

Successfully Applying for Dental Support



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Selection Process

- Division of Independent Review
- Score Adjustments
- Preferences
- Other Factors



How to Respond to the Guidance

- Tell Your Story
- Use Jeopardy Answers
- Be Specific
- Answer Every Question, Even Twice
- Have Reliable Data



Need

1. Target Population – census data
2. Shortage Designation – HRSA Website
3. Special Populations
4. Barriers to Care
5. Health Care Environment

Response – Service Plan

1. Proposed Plan
2. Linkages
3. Communications
4. Integration with Primary Care
5. Culturally/Linguistically Appropriate
6. Special Pops
7. Staffing
8. Recruitment/Retention/Time Plan

Response – Business Plan

1. Measurable Goals and Objectives – Business, Administrative, Governance and MIS
2. 120 Day Start
3. Viability
4. Cost-Saving
5. Fiscal CQI
6. Positive/Negative Factors

Evaluative Measures

1. CQI, including data, process for problem identification, and how reports will be used.
2. Tracking
 - A. Restate Goals/Objectives
 - B. Staff Responsible for Above
 - C. Timelines
3. Tracking at-risk Clients

Impact

1. Reduction of Barriers
2. Tie to Increased Primary Care
3. Healthy People Objectives

Resources/Capabilities

1. Current Program
2. Up in 120 days/space/staff/community resources
3. Board Commitment

Support Requested

1. Budget
 - Level of funds; total resources necessary
 - Maximization of non-grant revenue
 - Users/encounter data; productivity
 - Patient care income
 - Cost/user/encounter
 - Total dollars/user
2. Rationale for New Equipment/Renovation
3. Cost of Non-Reimbursable Services
4. Leveraging of Federal Funds
5. Cost-Effectiveness

Contact Us

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