

Midlevel Providers in Dentistry

A critical look at this new species of Dental Providers

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Dentistry Today

- 105 Billion Industry
- 70% of Americans seek dental care
- New Technology
 - Cone beam scanning
 - 3 D imaging
- New services in Dentistry
 - Implants
 - Sedation
 - Cosmetic
 - Invisalign



Dentistry of Today

- 141,900 dentist in USA
- 120,000 GP (84%)
- 78% in PP; 15% in partnership; 7% other
- 68% > 45 yrs old
- 65% of dentist over 45 are Male



Dentistry in Georgia

- 5541 licensed dentist
- 973 practice out of state
- MCG graduates 60/yr and will increase to 100 by 2016
- 85% of MCG grads stay in Ga
- Ga licenses 250 new dentist/yr
- 65% of dentist < 55yrs
- **20 counties have NO full-time Dentist**
- **300 Dentist provide 80% of gvnt Medicaid/Peach Care**



Mega Trends in Dentistry

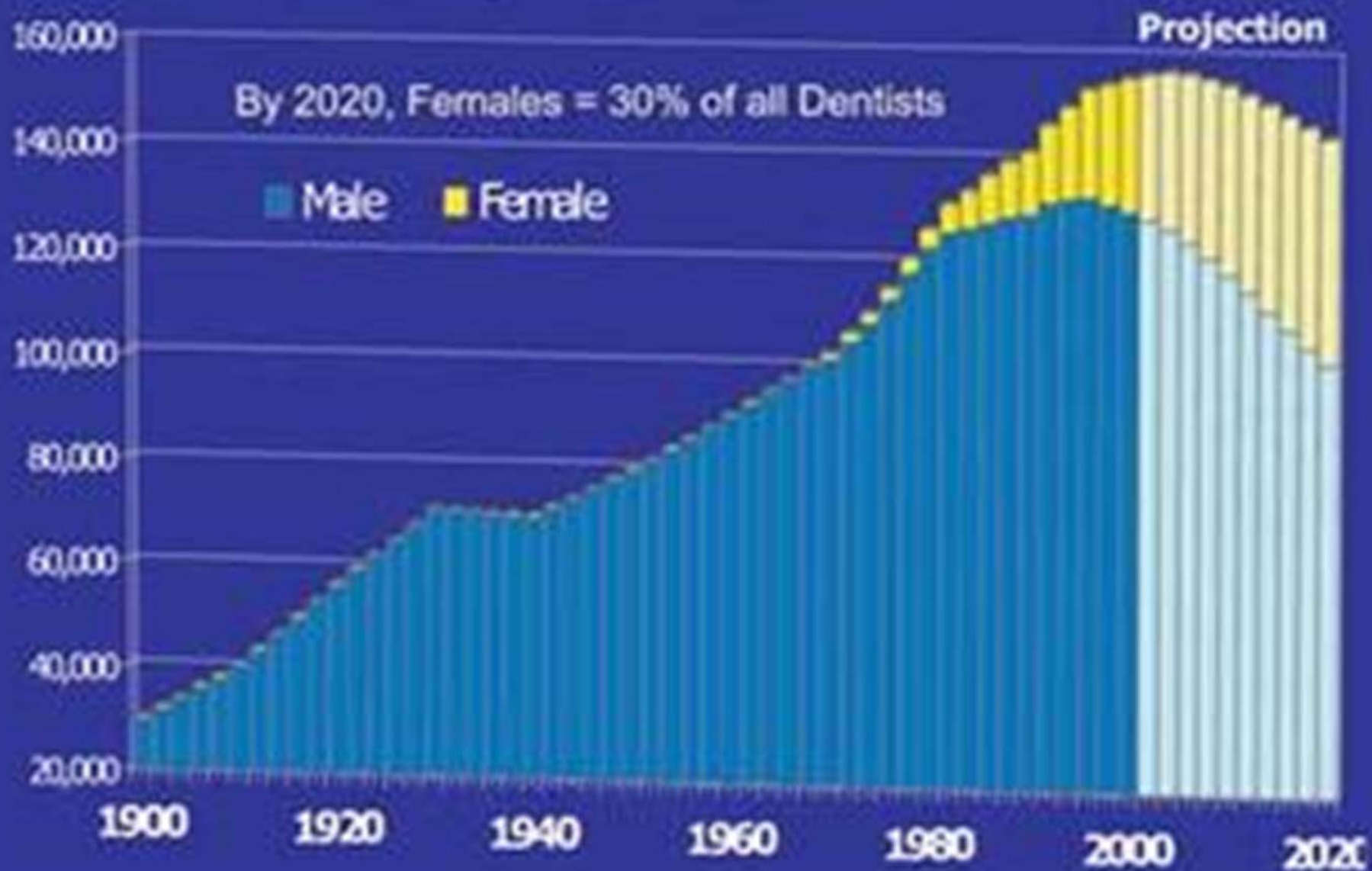
- Government Regulation
- Dental Insurance
- Technology
- Corporate/Large Group Dentistry
- Workforce Change
- Midlevel Providers (MLP)



