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“The Economics of New Workforce Models”
NNOHA Annual Conference
November 12, 2013
Original Pew Report on Economics of New Dental Providers

- Health care reform will spur demand for children’s dental services (*millions more children will have dental insurance by 2014*)
- Dental services are mostly delivered by private practitioners
- What are the productivity and profit implications of deploying new allied providers in private practice?
- Can dentists see more Medicaid/CHIP kids without suffering financially?
What We Learned...

- Mid-level providers can strengthen both the productivity and financial stability of private dental practices.

- These providers can make it financially viable for most dental practices to serve Medicaid patients.

- Medicaid rates play a key role in making it financially viable for practices to serve more low-income patients.
Case Studies of New Dental Providers: How do they Work in Real Time?

5 Different Settings

1. Hub clinic with remote locations in Nome, Alaska: *The Norton Sound Health Corporation*

1. A federally qualified health center in Minneapolis, MN: *The Peoples’ Health Center FQHC*

1. A private practice in Montevideo, MN: *Main Street Dental*

1. A private practice in Saskatchewan, Canada: *Battleford Family Dental Centre*

1. A tele-dentistry project in California
Case Studies of New Dental Providers: What we Examined

- **Practice Integration.** How are they being used?

- **Access.** Do new dental providers result in changes in payer and ethnic/racial patient mix and the practice’s ability to see more underserved populations.

- **Clinic Productivity, Changes in Mix of Procedures Delivered.** To what extent are practice visits increasing? Are dentists changing their mix of basic vs. more complex restorative care?

- **Cost Impact.** What is the net financial impact to the practice?
Overall Findings

- **Increased access to care.** In certain circumstances, new workforce models involving allied dental providers can increase the number of patients who receive dental treatment.

- **Added net revenue.** The net revenue generated by allied dental providers can more than offset the costs of employing them.

- **Freedom for more complex procedures.** These new workforce models can allow dentists to concentrate on more complex procedures.

- **Variable impacts.** Impacts depend on such factors as patient population, type of practice, level of reimbursement, state or local regulations.
Preliminary Findings from Case Studies of New Dental Providers Were Presented

Final Report is expected to be published by The Pew Charitable Trusts in January 2014.

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