

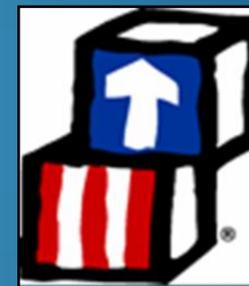
# Building Successful Collaborative State Oral Health Consortia

Friday, May 30, 2014

Association of State & Territorial Dental Directors

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# General Reminders

- This webinar will be recorded and archived on the ASTDD website;
- Questions will be addressed after the speakers are finished. Please type your question into the “chatbox” that will appear at the end of the webinar and then click on the bubble to the right of where you type your question to send it to the moderator;
- Please respond to the polling questions at the beginning of the webinar.

# Learning Objectives

- Identify the key elements in a Consortium model of collaborative state oral health coalition-building.
- Identify the major features of successful public-private partnerships, specifically with Medicaid Managed Care Organizations (MCOs), to implement policy reforms leading to improved oral health outcomes.
- List innovative approaches to medical-dental collaboration and consistent health messages across children's medical, dental and educational homes about the need for comprehensive oral care for at risk young children, beginning at age 1.

# POLL

## Challenges in my state:

- Dentists who accept Medicaid?
- Dentists who see children under age 3 for dental exams?
- Families don't follow through on children's dental care?
- Families get conflicting oral health messages from medical & dental providers?
- Other?

# Quick Facts about Head Start



- School readiness program for low-income children B-5 & their families & pregnant women
- > 1,000,000 children each year
- Education & comprehensive services ~ includes dental
  - Dental exam within 1<sup>st</sup> 90 days
  - Dental follow-up & RX when indicated
  - Supervised brushing after meals with fluoride toothpaste
  - Fluoride supplements or topical fluoride treatments

# Background Information

- 2002: ASTDD mini-grant → MA Department of Public Health, Office of Oral Health, to conduct 2 state oral health forums
- MA Head Start Oral Health Action Plan
- MA Head Start Oral Health Initiative
- Statewide Head Start oral health survey

# MA Head Start Oral Health Timeline

## 2003-2004 MA Open-Mouth Oral Health Survey



# Survey Findings

## Of 1,673 Head Start children

- 29% had observable untreated disease
- 8% had urgent dental needs requiring immediate care due to large cavities and infection
- 38% had white spot lesions or areas of decalcification representing early decay
- 47% of Head Start children did not have a dentist



# **Class Action Lawsuit**

# 2007 HS Survey on Barriers to Care

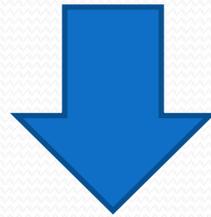
- Shortage of dentists accepting MassHealth
- MassHealth dentists not accepting new patients
- Long wait for appts at Community Health Centers
- Some practices not pediatric/family friendly
- Mixed messages from some practitioners regarding need for services for children < age 3
- Parents do not prioritize visits or follow through
- Lack of educational resources for families, especially in different languages
- Families don't have transportation

# DentaQuest Foundation

- Improve the oral health of all
- Foster the development of a national network of oral health advocates to make oral health a priority at the national, state and community levels
- Promote prevention, access to oral health care & partnerships with funders, providers, policymakers & community leaders

# The Birth of the MA Early Childhood Oral Health Consortium

2007 DentaQuest Early Childhood Intervention Partnership Grant



MA Early Childhood Oral Health Consortium

# MA Early Childhood Oral Health Consortium

- MA Dental Society
- MA Chapter American Academy Pediatric Dentistry
- MA Chapter American Academy of Pediatrics
- MA Academy of Family Physicians
- MA League of Community Health Centers
- MA Office of Oral Health, Department of Public Health
- MA Department of Public Health /Department of Early Education and Care
- MA WIC
- Boston Children's Hospital Dental Clinic
- Boston University Goldman School of Dental Medicine
- Tufts University Public Health and Community Services Program
- Head Start National Center on Health MA Dental Hygienist Liaison
- Commonwealth Mobile Oral Health Services Program