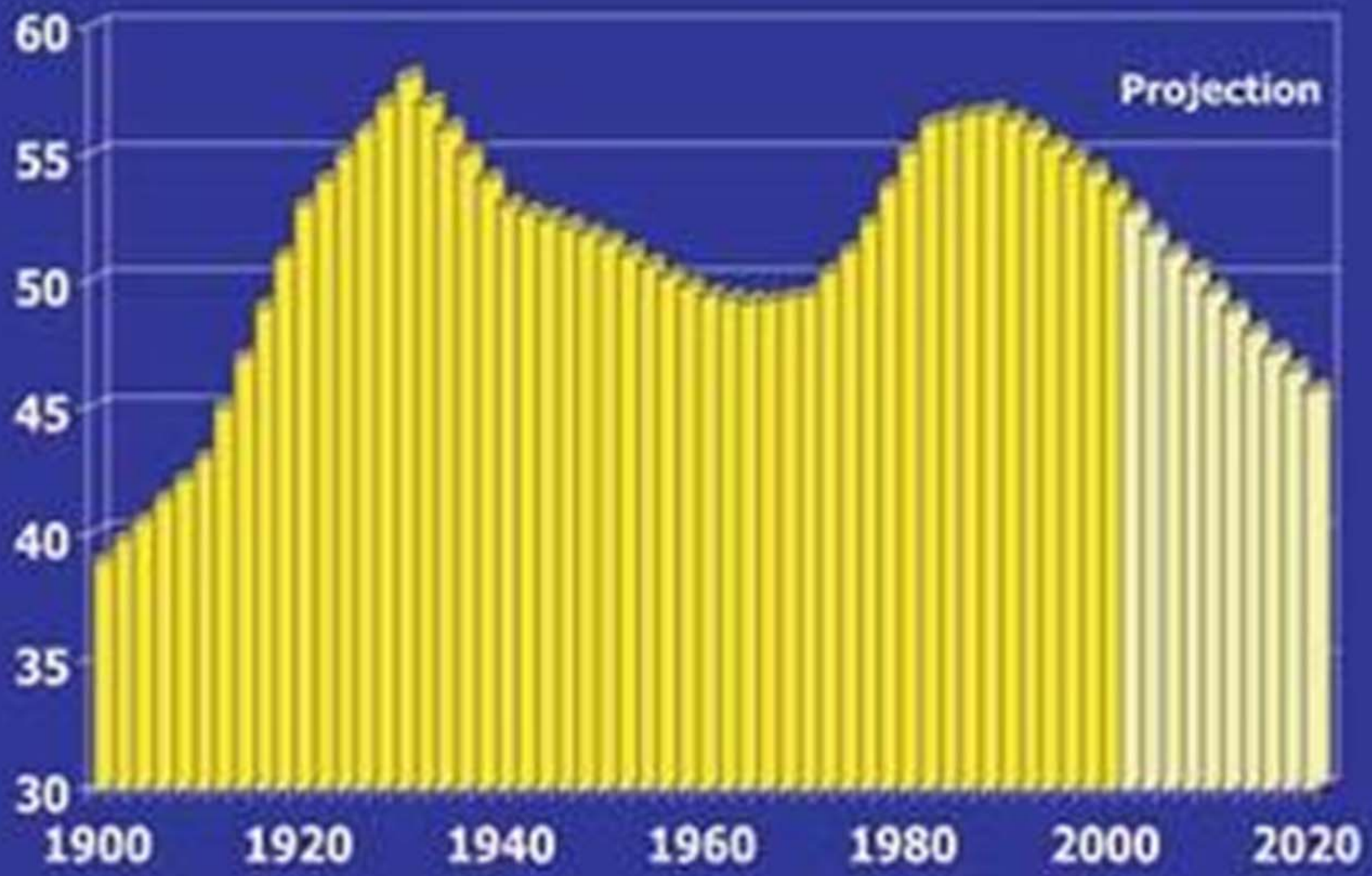
Factors Shaping Dentistry's Future

- Economy
- Demand
- Supply
 - 4500 dentist retire/ yr; 4700 graduate/ yr
 - 16% specialist today; will increase to 27% by 2020
 - **13% PP are female; but 38% DS is female**
 - By 2025 40% of dentist will be female

