

A Model for Integration of Oral Health and Medicine



The Affects of Oral Bacteria on Certain Medical Conditions

Diabetes¹

- Those with Type II diabetes are 3x as likely to develop periodontal disease
- Periodontal disease considered sixth complication of diabetes

Coronary Artery Disease & Stroke²

Researches have found those with periodontal disease are nearly twice as likely to suffer from CAD – and increases the risk of stroke.

- When bacteria from the mouth enter the blood vessels, they attach to fatty proteins & may lead to blood clots and plaque build-up.
- Inflammatory response to oral infection entering the blood is believed to cause swelling within the blood cells contributing to narrowing of the arteries.



Oral Cancer³

Treatment for oral cancer can reduce salivary flow, leading to dry mouth and making tooth decay more likely

Sjögren's Syndrome⁴

This immune system disorder affects moisture-producing glands and can lead to dry mouth, making tooth decay more likely

Pregnancy⁵

Hormonal changes put pregnant women at an increased risk for oral health issues, resulting in low-birth-weight babies

Oral Health for Overall Health, promoting systemic health

What is Oral Health for Overall Health?

Oral Health for Overall Health is a dental program that integrates with Florida Blue health plan claims data to identify and automatically enroll eligible members to receive enhanced dental benefits. Enhanced dental benefits are condition specific promoting systemic health.

Overall Program Benefits

- Program auto-enrollment
- Program engagement
- Enhanced dental benefits beyond standard dental benefits, valued at over \$1,000
- Co-insurance, deductible or copayments not required
- Improved oral and overall health
- Reduced physician and ER visits
- Reduced hospital admissions
- Improved productivity
- Medical cost differences

Covered Conditions & Enhanced Dental Benefits

| Covered Conditions and Benefits | Automatic Program Enrollment | Two Additional Cleanings or Periodontal Maintenance Visits per Year | Oral Cancer Screenings Once Every 6 Months & Fluoride Treatments Once Every 3 Months | Periodontal Maintenance and Scaling 100% Covered with No Out-of-Pocket Expense* |
|---------------------------------|------------------------------|---|--|---|
| Diabetes | ✓ | ✓ | | ✓ |
| Coronary Artery Disease | ✓ | ✓ | | ✓ |
| Stroke | ✓ | ✓ | | ✓ |
| Pregnancy | | ✓ | | ✓ |
| Oral Cancer | ✓ | ✓ | ✓ | |
| Sjögren's Syndrome | ✓ | ✓ | ✓ | |

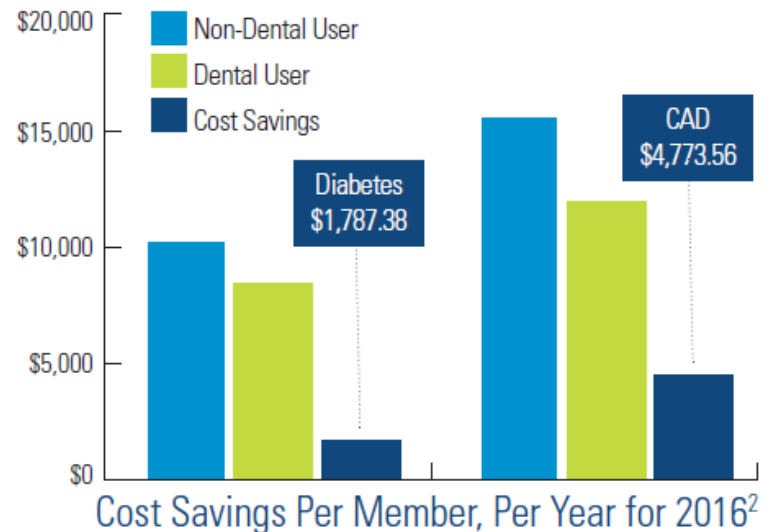
*A member's plan must include periodontal coverage to receive this benefit.

The Effects of Oral Health on Systemic Health

Partner studies conducted between FCL & BCBS partners have demonstrated significantly lower medical costs for members who use preventive/periodontal dental services versus those who do not.

