Dental Health Is Integral to Overall Health

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Oral Health Affects Overall Health

Research has recently shown that the mouth is connected to the rest of the body.
40-50
86.8
91
75
10
Chronic Disease Study

This landmark study shows significant medical savings for patients with certain chronic diseases when periodontal disease intervention and maintenance were performed.

Study commissioned by United Concordia/Highmark on data from Highmark-UCD members with Diabetes, Heart Disease, Stroke, and Pregnancy

Data analysis -- Dr. Marjorie Jeffcoat, Professor of Periodontics and Dean Emeritus, UPenn Dental School

AADR meeting, March 23, 2012

AADR Meeting, March 21, 2014


Study Outcomes

Treating Gum Disease Means Lower Annual Medical Costs

- Diabetics: $2,840 (40.2%)
- Cerebrovascular (Stroke) Disease: $1,090 (10.7%)
- Pregnancy: $2,433 (73.7%)
- Heart Disease: $5,681 (40.9%)

Significant annual cost savings are possible when individuals with certain chronic diseases (diabetes, cerebral vascular disease, or coronary heart disease), or who were pregnant, received dental treatment for their gum disease, after accounting for the effect of diabetes.


Treating Gum Disease Reduces Hospital Admissions

- Diabetics: 21.2%
- Cerebrovascular (Stroke) Disease: 39.4%
- Coronary Artery (Heart) Disease: 28.6%

Significant decreases in annual hospitalizations are possible when individuals with certain chronic diseases received dental treatment for their gum disease, after accounting for the effect of diabetes.

The Value of Going to the Dentist for Preventive Care

New Hypothesis: Are Medical Savings possible simply by visiting a dentist regularly for routine check ups and cleanings, regardless of an underlying medical condition?

- UCCI White paper, released September 25, 2017
- Commercial medical and dental plan (Typical 100/80/50 dental plan)
- 489,073 continuous members, Years 2010-2013, Age 4-64
- Looking at entire covered population, not disease specific in this study
- Desired Outcome: Broaden the Value Proposition for a Dental Benefit Plan
The Value of Going for Regular Dental Care

- All ages, across 3 years, medical savings = $68/person yearly compared to the Non-Goers
- All ages, 3 years = $157/person yearly compared to Intermittent users
- Adults, 3 years = $81/person yearly compared to Non-Goers
- Pediatric members had $134 annual savings over three years but large saving each and every year – argues for pediatric interventions
https://www.nxtbook.com/nxtbooks/ucc/valueofgoingtothedentist/index.php#/4
Three Primary Keys for Improving Medical Outcomes through Good Dental Health:

1. Create access to periodontal care
2. Communicate the importance of maintaining good oral health
3. Assess and assist with behavior change – Engagement
Behavior has **3 intertwined components**:

- **Feel** (cognitions: thoughts, mental images, memories, experiences)
- **Act**
- **Think**

**Emotions** (affect motivation) and relate to learning to decide if an event is positive/negative; Negativity Bias Tendency
READINESS to change

CONFIDENCE to change

ABILITY to gain and maintain health

Assessing Behavior Change
Thank you!