

Oral Health - Impact on Costs

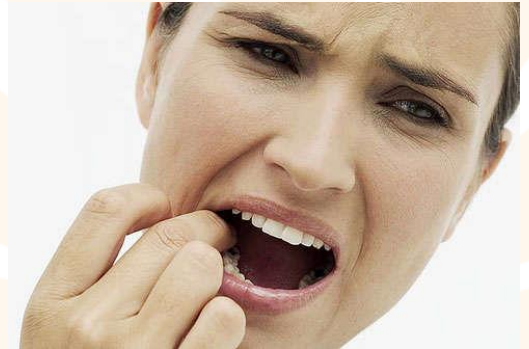
- Healthentic is an independent, 3rd party wellness analytics firm - 1 division focuses on specialized oral health reporting
- This reporting focuses on oral health **behavior** - how are members really using the plan?

Oral Health - Impact on Costs



How many people have good oral health?

How many people wait until they're in pain to go the dentist?



How many people don't use their dental plan at all in a given year?

Oral Health - Impact on Costs



During 24 month period for 2011 and 2012

- Had at least 1 visit to the dentist, for any reason, during this 2 year period
- **Had at least 1 preventive dental visit during this time**



During 24 month period for 2011 and 2012

- Had at least 1 visit to the dentist, for any reason, during this 2 year period
- **Did not have a preventive dental visit during this time**

Oral Health - Impact on Costs



The normalized total dental costs for this group for 2012 only = \$637 or **\$266 LESS** than the group below

- The routine dental checkups are helping to avoid or postpone more expensive and/or intensive treatment
- 1 surface filling vs a 3 surface filling



The normalized total dental costs for this group for 2012 only = \$903

Oral Health - Impact on Costs

Sealants for Children



\$35 per child per year

savings in restorative costs for those children getting sealants vs those without

49% Reduction

in number of fillings per 1,000 molars

Oral Health - Impact on Costs

Women's Health

In any given year,
40% of the young women in your group,
who are of childbearing age,
will not seek a dental check-up

This includes both employees and spouses

Part of the overall women's health message -
**“Be in good health before you conceive - get a
dental check-up!”**

Oral Health - Impact on Costs

- Periodontal disease is being associated with many medical conditions
- In any given year, **29% of members with periodontal disease will not have a cleaning**
- Still To Be Determined - can getting the right people in for the right cleanings at the right time pay off ?

