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Dental Health Is Integral to Overall Health

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United Concordia Dental

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Oral Health Affects Overall Health

Research has recently shown that the mouth is connected to the rest of the body.

47.2

70.1

<5

40-50

86.8

91

75

10

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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

Am. Journal Prev. Medicine peer-reviewed publication online June 18, 2014, print August 14, 2014

Source: M. Jeffcoat. Periodontal Therapy Reduces Hospitalizations and Medical Care Costs in Diabetics. Abstract, AADR Meeting, March 23, 2012.
M Jeffcoat, Periodontal Therapy Improves Outcomes in Systemic Conditions; Insurance Claims Evidence, Abstract, AADR Meeting, March 21, 2014.

Jeffcoat MK, et al. *Impact of Periodontal Therapy on General Health: Evidence from Insurance Data for Five Systemic Conditions*, American Journal of Preventive Medicine, 47(2014) pp. 166-174. DOI: 10.1016/j.amepre.2014.04.001.

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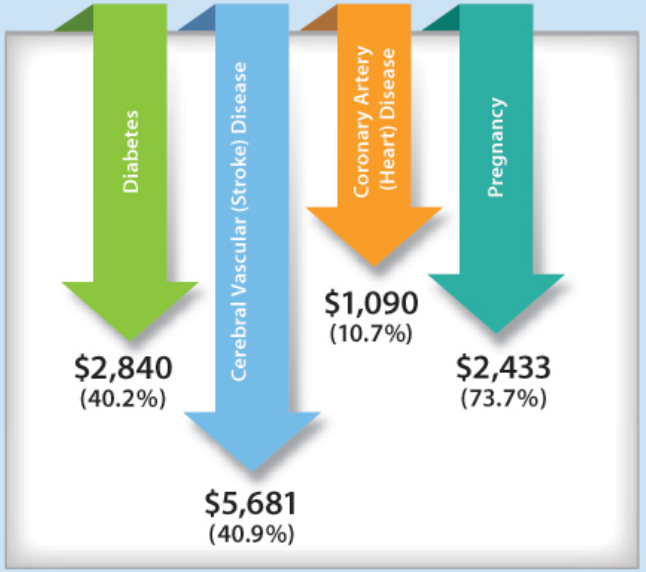
Study Outcomes

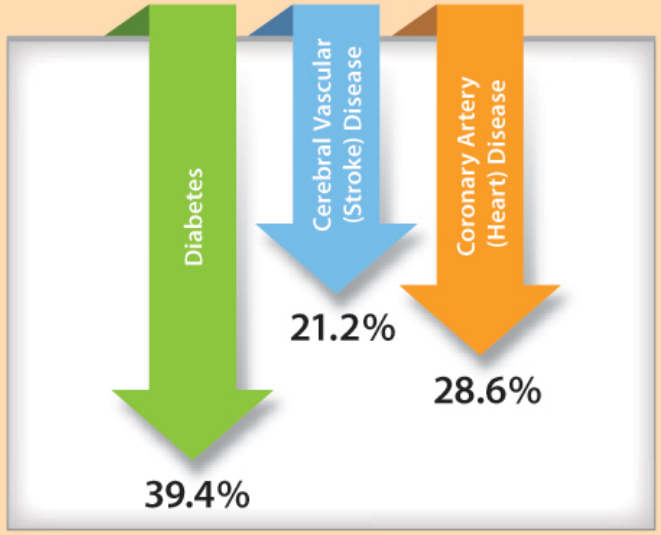
Treating Gum Disease Means Lower Annual Medical Costs



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.

Source: Jeffcoat, M., et. al., Periodontal Therapy Improves Outcomes in Systemic Conditions, Abstract, American Association of Dental Research, March 21, 2014.

Treating Gum Disease Reduces Hospital Admissions



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.

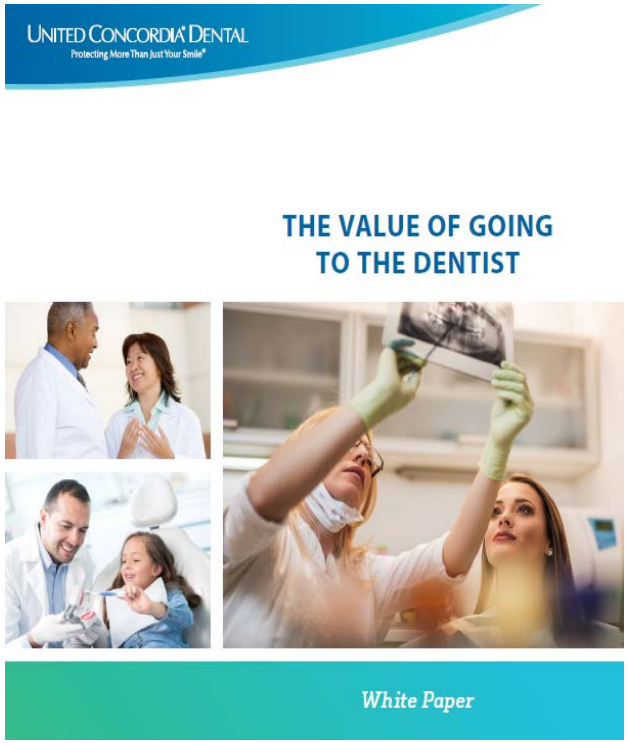
Source: Jeffcoat, M., et. al., Periodontal Therapy Improves Outcomes in Systemic Conditions, Abstract, American Association of Dental Research, March 21, 2014.

https://secure-web.cisco.com/1L6pJr01s4bgDFrw48dyMGlMxBEgv_lqN5vGIfllHP0CD8vm1Dc81FmtD86S6lsctfzX1u19mz-TQIBYzOc1SAJjZFJRcyJby-VnkWGGi_X21igaDQ6RzCWx_ebaNwKLqaG_1q1CxiFJCy0Ay00KQzt3qbf6OFFqmBqxjWtPzALMSQv1zKiJhS0eBO8SRUgRUiW8LEFlki63gaxcDNM6OcKpol-JHG2A9mDGvQyRob-In_cTgGLPnyiVU6v_qvO5fVTt0M8rsL4grsXzfC2aw1zJvtp71sEtK9N67rj3A-D3xS41tInpPYdnLl6XZXIq0D8ag7isbwNnO10oX6ZzRvA/https%3A%2F%2Fwww.ajpmonline.org%2Farticle%2FS0749-3797%2814%2900153-6%2Ffulltext

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



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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

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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

Jack in the box

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How Behavior Affects Our Choices

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

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Assessing Behavior Change

READINESS to change

+

CONFIDENCE to change

=

ABILITY to gain and maintain health

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Thank you!