# The Work of the Consortium





# **Cavity Free Kids: Oral Health Education for Prenatal – Preschoolers and Their Families**

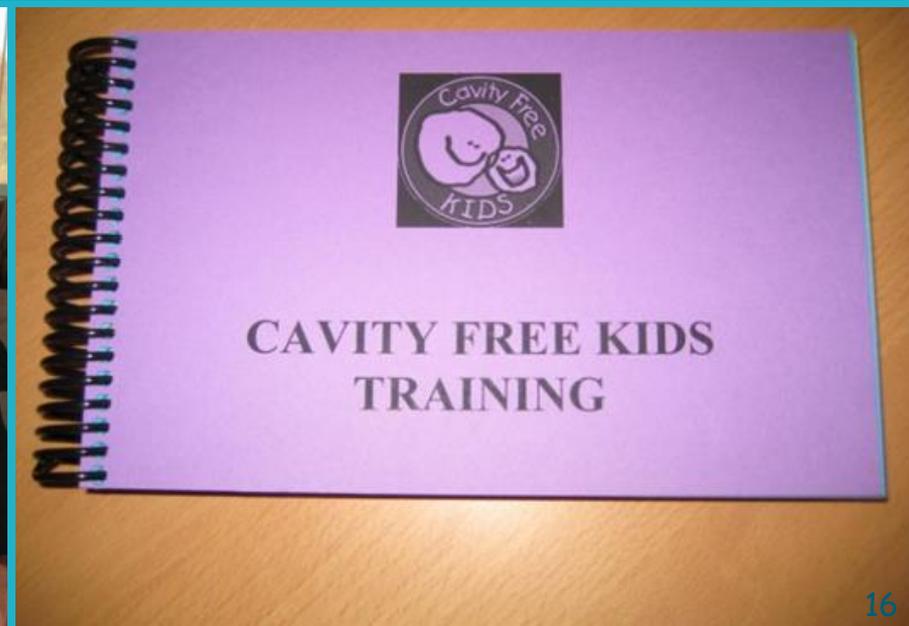


 **DELTA DENTAL**  
**Washington Dental Service  
Foundation**

*Community Advocates for Oral Health*



# Cavity Free Kids Curriculum



**HEAD START**

**Family Oral Health Guide**

**FIRST DENTAL VISIT BY THE FIRST BIRTHD**



**A dentist will help care for your child's teeth!**

# Take Home Messages

## GIVE YOUR CHILD HEALTHY TEETH FOR LIFE!



- ✓ Start brushing teeth early – as soon as you see teeth! Help brush your child's teeth until age 8.
- ✓ Check for white spots at least once a month.
- ✓ Use a **small** amount of fluoride toothpaste. **SPIT** out all toothpaste and do not rinse.
- ✓ Snack healthy: limit sugary/sweet foods and drinks. The more often you eat sugary foods the more likely cavities will form.
- ✓ Schedule a dental exam for your child by his or her first birthday.
- ✓ Forming good habits at a young age can help your child have healthy teeth for life!



# Barriers to the Age 1 Visit

- Parents /caregivers unaware of need (no demand)
- Pediatricians still referring at age 3
- Age 1 practice only recently included in dental or hygiene curriculum
- Lack of experience with infant exam
- Worries about managing infant patients
- Concerns about reimbursement

# Happy, Healthy Teeth



## HAPPY, HEALTHY TEETH!

### A Guide to Children's Dental Health

will help young children to care for their teeth with parents' help & prepare them for their 1st dental visit. It also includes tips for families.

The book provides easy to understand information about tooth brushing, what to eat and drink for healthy teeth, and what to expect at the dentist starting at the first visit. The American Academy of Pediatric Dentistry recommends that children see the dentist as soon as they get their first tooth and no later than 12 months of age.