2016 partner study (book of business) concluded medical cost differences between dental utilizers versus non-utilizers:

- \$4,774 PMPY CAD, 31% difference
- \$1,787 PMPY Diabetes, 18% difference

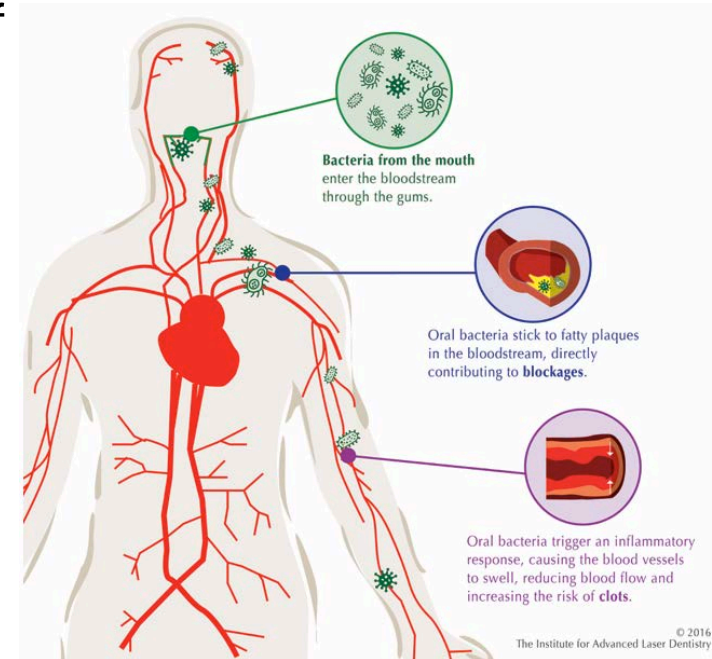


Integration of Oral Health and Medicine

The oral cavity is the intersection of medicine and dentistry and the window into the general health of a patient.

Hundreds of diseases and medications impact the oral cavity having greater systemic impact than physicians acknowledge.

Because complications associated with certain medical conditions cause significant morbidity and mortality and are drivers to increased total cost of care to the healthcare system, it's our goal to bridge the gap between medical and dental networks to treat the whole patient.



Florida Blue PCMH Track 2

The health care industry is rapidly moving from paying for volume of services to paying for outcomes of services by aligning appropriate payment for the right performance.

In Track 2, groups with attribution of 300 to 4,999 members measures the PCMH efficacy through cost reduction as it relates to avoidable hospital admissions and ER visits for Ambulatory Care Sensitive Conditions (ACSCs).

