Health Care Reform: Where Do We Go From Here?

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Uncharted Water
What we Know...

- ACA will be implemented
- Not all parties agree
- States and stakeholders will be affected differently
How will Health Care reform affect WV?

- WV Medicaid
- Consumers
- Providers
- Insurers / Payers
- State Oral Health Program
West Virginia Medicaid

- Cost associated with expansion
  - Potentially add up to 170,000 new clients
Consumers

- Issues:
  - Benefit Confusion
  - Access to Care
Consumers

- Benefit Confusion
  - Dental insurance plans include a wide variety of coverage
  - Recent Consumer Survey Results
    - Nearly one third (31%) do not know what their deductible is
    - 43% believe their dental insurance only covers “some” or “a few” of their needs
    - The vast majority (79%) say their dental insurance covers preventive services; 1 in 5 say “no” or “don’t know”
Consumers

- Benefit Confusion
  - Uncertainty of what Marketplace or Exchange really is or how it works
  - Enrollment complications
Consumers

- Access to Care
- Workforce

![Retirement Plans (Dentists) Chart]

- Retire / Leave <1 year
- Retire / Leave 1-5 years
- Retire / Leave 6-10 years
- Reduce Hours Next 5 years
- No Plans to Retire / Leave Next 10 Years
- Blank
## Consumers

- **Access to Care**
- **Workforce**

<table>
<thead>
<tr>
<th>Current Practice Area</th>
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</thead>
<tbody>
<tr>
<td>General Dentistry</td>
<td>67 %</td>
<td>Dental Public Health</td>
</tr>
<tr>
<td>Orthodontics</td>
<td>6 %</td>
<td>Educator / Academic</td>
</tr>
<tr>
<td>Oral / Maxillofacial Surgery</td>
<td>6 %</td>
<td>Prosthodontics</td>
</tr>
<tr>
<td>Pediatric Dentistry</td>
<td>3 %</td>
<td>Other</td>
</tr>
<tr>
<td>Endodontics</td>
<td>3 %</td>
<td>Oral / Maxillofacial Radiology</td>
</tr>
<tr>
<td>Periodontics</td>
<td>2 %</td>
<td>Blank</td>
</tr>
</tbody>
</table>
Consumers

- Access to Care
  - Insurance acceptance

Accepting new patients

- Yes: 85%
- No: 6%
- Blank: 9%

Accepting new Medicaid patients

- Yes: 46%
- No: 40%
- Blank: 14%
Provider

Issues:
- Practice Management
- Profitability
Providers

- Practice Management
  - Influx of new Medicaid patients
  - Broken appointments
Provider

- Profitability
  - Decreased profit
  - Increased Overhead
  - Reimbursement

Increased Medicaid Patients → Low Reimbursement → Lower Profit → Provider Dissatisfaction → Decreased Access to Care
Insurers / Payers
Oral Health Program

- Issues:
  - Drastic impact on State Oral Health Programs (SOHP)
    - Current barriers will be magnified
State Leadership: What does it mean?

- Open Mindedness
- Collaboration
- Creativity
- Education
- Opportunity
- Leadership
- Involvement
- Flexibility
What can SOHP’s do?

- LEAD
- Be Informed
- Listen
- Build Relationships
- Be Flexible
Suggestions for SOHP’s

- Work with care navigators to ensure consumers understand the benefits being offered
- Work with Medicaid and providers to ensure system in place to assure fair reimbursement
- Work with stakeholders to incorporate case management/care coordination into State programs
- Don’t fear the unknown

“Listen to what you know instead of what you fear”  
- Richard Bach
Strong State leadership is a **MUST**

Embrace the challenge

You are not alone
Thank you

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