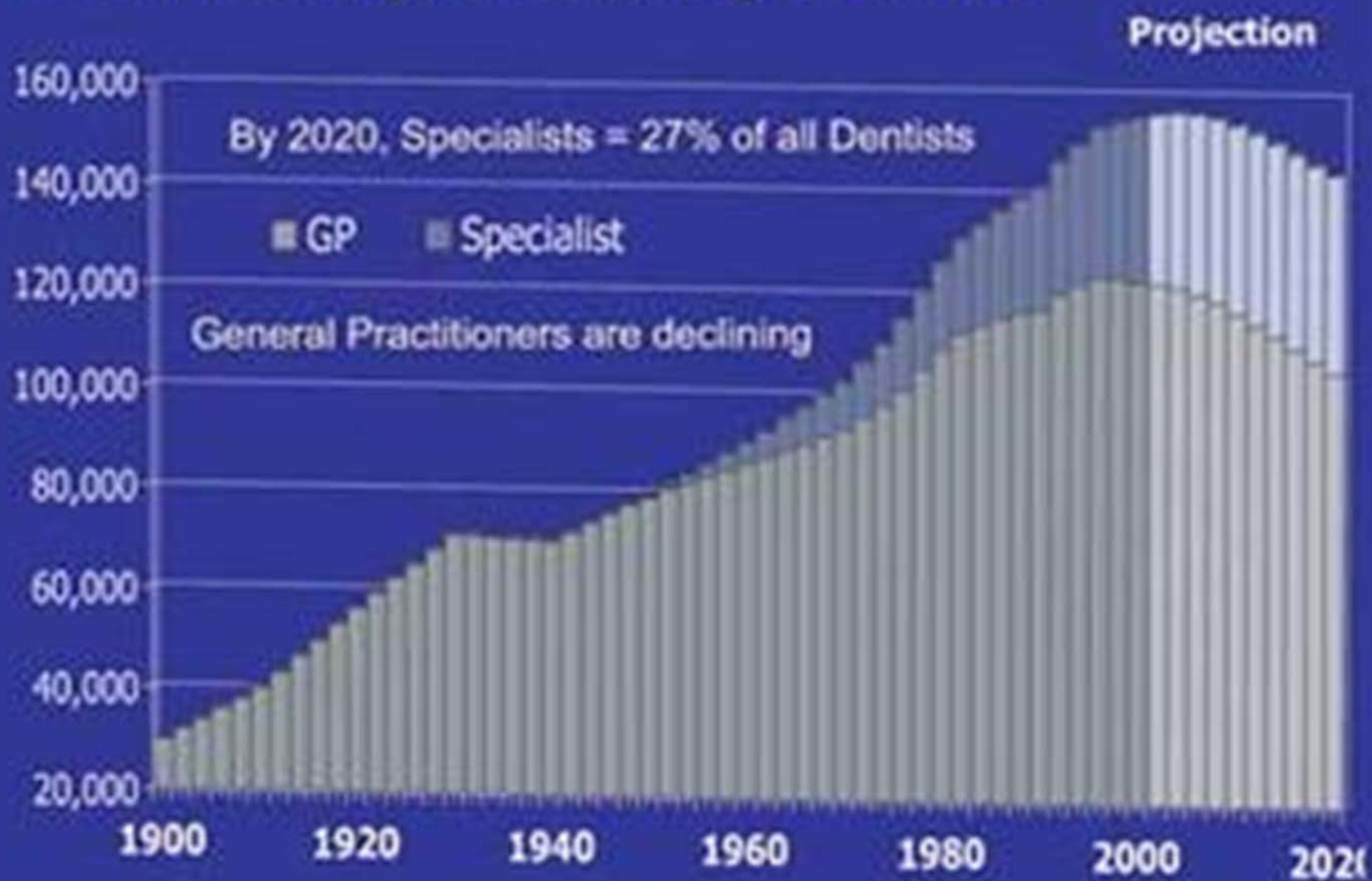
Dentists by Gender



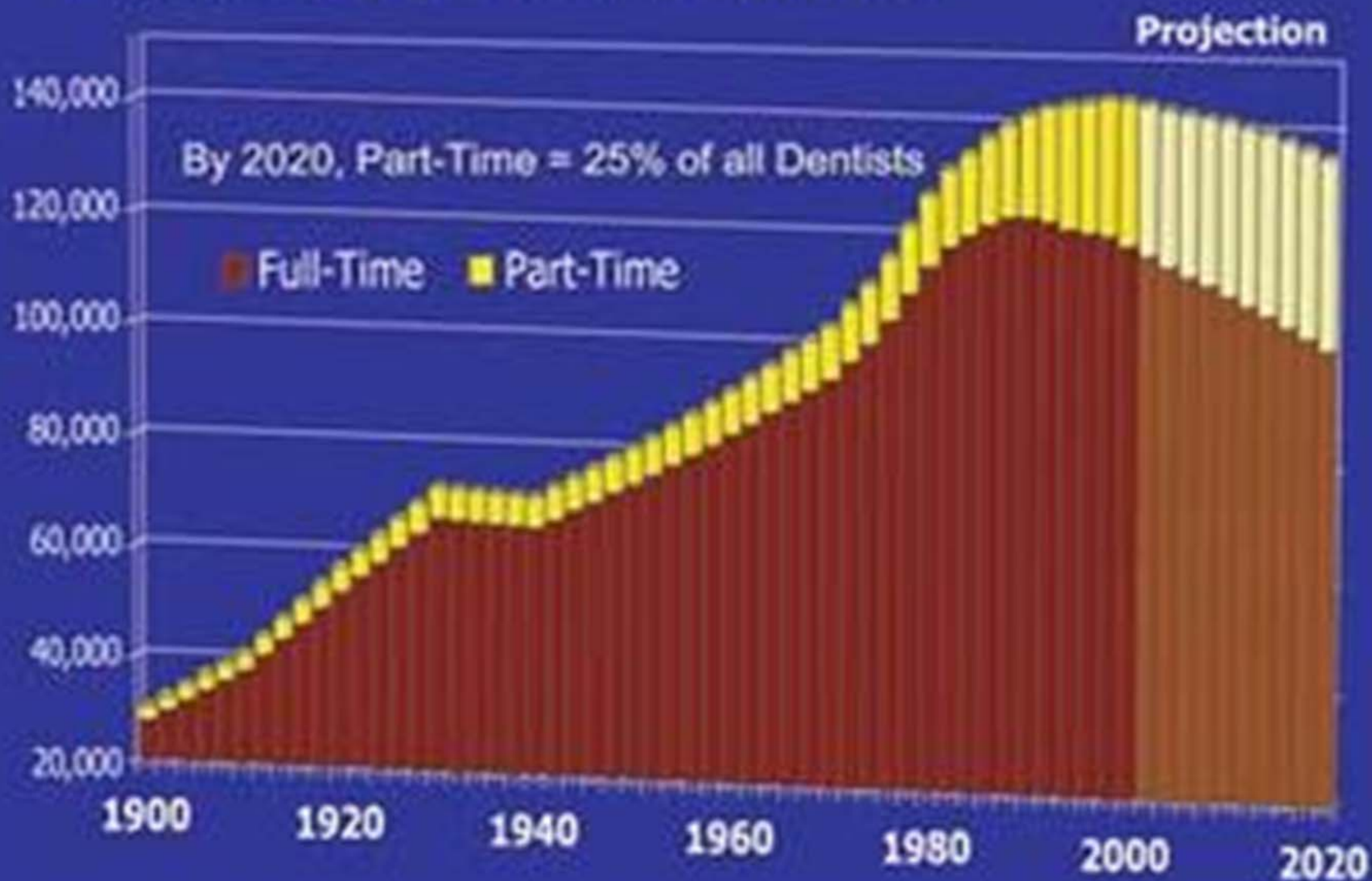
Dentists per 100,000 Population



Dentists by Specialty Status



Dentists by Work Status





Summary

- As population grows and # of GP's decreases while more women enter the dental workforce & fewer dentist work full-time there will be fewer GP's to perform basic, traditional dentistry
- Access to care for basic dental services will become more difficult
- MLPs will fill the gap



History of Midlevel providers

- Medicine: Nurse, PA, CRNA, CNP, Optometrist, MA
- Law: Paralegal
- Dentistry: EFDA, Hygienist; Dental Nurse/Therapist



MLP: Not all are created equal

- **Community Dental Health Care Provider**
- **Dental Health Aide Therapist**
- **Advanced Dental Health Aid Therapist**
- **Advanced Dental Hygiene Practitioner**