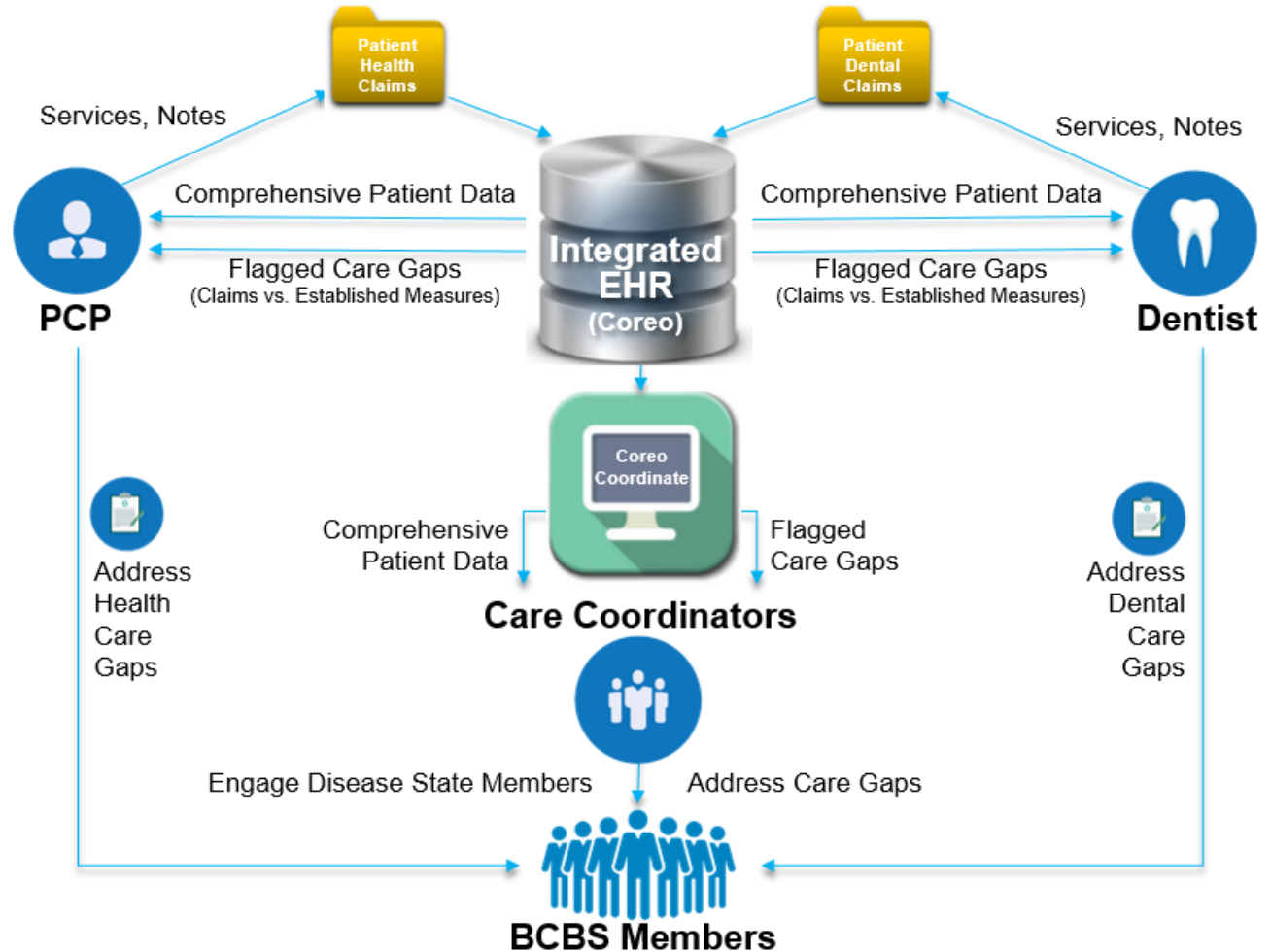
Florida Blue uses the ACSC conditions identified and developed by the Agency for Healthcare Research and Quality.

- Vaccine Preventable (2)
- Chronic (8)
- Acute (9)
 - Dental Conditions

LSV Connected Care®

LSV Connected Care:

- is a community of care in which physicians, dentists, and care coordinators work to close patient care gaps.
- promotes provider collaboration, access to patient EMR & patient care gaps resulting in a reduction in total cost of care.



Harvard Initiative

- LSV is a founding member of the Harvard Initiative; now in its fourth year.
- Board members include Ed Murphy, Sol Brotman from LSV, chaired professors from Harvard Schools of Public Health and executives from companies across the healthcare spectrum such as: UnitedHealth Group, Highmark BCBS, Kaiser Permanente, DentaQuest, Henry Schein, Phillips Oral Healthcare, Colgate Palmolive – among others.
- Purpose; to prove the economic imperative & improved healthcare outcomes when dentistry and primary care are integrated.
- Sponsored National Healthcare Forum (9/27/2018) which focused 100% on the integration of oral health and primary care.

References

1. Llambes, F., Arias-Herrera, s., & Caffesse, R. (2015, July 10). Relationship Between Diabetes and Periodontal Infection. Retrieved from www.ncbi.nlm.nih.gov.
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5. Perio.org. (2013, August 28). Expectant Mothers' Periodontal Health Vital To Health Of Her Baby. Retrieved from www.perio.org ([pregnancy](http://www.perio.org)).