



# STUDY: KOOL SMILES PRACTICE MODEL IS A COST-EFFECTIVE SOLUTION TO THE MEDICAID DENTAL ACCESS CRISIS

## The Problem: Many Low-Income Children Lack Access to Dental Care

### TOOTH DECAY

Tooth decay is the most common chronic disease among children.



More than half of all children 6-8 have experienced tooth decay<sup>1</sup>

Tooth decay disproportionately impacts children from low-income families.

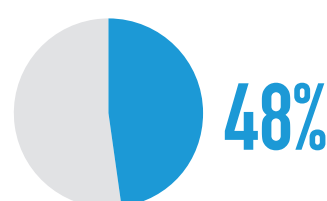
1. <http://www.cdc.gov/nchs/data/data-briefs/db191.pdf>

While more low-income children are receiving dental coverage through Medicaid and the Children's Health Insurance Program (CHIP), there are not enough dentists willing to treat them.



1 in 3 U.S. children are enrolled in Medicaid or CHIP<sup>1</sup>

1. <https://www.medicaid.gov/medicaid-chip-program-information/-by-topics/benefits/downloads/secretarys-report-dental-excerpt.pdf>  
 2. <https://www.medicaid.gov/medicaid-chip-program-information/-by-topics/benefits/downloads/secretarys-report-dental-excerpt.pdf>  
 3. [http://www.ada.org/~media/ADA/Science%20and%20Research/HPI/Files/HPIBrief\\_1014\\_3.aspx](http://www.ada.org/~media/ADA/Science%20and%20Research/HPI/Files/HPIBrief_1014_3.aspx)



Only 48% of Medicaid-enrolled children had a dental visit in 2013<sup>2</sup>

Medicaid pays less than half of what commercial insurance does for the same dental services<sup>3</sup>

Most of the nation's dentists do not accept Medicaid

## The Solution: Change the Way Medicaid Dental Care is Delivered

Kool Smiles utilizes an innovative, cost-efficient practice model that harnesses economies of scale, and removes the time and stress associated with non-clinical work like billing, finance, IT and facilities, allowing our dentists to deliver dental care to a high percentage of Medicaid children and families.

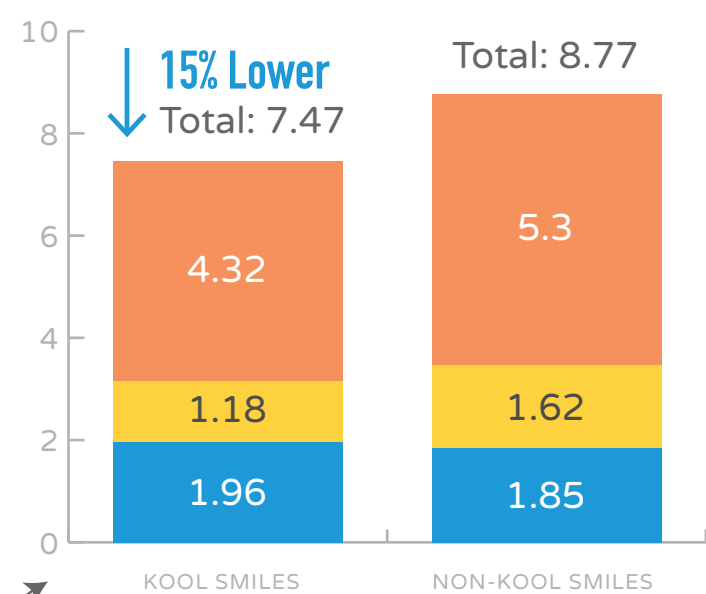
100% of Kool Smiles Dentists accept Medicaid and CHIP

## Study: Kool Smiles Providers Perform Fewer Dental Services at Lower Costs

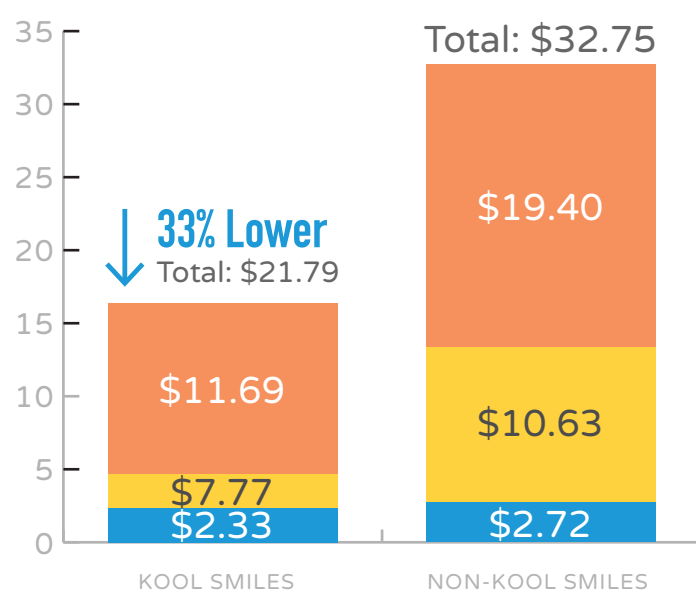
A multi-state, multi-year analysis from Dobson DaVanzo & Associates using publicly available Medicaid data found that Kool Smiles providers performed fewer dental services at lower costs than other Medicaid providers in their geographic areas.