Community Dental Health Coordinator

- Education: HS + 18 months
- Services: screenings, Fl Tx, temp restor, prophyl, palliative urgent care
- Serve as a link to community Dentist
- Must work under Dentist supervision
- Designed to work in underserved areas, community health centers, nursing homes, etc



Dental Health Aide Therapist

- Education: HS plus 2 yrs (more for Masters)
- Services: restorations, oral exams, preventative dental services, extraction, x-rays
- Currently in 53 countries
- Backed by big money: Kellogg foundation, Pew Charitable trust
- *Advanced may work w/o dentist supervision*



Advance Dental Hygiene Practitioner

- Education: Masters Degree after hygiene school
- Services: MANY
- Currently supported by ADHA
- Program to be implemented in association with Minn SOD
- Designed to function w/o Dentist or dentist supervision



MLP: Not all are created equal

- **Community Dental Health Care Provider**: less education vs. DHAT. Must work under DDS supervision, must work in underserved areas
- **Dental Health Aide Therapist**: Licensed provider with BS who works with DDS to provide basic dental services
- **Advanced Dental Health Aid Therapist**: DT with 2000 hrs preceptor ship, grad from masters program for Adv. Dental Therapy, Board exam
- *May practice w/o DDS but must obtain permission for care*
- **Advanced Dental Hygiene Practitioner**: Independently provides all services comparable to those of a general dentist



Dental Hygiene Advances

- 40 states allow DH to administer local anes
- 25 states allow DH to administer Nitrous Ox
- 23 states allow direct reimbursement of DH thru state sponsored Medicaid

