Oral Health In Your Office
Introductions
Disclosure Information

• We have no relevant financial relationships with the manufacturers of any commercial products and/or provider of commercial services discussed in this activity.

• We do intend to discuss an “off label” use of a commercial product, fluoride varnish, that is currently approved for use as a cavity liner and tooth desensitization.
Healthy Teeth Healthy Children
A Pennsylvania Medical/Dental Partnership

Support for this program is provided by grant funding awarded to PA AAP through:

● The Oral Health 2020 Initiative of the DentaQuest Foundation and

● The Pennsylvania Expanding Access to Oral Health Collaborative Project of the Health Resources and Services Administration (HRSA).
Learning Objectives

At the conclusion of this presentation the participants will be able to:

✓ Recognize the importance of oral health to overall health

✓ Understand the role of fluoride varnish in a medical office

✓ Have the necessary tools to encourage medical providers to implement a fluoride varnish program

✓ Contact Healthy Teeth Healthy Children for an EPIC presentation
Why Oral Health in the Medical Office?
Why Bother?

1. Primary teeth are important!
2. Prevention works
   
   *Studies show a 30-60% reduction in caries with 2-4 fluoride treatments per year beginning within 6 months of first tooth eruption*

3. Increases provider revenue with minimal burden
4. Cost effective healthcare
Children see medical providers for checkups

10X

by the age of 2

An Opportunity: Medical providers can screen for dental decay, provide preventive treatments and oral health messages during the child’s well visits
Current Recommendation
Release Date: May 2014

• The USPSTF recommends that primary care clinicians apply fluoride varnish to the primary teeth of all infants and children starting at the age of primary tooth eruption. Grade: **B recommendation**.
ECC Prevention
Oral Screening/Risk Assessment is not designed to provide a definitive diagnosis.

On the way to the tonsils, examine teeth and soft tissues for:

- White Spots
- Dark Spots
- Ulcers
- Bleeding gums
- Heavy Plaque
- Unusual Lumps and Bumps

Oral screening helps to determine:

- Anticipatory Guidance
- Urgency of dental referral
Fluoride
A naturally occurring element
How To Apply
Patient Education and Referral to a Dental Home
Goals for Referral to a Dental Home

• First dental visit at 12 months (earlier if needed)

• Dental appointment within 2-4 weeks if:
  – White spots or tooth decay is observed
  – Child is at moderate to high risk for ECC
  – The first dental visit has not already occurred at age 1

• Immediate call to dentist if:
  – Brown spots or advanced progression of ECC is observed
  – A dental trauma/emergency is evident
Making it Work for YOU
Payment
CPT Code 99188 - Application of topical fluoride varnish by a physician or other qualified health care professional (code used by both commercial insurance and Medicaid as of Sept 1, 2015)

ICD-10 Code Z41.8 – Encounter for other procedures for purposes other than remedying health state (topical fluoride application) [change from ICD-9 – CM V07.31]
# Coding and Reimbursement for Fluoride Varnish Application

## MEDICAID
- **Billed under physician, or NPs (only if in independent practice)**
- Applied by MD/DO, PA, CRNP, RN*  
  *If direct application of medicaments is determined in scope of work*
- **Training required**
  - ✓ HTHC EPIC Oral Health in Your Office
  - ✓ Smiles for Life – Module 6  
    [www.smilesforlifeoralhealth.org](http://www.smilesforlifeoralhealth.org)
- **Age limit < 5 years old**
- Requires risk assessment

## COMMERCIAL
- **Billed under physician, or NPs (only if in independent practice)**
- Applied by MD/DO, PA, CRNP
- **NO training required**
- **Age limit < 6 years old**
- Does not require risk assessment

**BOTH Medicaid and Commercial insurers cover up to 4 applications per calendar year (every 3 months) for moderate to high risk**
Important Pearls

- Fluoride Varnish application is in Bright Futures and USPSTF recommendations for checkups from first tooth to 6 years old.
- Medicaid requires either Smiles For Life or Healthy Teeth Healthy Children education.
- Commercial carriers have no education requirement.
- HTHC will go to any office in Pennsylvania to demonstrate how to apply fluoride varnish in a one hour CME/CEU session.
In Office Presentation

Benefits

• Hands on Fluoride Varnish Demonstration
• Detailed Reimbursement Information
• Ongoing technical support from HTHC
• DHS Paperwork Completed
Educating Providers

HTHC will provide

• Scripts for provider reps
• Answers to questions
• Promotional literature
• Ongoing assistance to HPP and providers
QUESTIONS
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