# HAPPY, HEALTHY TEETH!

## A Guide to Children's Dental Health

ANUBHA SACHETI, DMD  
DEIDRE CALLANAN, RDH, DC, MPH  
NANCY TOPPING-TAILBY, LICSW



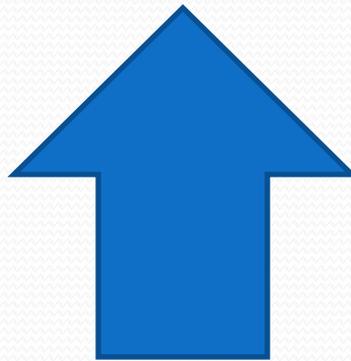
HAPPY, HEALTHY TEETH! A Guide to Children's Dental Health

# Knee to Knee Exam



# Scaling Up

Building Successful Collaborative  
State Oral Health Consortia



2011 DentaQuest Venture Fund

# Choosing a Partner

2011 PEW Report

The State of Children's Dental Health: Making Coverage Matter

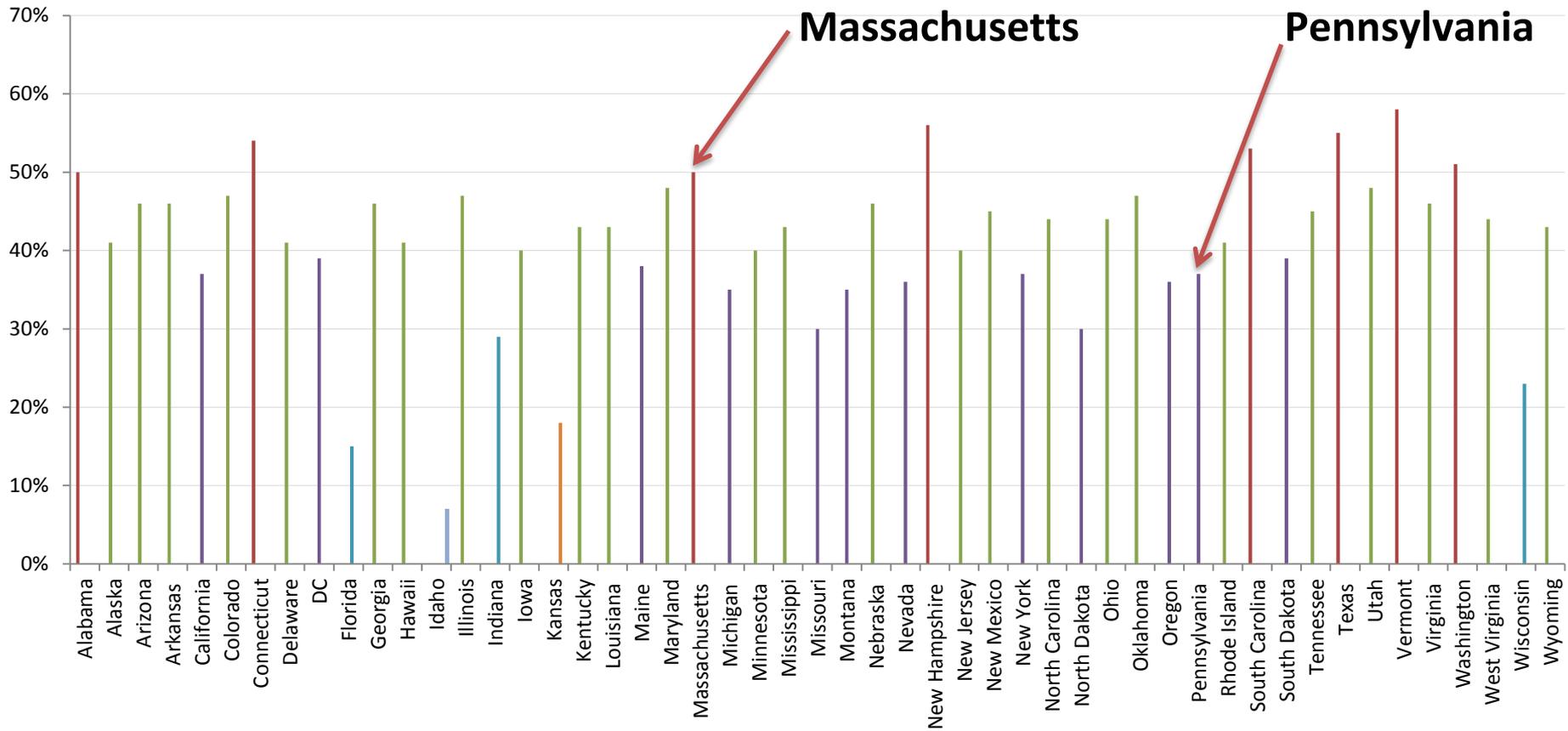
Massachusetts



Pennsylvania



# Percentage of Eligible Children Age 1-20, Enrolled for at Least 90 Continuous Days, Who Received Preventive Dental Services in FY 2010



Source: FFY 2010 CMS-416 reports

# Improving Access to Quality Oral Health Care for Head Start Children in MA



Small but Dense



16,000 Head Start children  
1 Medicaid Managed Care  
Organization (MCO)

# Improving Access to Quality Oral Health Care for Head Start Children in PA



Urban vs. Rural



45,000 Head Start  
children  
9 Medicaid Managed Care  
Organizations (MCOs)

# DentaQuest Grant with Massachusetts 2012-2014

## Goals

- Statewide oral health coalition-building
- Oral health promotion through education
- Improved medical/dental collaboration and consistent oral health messaging



DentaQuest  
FOUNDATION



# Lessons on Being a Good Partner



“If you have an apple and I have an apple and we exchange these apples then you and I will still each have one apple. But if you have an idea and I have an idea and we exchange these ideas, then each of us will have two ideas”.

*-George Bernard Shaw*

# Healthy Smiles, Happy Children A Dentist for Every Child

## Pennsylvania's Head Start Oral Health Initiative

2009



2011

# Healthy Smiles Oral Health Task Force

- Establish a dental home for every child
