca.gov/Dental_Providers/Denti-Cal/Provider_Training/



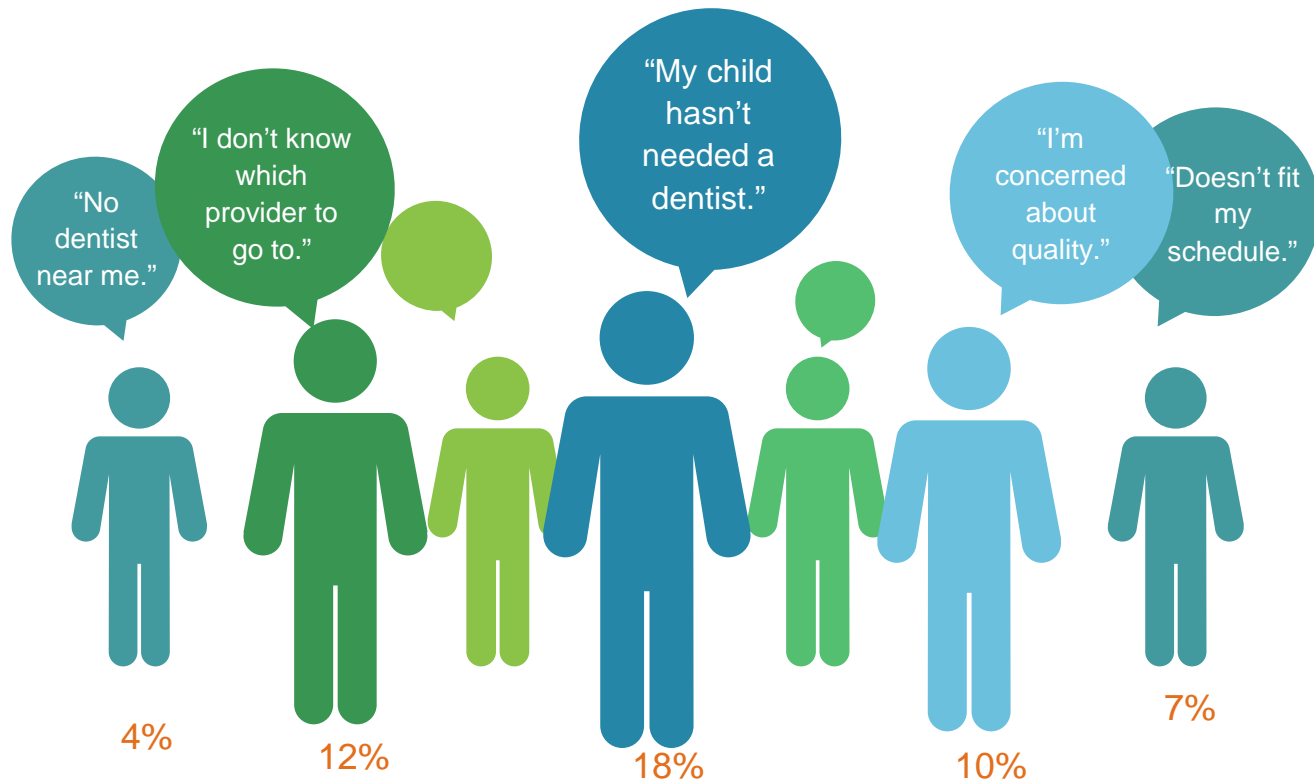
Ready, Set...
Smile, California!



A Shared Vision of Success



Barriers that Matter Most





Campaign Design

Awareness

AWARENESS

Raise beneficiary awareness about Medi-Cal dental, educate beneficiaries about their benefits and inform beneficiaries how to use those benefits.

Activation

ACTIVATION

Work with communities to identify and help reduce barriers to utilization and proper oral health care in the community.

Access

ACCESS

Enroll new providers, drive inactive providers to increase the number of beneficiaries they treat, and recruit providers to support outreach efforts and promote campaign messages.