ADHP Specific Points

- Increase the effectiveness and efficiency of the dental workforce
- Potentially reduce the cost of dental services by providing primary oral healthcare within the scope of ADHP
- Extend primary dental care to disadvantaged and remote populations outside of the traditional private practice setting.
- Expand the capacity of community-based health personnel and facilities to meet the oral care needs

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Educational Domains

- I. Provision of Primary Oral Healthcare
- II. Healthcare Policy and Advocacy
- III. Management of Oral Care Delivery
- IV. Translational Research
- V. Professionalism

Domain I: Primary Oral Healthcare

- Provide restorative services that treat infection, relieve pain, promote function and oral health:
 - Preparation of cavities and restoration of primary and permanent teeth using direct placement of appropriate dental materials.
 - Placement of pre-formed crowns.
 - Pulp capping in primary and permanent teeth.
 - Pulpotomies on primary teeth.
 - **Referral**

Domain I: Primary Oral Healthcare

- Perform extractions of primary teeth and uncomplicated extractions of permanent teeth.
- Place and remove sutures
- Provide simple repairs & adjustments of prosthetic devices
- Case Management
- Multidisciplinary Collaboration

Public Health Settings

- Acute and long-term care facilities
- Age-related development centers
- Ambulatory care clinics
- Alternative living situations
- City and county clinics
- Community health centers
- Correctional facilities
 - ◉ Day care facilities
 - ◉ Dental and medical practices
 - ◉ Federally Qualified Health Centers
 - ◉ Head Start & after school programs
 - ◉ Home healthcare agencies
 - ◉ Hospitals
 - ◉ Mobile dental clinics

Domain I: Primary Oral Healthcare

- Prescribe pharmacologic agents for prevention, control of infection and pain management utilizing established protocols or in consultation with a dentist or physician.





Dental MLP Today

- Minn SOD only program
 - Dental Therapist: Bachelors & Masters programs
 - Tuition: 65 K for 28 months

