Exploring Payment as a Tool for Prevention

DQI CE Webinar Series

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- Senior Advisor, DQF – since Feb 2018
- Senior Policy Advisor for Oral Health, CMS – 7 years
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What We'll Do Together

- Consider how payment design might impact clinical approach
- Examine a payment design prototype intended to improve oral health
- Collaborate to make the prototype better

Opening Question

- Do you believe that a payment approach could have an impact on clinical choices and oral health outcomes?

- Why or why not?

A Window into Payment as a Tool for Better Oral Health

- The standard payment approach is based on **volume**: pay a set amount for each procedure performed

- However . . . dental science and clinical experience suggest that implementing a risk-stratified, disease management approach to children's oral health care can result in improved oral health status

- So . . . we are developing new **value**-based payment approaches that focus on improving oral health; our working hypothesis is that we can encourage practice evolution by changing *what* we pay for

- But . . . how we design the new payment approach is critical to success

A New Mindset

- **Human centered design**
  - Start with the people you are designing for and discover new solutions that are tailored to meet their needs.

- **Our exploration**
  - What are dentists' needs? What do they value? What motivates them? How might we design a payment approach that would align with dentists' needs and motivations and at the same time lead to better oral health?

- **What we came to understand**
  - Dentists value quality, health and relationships. The current fee-for-service payment approach does not support or encourage quality, health or relationships. In other words, current payment is misaligned with dentists' values, and with achieving better oral health.

Next Steps to a Different Payment Approach

- Build a rough prototype
- "Test" the prototype with dentists by presenting it for immediate feedback
- Revise the prototype based on the feedback
- "Test" the prototype again
- Continue this loop, revising and testing . . .
- Eventually put the revised prototype in the field as a pilot and test some more

No New Cavities!

In **three simple steps**, you can **earn a bonus** for every child in your practice who does not develop any new cavities this year.

1. Perform a baseline exam; submit a claim

1. Treat any existing cavities and encourage healthy behaviors

1. One year later, perform another exam; submit a claim with the "no new cavities" code if the child qualifies

That's all it takes to receive your bonus!

Full Prototype: Six Steps

Get notified

See patient, create baseline

Encourage healthy behaviors; treat existing cavities

See patient, submit claim with "no new cavities" code

Receive bonus, quantitative feedback, and recognition

Post-payment review

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That's all it takes to receive your bonus!

Breakout: Feedback on Prototype

- Feedback on "No New Cavities"
  - What do you like about this?
  - What don't you like about it?
  - Do you think it could achieve the intended effect of improving oral health outcomes for kids?
  - How much do you think the bonus would have to be?
  - Would you participate if given the option?
- Design a Better Mousetrap
  - What changes would you suggest to make this better?

Instructions for Breakout Sessions

Breakout Session Report Outs

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Closing Thoughts

- Do you believe that a payment approach could have an impact on clinical choices and oral health outcomes?

- In other words, could payment be a tool for prevention?

- Why or why not?