SmileCalifornia.org

About

Provides an overview of Medi-Cal Dental



Covered Services

Available services by age group



Dental Visits

Set expectations for dental visits at every age



Oral Health

Offers oral hygiene tips and resources



Videos

All of the site information in short video format



Find a Dentist

Links to denti-cal.ca.gov to use dental directory



Members

Campaign materials and links to helpful resources



Partners & Providers

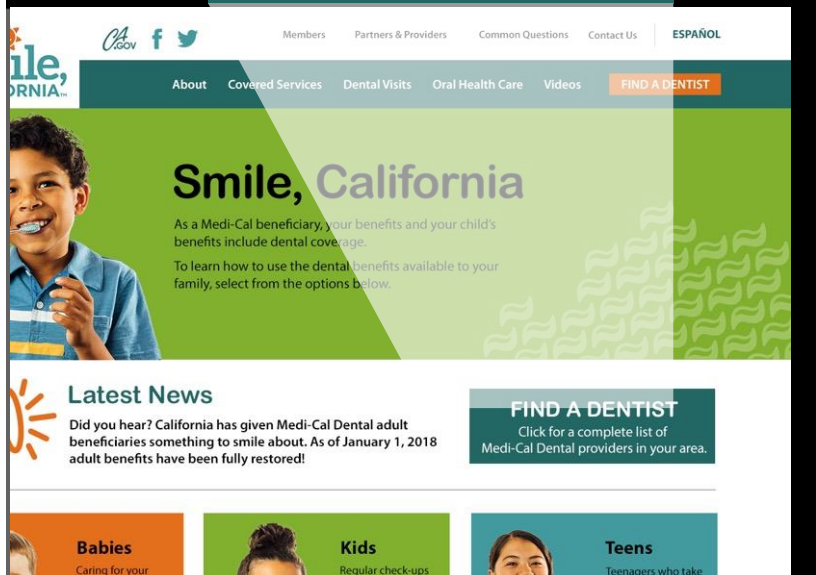
Campaign materials and links to helpful resources



SmileCalifornia.org “Find A Dentist” Feature

FIND A DENTIST

Click to find a Medi-Cal dental provider in your area.



Denti-Cal Provider Directory

Search for Medi-Cal Dental Program Providers

Enter the appropriate information below to view a list of Dental Providers who may be accepting new Denti-Cal patients. This additional patients at the time you contact them. If you cannot find a dentist in your area who is accepting new patients, please call 1-800-322-6384 for additional help at 1-800-322-6384.