- Educate people to prevent oral diseases starting early in life
- Forge collaborations that benefit children and providers
- Build lasting relationships with the dental community

## Head Start Dental Home Initiative

- More Head Start children receiving required follow-up dental treatment
- More pediatric dentists & general dentists serving infants, toddlers, & children 3-5 years of age
- Better understanding of proper oral health practices among Head Start children, staff & families



# Evolution of State Systems in Pennsylvania

## PA then (2009-10-11)

- Fragmented
- Isolated
- Disconnected
- Lack of support
- Lack of awareness of needs
- Inconsistent messaging
- Lack of advocacy
- Oral Health Forums

## PA now (2012-13-14)

- Collaborative partnering
- More coordination
- More communication
- Consistent messaging
- Integrated services
- Support from DPW/OMAP
- Support from PDA/PDHA
- Educated about needs
- PA Coalition for Oral Health

# Promising Practices and Strategies



- MCO-Head Start Liaison Project
- Oral health education for families & educators
- Medical/Dental Provider education
- Mapping community networks for better access

# **MCO-Head Start Liaison Project**

## **Partnership with PA Dept. of Public Welfare's Office of Medical Assistance Programs**

- Each MCO assigns 1 MCO-Head Start Liaison
- Head Start assigns point person
- Reach out, build relationships, communicate
- Collaborate, problem-solve
- Work together on service coordination

# MCO – Head Start Liaison Project

## Benefits of Data Sharing

MCO Agreements open door for data-sharing

- Dates of dental examinations, well child visits, health screenings, etc.
- Services delivered at each appointment
- Missed screenings – lead, vision, hearing, vision, etc.
- Missed appointments
- Service coordination & collaboration