Future programs: Washington State, Kansas, New Mexico, Ohio, Vermont

Supported by Kellogg Foundation, Pew Charitable Trust, US Government



Current Camps

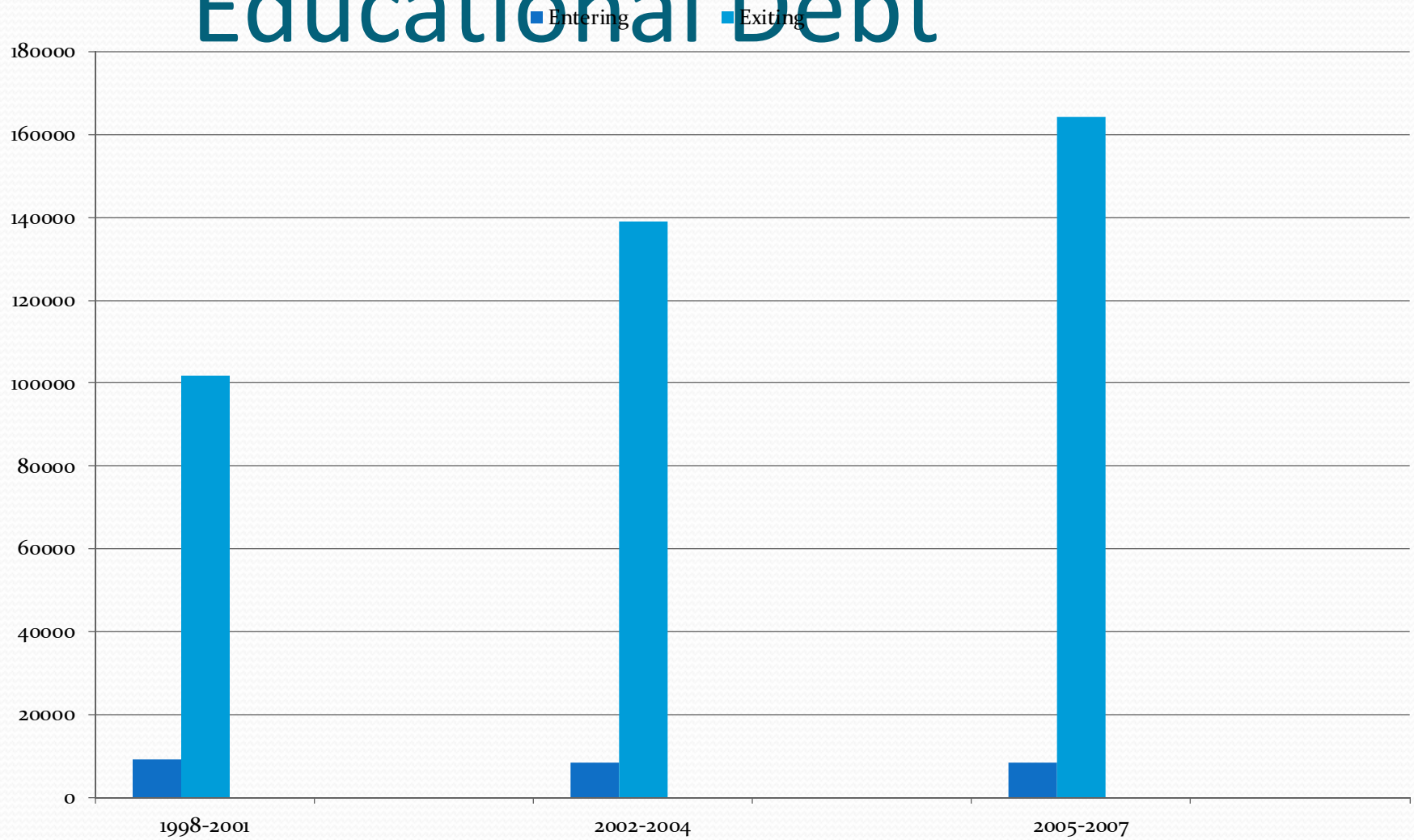
- Boston Group vs. Austin Group
- ADA
- ADHA
- AGD
- NAD

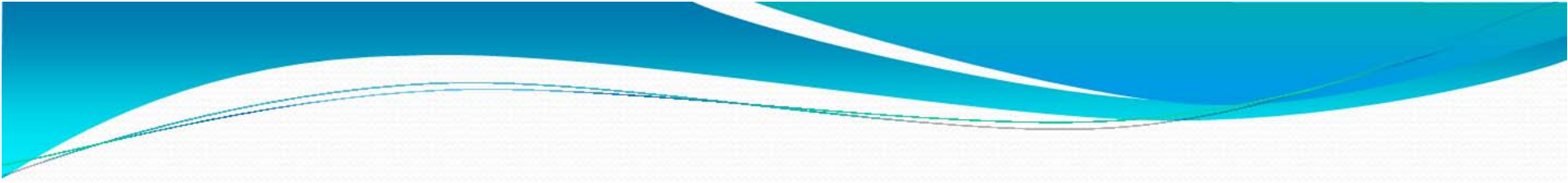


Why be Concerned?