With offices

☒ in California

Within 10 Miles

of ZIP Code 5-digit ZIP

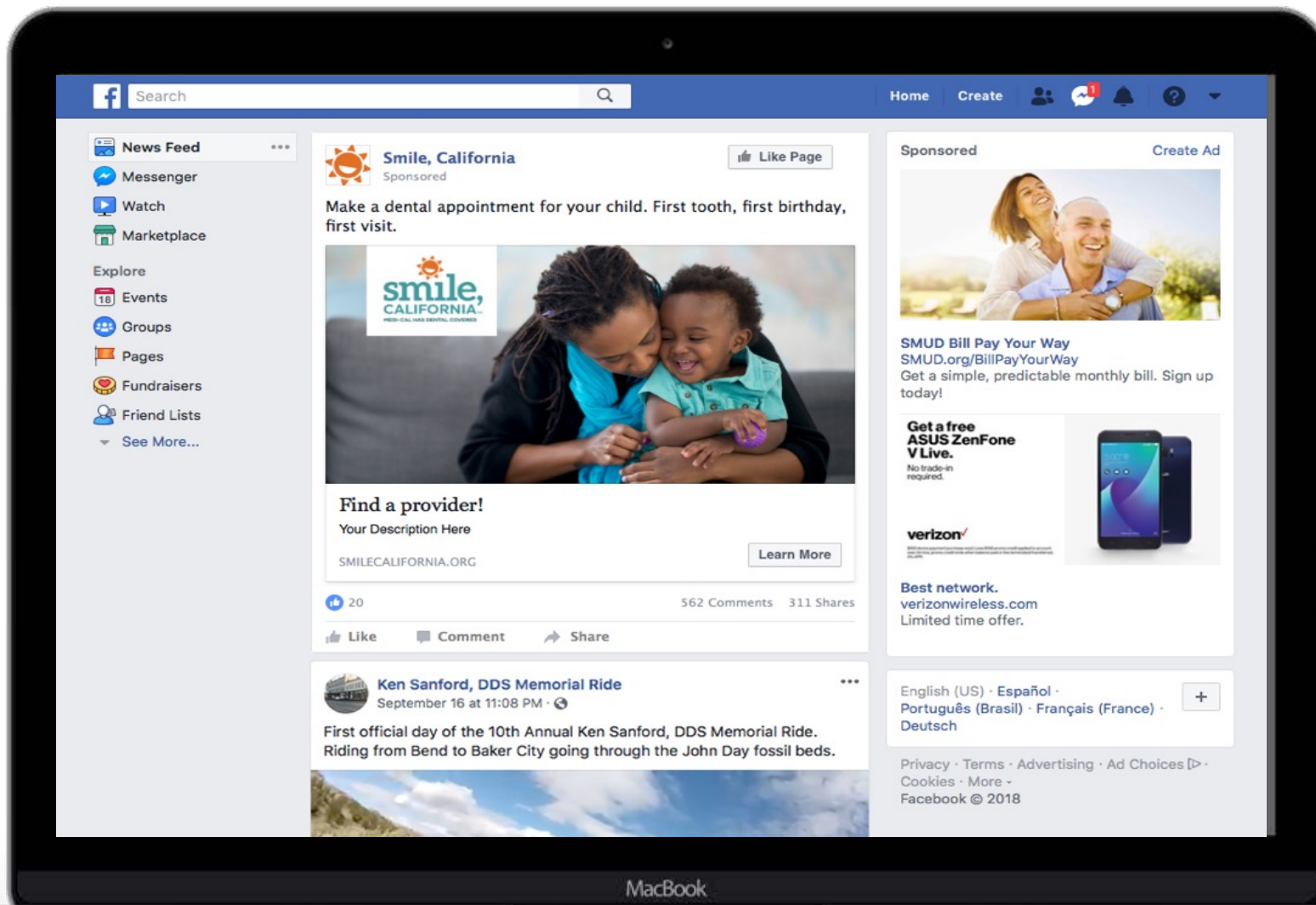
☐ Out-of-State

☐ Show only providers accepting new patients

Search



Social Media





Direct Mail



Dear Medi-Cal Member,

Keeping your teeth healthy is one of the best things you can do for your overall health. Brushing and flossing are important healthy habits, and so is going to the dentist regularly. As Medi-Cal members, your benefits and your child's benefits include dental coverage. Medi-Cal provides free or low-cost dental services to help keep you and your smile healthy.

Remember:

- **First tooth or first birthday.** Your baby should visit the dentist as soon as the first tooth comes in or by their first birthday, whichever comes first.
- **Seal today to prevent decay.** Talk to your child's dentist about molar sealants. Protective coatings help prevent cavities.
- **Adult dental benefits have been fully restored.** As of January 1, 2018, the Department of Health Care Services (DHCS) restored adult dental benefits for members ages 21 and older with full-scope dental coverage.

Learn more about your dental benefit and find a Medi-Cal dentist near you at SmileCalifornia.org or call the Denti-Cal Customer Service Line at 1-866-290-6310. The call is free! Representatives are available to answer your questions from 8:00 a.m. to 5:00 p.m. through Friday.

Representatives can help you with:

- Finding a dentist.
- Scheduling a dental appointment.
- Finding out more about your dental benefits.
- Answering questions about the Medi-Cal Dental Program.
- Getting information on fraud and abuse.
- Getting information on resolving problems with dental care.

Please mention this letter when you call.

Sincerely,

Medi-Cal Dental Program
Department of Health Care Services



Medi-Cal Dental

Medi-Cal Has Dental Covered

As a Medi-Cal member, your benefits and your child's benefits include dental coverage. See the chart below for an overview of the dental care that is covered by Medi-Cal.



SERVICES	BABIES	KIDS	TEENS	PREGNANCY	ADULTS	SENIORS
Exam*	*	*	*	*	*	*
X-rays	*	*	*	*	*	*
Teeth cleaning	*	*	*	*	*	*
Fluoride varnish	*	*	*	*	*	*
Fillings	*	*	*	*	*	*
Tooth removal	*	*	*	*	*	*
Emergency services	*	*	*	*	*	*
Sedation	*	*	*	*	*	*
Molar sealants**	*	*	*	*	*	*
Root canals	*	*	*	*	*	*
Orthodontics (braces)***	*	*	*	*	*	*
Crowns	*	*	*	*	*	*
Partial and full dentures	*	*	*	*	*	*
Denture relines	*	*	*	*	*	*
Scaling and root planing	*	*	*	*	*	*

*Free or low-cost check-ups every six months for members under the age of 21, every 12 months for members over the age of 21.

**Molar sealants are covered for teens up to age 21.

***For those who qualify.

BABIES

Your child's first dental visit should take place after their first tooth appears, but no later than their first birthday. Baby teeth are critical to your child's health and development. They help him or her chew, speak and smile.

KIDS

Children start to lose their baby teeth as early as five years old. This is when their permanent teeth begin to grow in. Ask the dentist for molar sealants to help protect your child's molars from cavities.

TEENS

Eating sugary foods and drinks, as teens often do, puts them at a higher risk for gum disease and tooth decay. Teenagers who continue to get regular check-ups ensure good oral health well into adulthood.

PREGNANCY

Good oral health care helps prevent problems during pregnancy. As a Medi-Cal member, you are covered during pregnancy and 60 days past the birth of your baby. The best time to see a dentist is in your second trimester (week 13 to week 27 of pregnancy).