# State Level Partnership

## Collaborative Care Coordination System

- Assist in finding dentists for follow-up treatment at the appropriate level of care
- Assist and arrange for transportation
- Look at gaps, identify barriers
- Find solutions together
- Sign cooperative agreements to work together

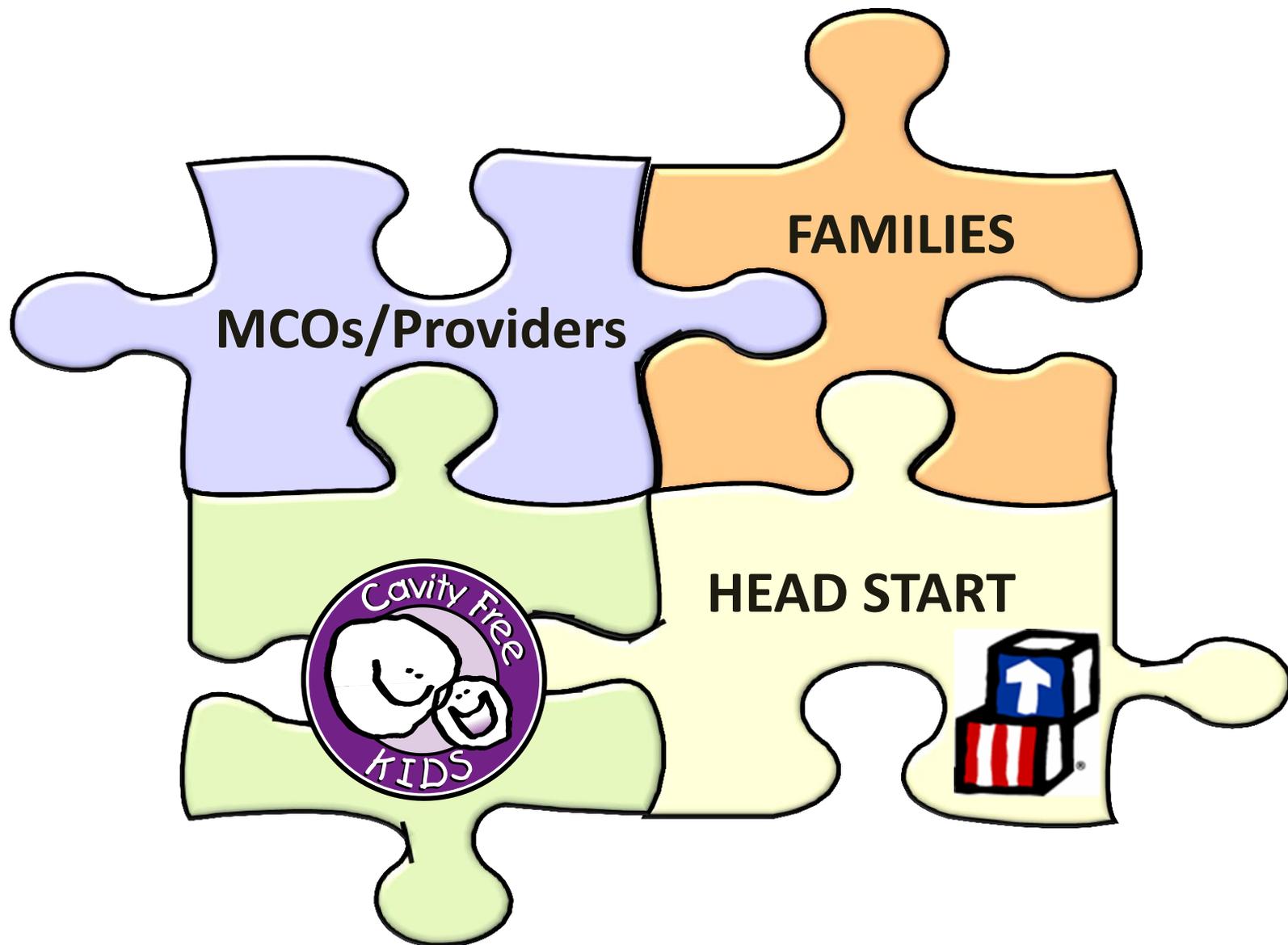
# Cavity Free Kids Achievements

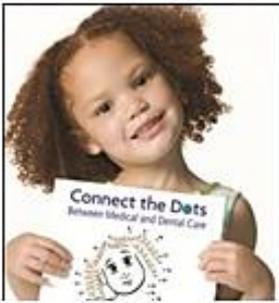


## Pennsylvania Training for Trainers

- 39 Certified Instructors – PD for Early Childhood Educators
- 12 staff from MCOs
- 21 Dental Providers
- CME/CE for Medical/ Dental professionals
- Nurse Family Partnership, MIECHV Grantees and Home Visitors

# Working Together





# Doctor's Guide to Oral Health Communication

As a provider, you are in a unique position to provide consistent oral health information to families that can help prevent dental caries and optimize children's oral health.