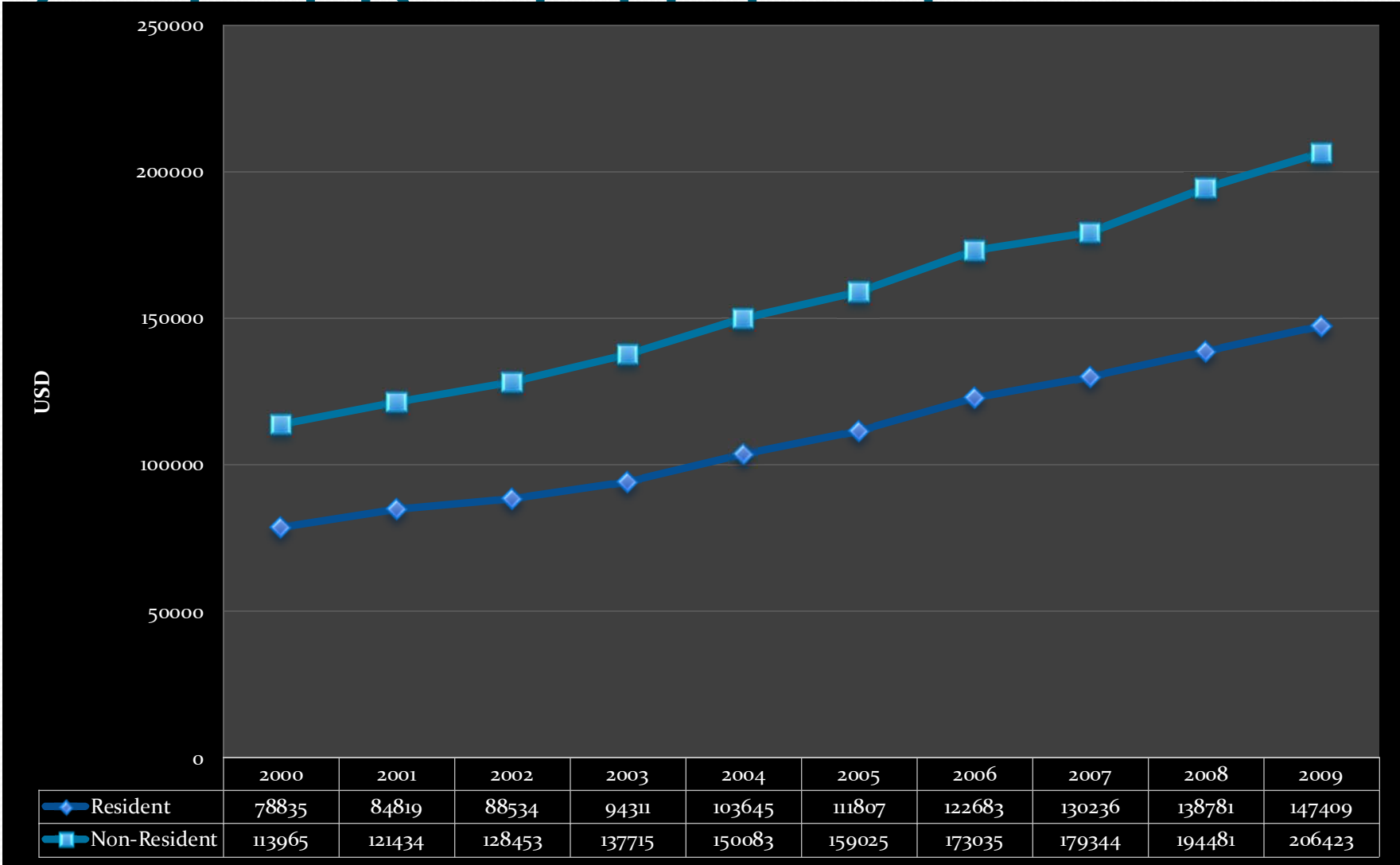
- The Business Model of dentistry is changing
- Corporate dentistry is ↑ 20% yearly
- Cost of running a solo practice is ↑ as reimbursements are decreasing
- Cost of Education (Collage & DS) is ↑ dramatically

Educational Debt





Country GDP (USD) - Fiji





Why be Concerned??

- The Business Model of dentistry is changing
- Corporate dentistry is ↑ 20% yearly
- Cost of Education (Collage & DS) is ↑ dramatically
- *As dentistry moves from less of a cottage industry to more of a corporate industry the employment of MLPs are increasingly cost effective*



Future of Dentistry & the MLP

- MLP are seen to fill a void which will enlarge as # GPs decrease and demand for basic dental services increase
- MLP programs are gaining favor politically and financially
- MLP have demonstrated effectiveness and profitability in other countries and in Medicine

Thank You for your Time

