



Providing Medicaid Access in Private Practice

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Dentistry For Children

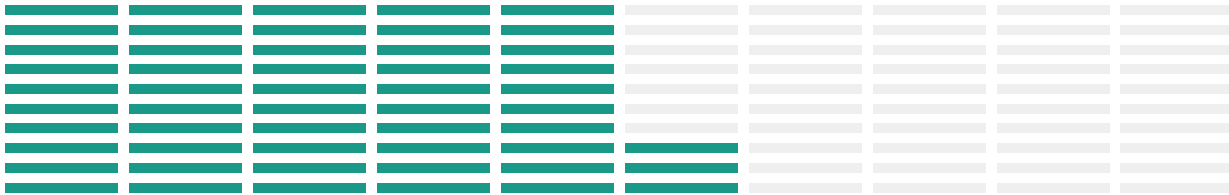
We are a pediatric specialty practice with two locations: Gladstone, MO and Liberty, MO.

- Four Doctors
 - 3 Pediatric Specialists
 - 1 General Dentist for teenage patients
- Staff
 - 2 Administrators
 - 10 Front desk, checkin, phone room, billing
 - 13 clinical staff
- Sedation Services
 - Hospital privileges at Children's Mercy and North Kansas City Hospitals
 - In office cases with MAC Anesthesia



WHO DO WE SEE?

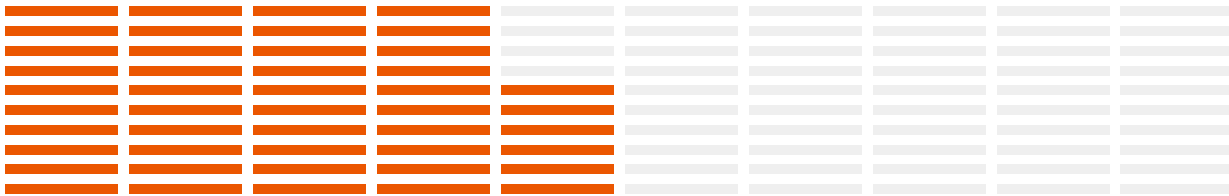
PRIVATE INSURANCE



53% Private Insurance

11,408 Unique Patients

MEDICAID



46% Medicaid (MC+)

9,678 Unique Patients

<1% Cash Pay and RegMed Patients



Why Do We Integrate Medicaid in Our Practice?



Dentistry for Children Vision Statement

We have equal access to care for all patients, focusing on the oral health needs of the whole community.



Medicaid as a Part of Our Practice

- 1 Business Plan
- 2 Claims Submission
- 3 Clinical Concerns

Business Plan

- Keep costs under control
 - Staff costs
 - Material costs
- Well trained staff
 - Empathy is Everything
 - Check eligibility at the start of each month
 - If a patient has been removed from MC+ it often takes 30 days or more to have them re-enrolled
- Up to date on collections
- Keep the schedule full





Claims Submission

One of the bonuses of MC+ plans is the ease of claims submission and regularity of payment

- Some codes do require a narrative
- Claims submission is very similar to regular 3rd party payors
- Very regular payments
 - Set up Autopay!





Clinical Considerations

- Philosophy: Every patient gets the same care
- Training staff to know which codes require a narrative/prior authorization
- Caries Risk Assessment
- Excellent Documentation
- Operating Room coverage





Tips for New Medicaid Providers



01

Be Persistent

Particularly important for on boarding with RegMed.



03

Be Patient

The accreditation process takes upwards of 6 months.



02

Be Pumped!

You are now a part of the solution!



Thank you.

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