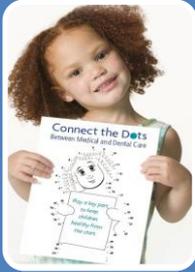
**Oral health is a critical aspect of overall health.**

Document for providers with key Oral Health Messages including the Age 1 Visit

- Brushing/Flossing
- Timing of Dental Visits
- Fluoride
- Nutrition

# Connect the Dots

## Improve Children's Oral Health by



Promoting the Age 1 dental visit as the standard of care in MA



Strengthening relationships between local dental and medical providers

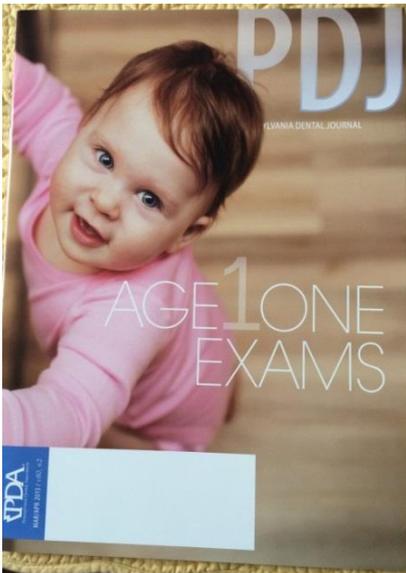


Connecting dental providers with Head Start programs to provide dental homes for Head Start children

# Evolution of Connect the Dots



Fall 2012  
Dedicated Age 1 Journal by Mass  
Dental Society



Spring 2013  
Dedicated Age 1 Journal by  
Pennsylvania Dental Association

Fall 2013  
Dental Trade Alliance Foundation  
funds "PA Age One Connect the  
Dots"