### Overall annual utilization rates and monthly Medicaid expenditures per patient across all states and all years for providers contained in the geographic area analysis: Kool Smiles vs. Non-Kool Smiles providers

Number of Dental Services Per Unique Patient



Monthly Medicaid Expenditures Per Patient for All Dental Services



Legend: Select Diagnostic Services (Orange), Select Restorative Services (Yellow), All Other Services (Blue)

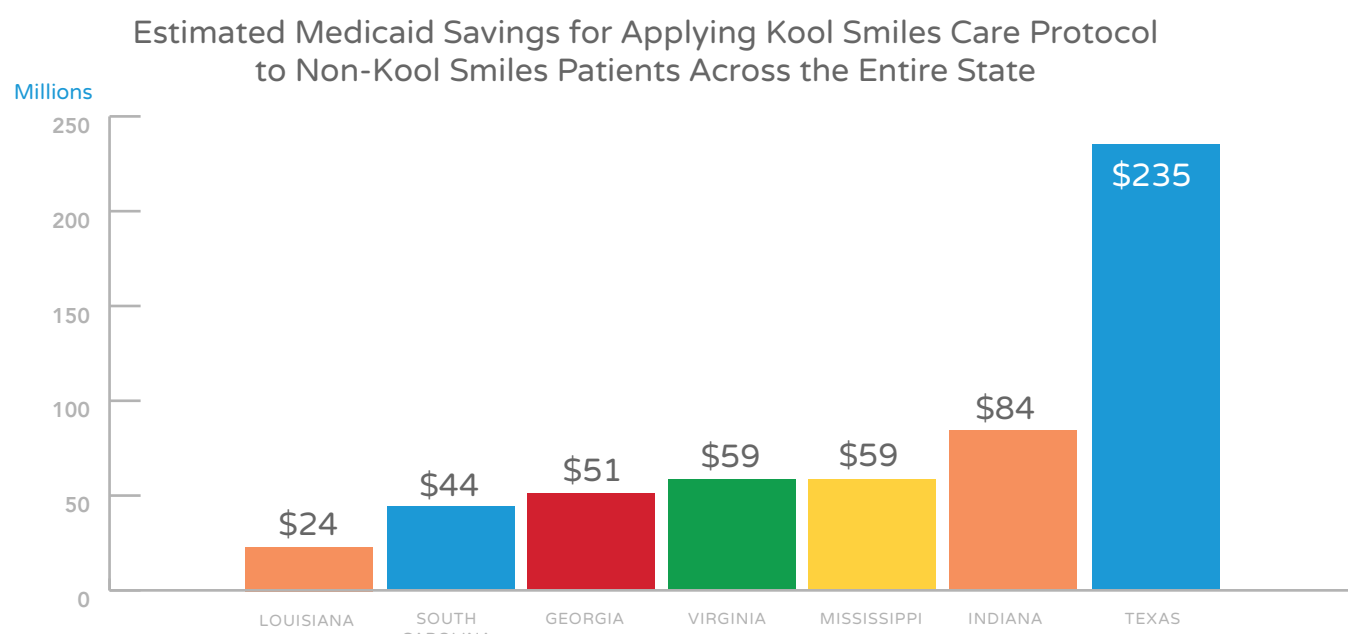
As dental access improves within a patient community, oral health also improves and the need for restorative dental services decreases.

## Kool Smiles Providers Have 33% Lower Medicaid Costs

Across all states and years analyzed, Kool Smiles dental providers performed fewer crowns, extractions and pulpomies per patient than non-Kool Smiles providers who operated within the same geographic area. As a result of lower utilization rates, Kool Smiles patients had a monthly Medicaid expenditure that was **33 percent lower** than non-Kool Smiles patients.

### PROJECTED SAVINGS TO STATE MEDICAID PROGRAMS

The study also calculated projected savings to state Medicaid programs if Kool Smiles were to treat all Medicaid dental patients in these states:



**\$556 Million:**

Total Medicaid Savings if Kool Smiles Treated All Patients in These States

**Bottom Line: The crisis can be addressed and both our state budgets and children can be healthy.**

Source: Source: Dobson | DaVanzo analysis of Medicaid dental claims data received under FOIA; annual estimates based on last full year of available data for each state.