



INDIANA  
UNIVERSITY  
SCHOOL OF  
DENTISTRY

# First Friday

Dean's Update to the IUSD Community

## ADA Practice Transitions Launched

ADA Practice Transitions is a new service offered through the ADA Business Innovations Group to foster relationships among dentists at key points in their careers. The purpose is to match dentists who are looking to join a practice with owners who are seeking a partner, associate, or someone to purchase their practice. Included in the initiative is an online platform with tips, tools, and training relevant to each dentist's situation. Wisconsin and Maine will be the first states to test the online platform in the first quarter of 2019. ADA Practice Transitions will evaluate all elements of the program throughout the year and make recommendations for expansion by the end of 2019. The pilot program was developed after field research uncovered a need in the marketplace for dentists who have had difficulty connecting with employment opportunities or facilitating the transition of a practice from one owner to another. Research also found additional needs around learning skills related to basic business management, ownership, patient acquisition, purchasing, and staff relationships.

For more information on the topic see: [ADA Practice Transitions](#).

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**November 2, 2018**

Hawaii was the location of the ADA meeting this year, followed by an IUSD Dental Alumni sponsored cruise through the islands. The cruise included a CE program entitled "Advancing Dental Education: Gies in the 21<sup>st</sup> Century" coordinated by yours truly. This is not a new theme for me nor for our faculty members who have discussed aspects of this important work before. Considering the changes in dental practice, disease patterns, and new technologies, we must consider changes in the coming decades to advance the profession. The time we take to invest in study and action enriches our program and continues our investment into making IUSD...one of the best dental schools of the 21st century.

### ADA Meeting Highlights-October 2018

The ADA House of Delegates considered several action items of interest including:

- Approved a \$22 annual dues increase for the Find-a-Dentist marketing campaign
- Considered a possible dental benefit in Medicare, which will require more study
- Established a Comprehensive Policy on Dental Licensure
- Adopted a vaccination policy to reduce prevalence of human papilloma virus
- Adopted an interim policy on opioid prescribing

### Look How Far We Have Come in Two Years – Flashback!

The photo and text below is from the Nov. 4, 2016, edition of First Friday to illustrate what can be done with IUSD planning and determination. We are working on Phase 2 to finish the comprehensive remake of IUSD for the 21<sup>st</sup> century...Enjoy the flashback!

### Fritts Clinical Care Center Progress



Six weeks following the "official" IU groundbreaking event, Messer Construction personnel are making good progress on the new Fritts Clinical Care Center located on the old east patient parking lot. You can literally follow the progress daily by watching the construction camera directed on the site, getting a bird's eye view of the construction site LIVE, anytime day or night, from wherever you are! A streaming

video camera is now accessible online for live viewing, as well as time-lapse replays of the

### IUSD Social Work Student Project Continues

Caroline Everidge is a second-year graduate student in the IU School of Social Work. She is working with Dr. Stuart Schrader throughout the year to continue a comprehensive needs assessment and evaluative study to explore the potential benefit of integrating social work practice within IUSD's clinics. To do this, she is administering patient surveys focusing on patient perceptions regarding barriers and motivators in accessing care at IUSD. So, if you see her around the building, please feel free to stop and say hello! If you have any questions, please contact Caroline at [ceverid@iu.edu](mailto:ceverid@iu.edu). Her work will help us understand and implement a comprehensive marketing plan around patient needs.

**FULLFILLING *the* PROMISE**

## ADA Report on the Dental Benefits Market (Board Report Council Dental Benefits Program 2018)

Overall Market Size for Dental Benefits [Source: ADA Health Policy Institute]

- National dental care expenditure was \$124 billion in 2016.
- Per capita dental spending in 2016 was \$384.
- In 2015, Medicaid/CHIP accounted for 38.5% of the children's dental benefits market up from 21% in 2000. Private dental benefits accounted for 51.3% of the market and 10.3% were uninsured in 2015.

Enrollment [Source: National Association of Dental Plans]

- 248.1 million people (77% of the U.S. population) had a dental benefit in 2016 – up from 211.4 million (66%) in 2015.
- In 2016, PPO's accounted for 81% of the dental plans in the market – down from 82% in 2015.
- In 2016, the commercial market had 81.6 million people (52%) with fully insured dental benefits versus 74.4 million (48%) with self-funded plans.

Network Statistics [Source: National Association of Dental Plans]

- In 2017, among those who participate in PPO networks, on average, each dentist participates with approximately 14 carriers.

### Summary

Overall, the dental benefits market appears to continue to expand. PPOs continue to dominate. More dentists are participating as network providers in more plans. The market remains split between self-insured and fully insured products. Employers are transferring more of the premium costs to the employees. Downward pressure on reimbursement rates continues. Efforts to steer patients to use in-network dentists remains strong. On average, patients are receiving more procedures and per patient charges are on the rise. Over 80% of the submitted procedures are for diagnostic, preventive, restorative services.

## ADA Considers Comprehensive Oral Health Clinical Registry— Big Data

Another Council on Dental Benefits discussion has been around the creation of a clinical data registry/warehouse, aka "Big Data," which could organize data from disparate patient management/electronic health record systems into a standardized database to facilitate aggregated queries of large patient populations. Such data can be useful for health services research to understand treatment patterns and outcomes to answer important questions that relate to health policy, treatment guidelines, medical necessity rules, population health, and quality of care. IUSD's Dr. Thankam Thyvalikakath is principal investigator of NIH-funded clinical data informatics research, and IUSD should participate in Big Data research when the opportunity arises.

**Coffee and Donuts** – Join us this Friday, November 2, from 7:30 to 9 am for the monthly First Friday school gathering. Complimentary coffee, donuts, and fruit will be served in the student lounge.

### • Upcoming IUSD Events

- Saturday, November 10, 2018 – IUSD Dental Day
- Thursday, November 15, 2018 – IU Fort Wayne Campus Dedication
- Thursday, November 15, 2018 – IUSD Fall Scholarship Awards Dinner
- Thursday-Friday, November 22-23 – Thanksgiving Holiday (classes & clinics closed)



Thanks to each of you for your dedication to and support of the Vision and Mission of IUSD. I'll be back in December with another edition of *First Friday...Dean's Update*.

-John

Check out all the current IU Dentistry news on our website: [www.dentistry.iu.edu](http://www.dentistry.iu.edu) or on our Facebook page: [www.facebook.com/IUDentistry](https://www.facebook.com/IUDentistry)