<http://mydigimag.rrd.com/publication/?i=132708>

# PA Age One Connect the Dots Pilot Project

funded by the

**Dental Trade Alliance Foundation**

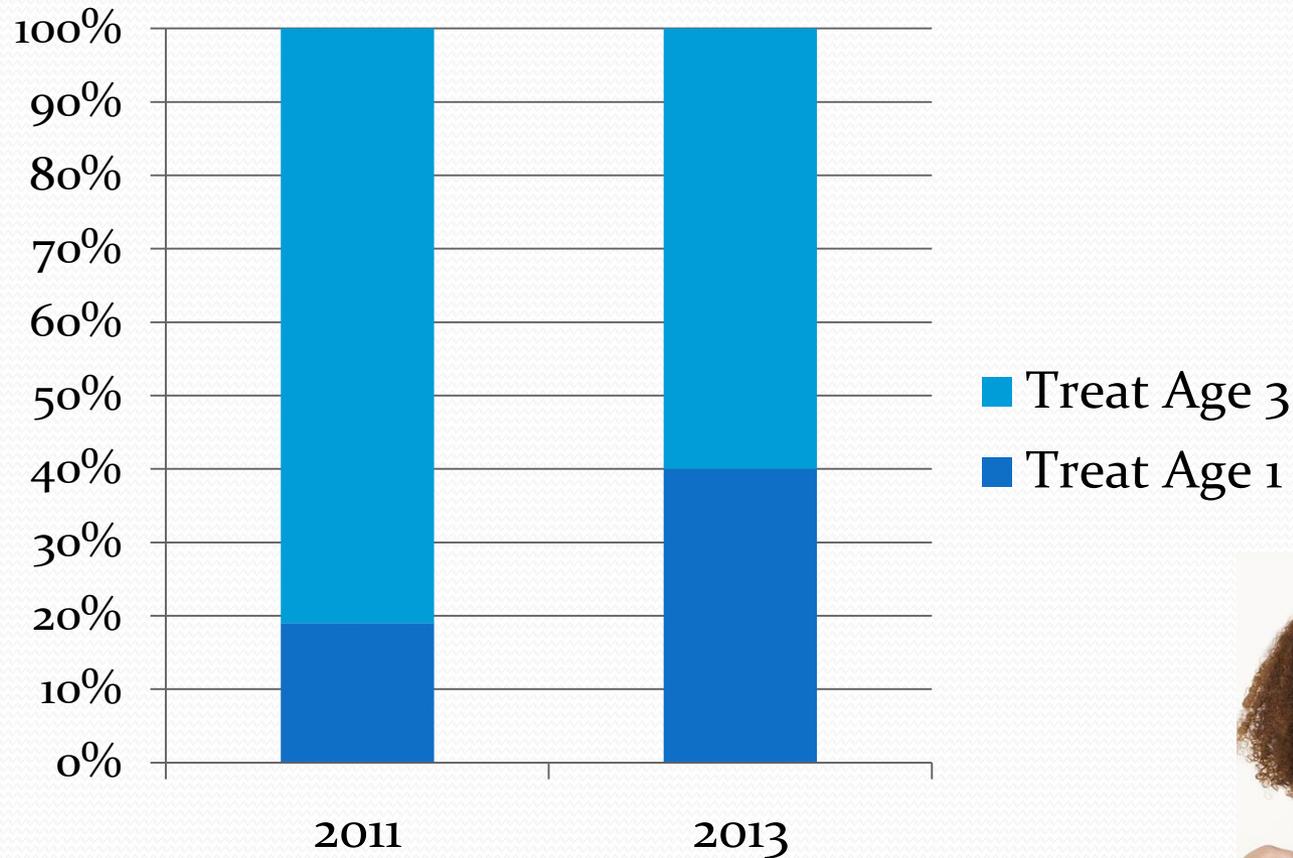
With additional support from  
Pennsylvania Head Start Association