ADULTS

As of January 1, 2018, the Department of Health Care Services (DHCS) restored adult dental benefits for members ages 21 and older with full-scope dental coverage. For a complete list of covered services, visit SmileCalifornia.org.

SENIORS

As an older adult, you are prone to gum disease and other oral health problems, but by brushing twice a day, flossing daily and most importantly, seeing your dentist regularly, you can lower your risk.

Learn about your dental benefit and find a Medi-Cal dentist near you at SmileCalifornia.org or by calling 1-866-290-6310. With Medi-Cal Dental, your visit is free or low-cost. Schedule your appointment today!

SmileCalifornia.org | 1-866-290-6310





Partner Materials





Smile, California Campaign Fact Sheet and Backgrounder

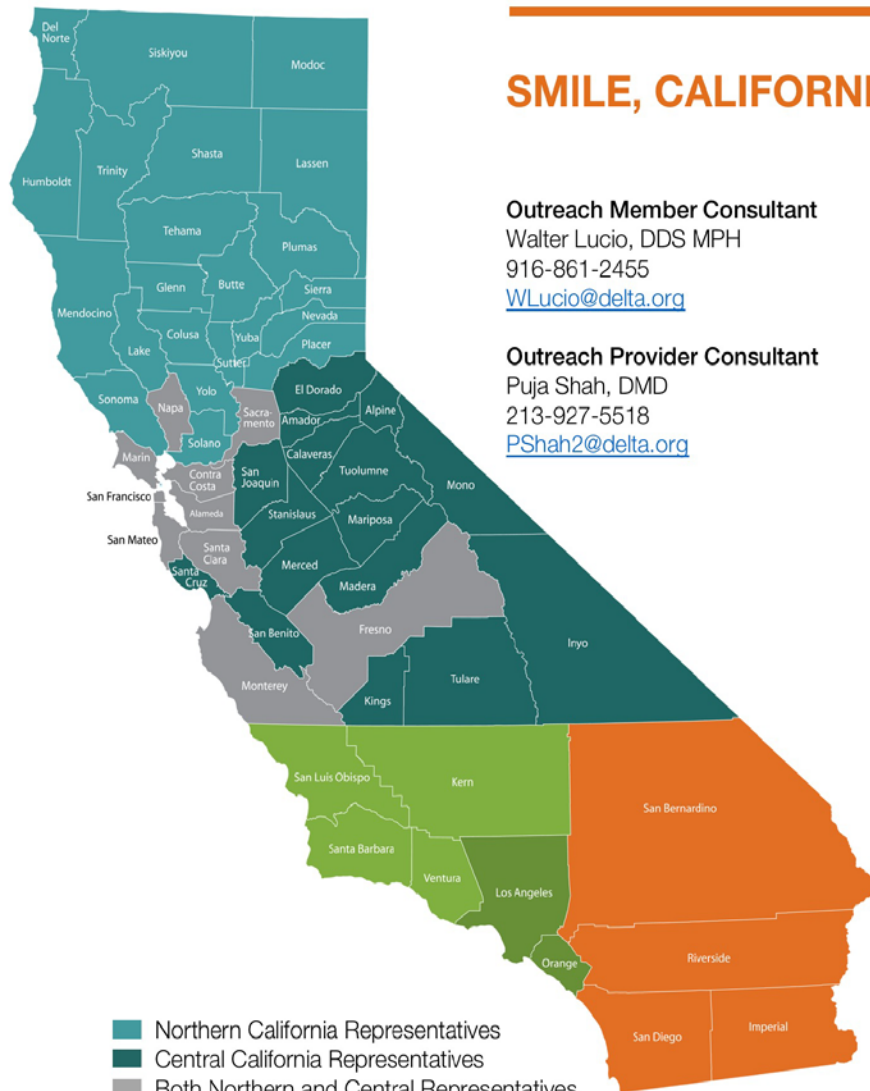




Host Your Own Referral Event



SMILE, CALIFORNIA OUTREACH TEAM



Outreach Member Consultant

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Dhooker@delta.org

This Regional Representative Contact List is for local outreach stakeholders to assist you with the local events, questions about Smile, California and provider recruitment opportunities. This is not for public distribution. Please refer all members to the Member Customer Service Line at (800) 322-6384 and providers to the Provider Customer Service line at (800) 423-0507 for general inquiries and customer service support.



Stay Updated!



- Be sure you are signed up to receive **Smile Alerts!**
- Send an email to:
hello@smilecalifornia.org



Thank You

Medi-Cal Dental Services Division:
dental@dhcs.ca.gov

 DHCS | Medi-Cal Dental