through the

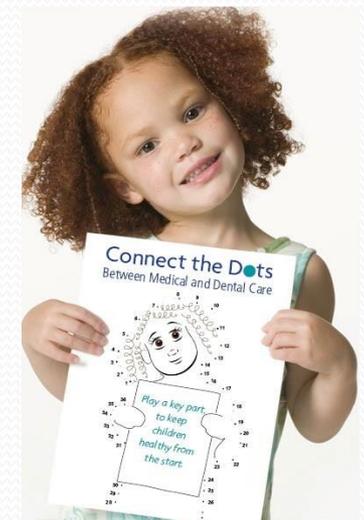
**DentaQuest Foundation Grant**



# MA Dentists Who Treat Age 1 Patients

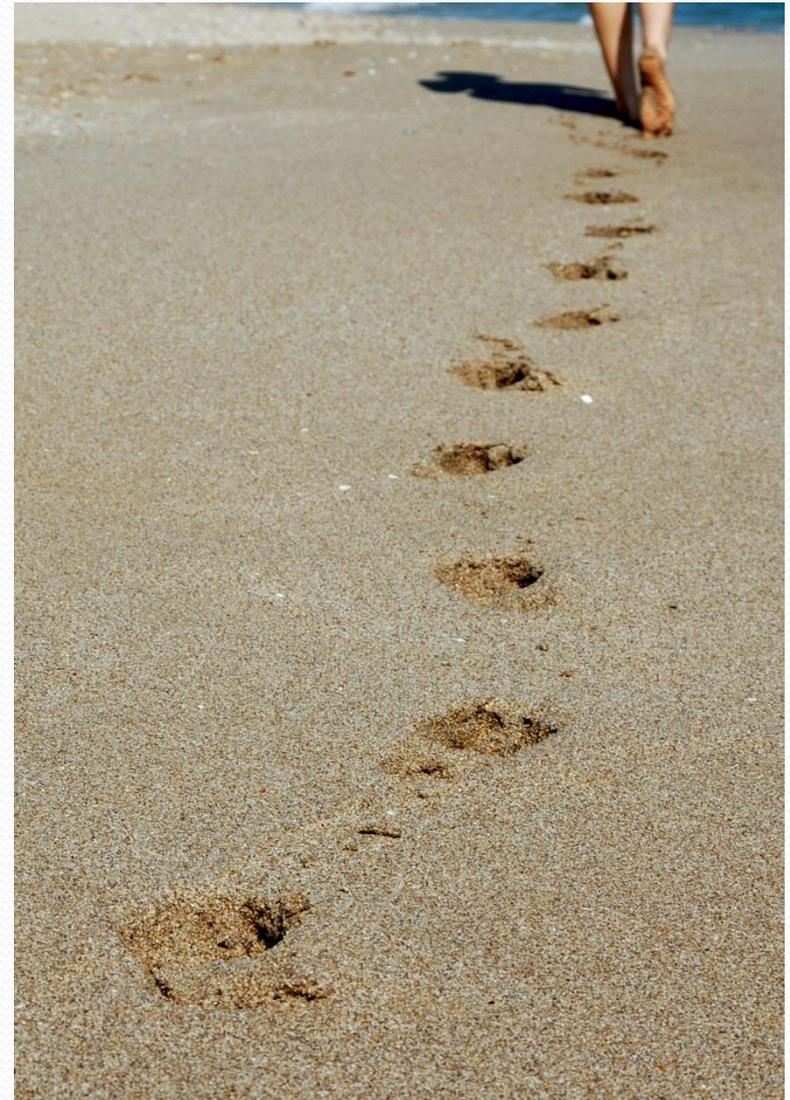


Pediatric practice pattern surveys conducted by the MA Dental Society in collaboration with the Consortium and Boston Children's Hospital



# Next Steps

- Promote sustainability of our efforts in each of our respective states
- Develop a toolkit of materials to share with other states interested in using a consortium model to promote access to oral care for all young children, especially those most at risk



# POLL

## What Resources Would You Like to Have?

Frequently Asked Questions (FAQ) tip sheets on:

- Building and sustaining a consortium model
- Facilitating purposeful medical-dental collaborations
- Lessons learned/Issues to consider re: the replication of Medicaid systems change models
- Working with Head Start Programs

# POLL

## What Resources Would You Like to Have?

- ❑ Overview of Innovative Head Start and Medicaid MCO Collaborations, e.g. the MCO-Head Start Liaison Project
- ❑ What Head Start needs to know about how to work with a dental practice
- ❑ How to implement the "Age One Connect the Dots" program in my state
- ❑ Template(s) of a PowerPoint Presentation for Medicaid Managed Care Organizations about the needs of Head Start programs and families
- ❑ Template(s) of a PowerPoint Presentation for Head Start programs about working with Medicaid Managed Care Organizations to improve access to oral health services

# What Does This Mean for Your States?





**Thank  
you!**