

Dental Safety Net in Iowa Project (DSNI): Project update, Webinar #4

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The Iowa Safety Net and ACA project: Agenda

1. Progress report
2. Overview of conjoint analysis
3. Selection of survey factors
4. Conjoint survey schedule
 - a) Advisory committee pilot testing
 - b) Revisions
 - c) Release

Steering Committee



Pete Damiano
(PI)



Ray Kuthy
(Co-investigator)



Susan McKernan
(Co-investigator)



Elham Kateeb
(Co-investigator UI OSU)



Julie Reynolds
(Grad Research Asst.)



Nancy Adrianse
(Iowa PCA)



Sarah Dixon Gale
(Iowa PCA)

National Advisory Committee Members

- Meg Booth/Colin Reusch
- Cathy Coppes
- Wayne Cottam
- Jim Crall
- Isabel Garcia
- DaShawn Groves/Jaime Hirschfeld
- Larry Hill
- Mike Kanellis
- Janice Kupiec
- Mary Mariani
- Michael McCunniff
- Beth Mertz
- Pamela Riley
- Bob Russell
- Ed Schooley
- Debra Scott/Scott Trapp
- Andy Snyder
- Maria Rosa Watson

DentaQuest reps

- Matthew Bond
- Mark Doherty
- Andrea Forsht
- Mike Monopoli

Project Phases

1. Establish a National Oral Health **Advisory Committee**
 - Done
2. **Survey private dentists** about Medicaid participation and attitudes
 - Completed
3. Compile a **background inventory report** on oral health in Iowa, especially as it relates to vulnerable populations
 - Draft completed

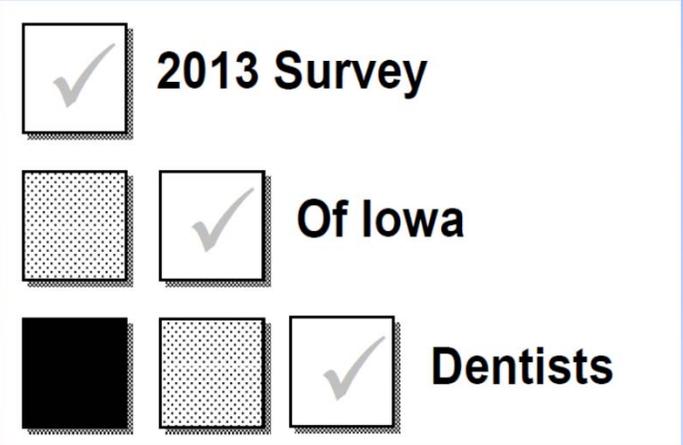
Project Phases

4. Conduct **conjoint analysis** to determine factors affecting dentist participation in Medicaid
 - In development
5. Assess the **capacity of FQHC** dental clinics in Iowa
 - Concurrent with similar study of medical care capacity as part of CMWF project
6. Develop **policy recommendations** to improve the safety net and increase public/private collaborations
 - After data are collected

Survey 1

Dentist Medicaid Survey

- Used dentist responses to problems with Medicaid to determine factors in Conjoint
- Received email addresses from 305



Respondents to Survey 1

		Email Addresses N=305	All Respondents N=776	Iowa Dentists N=1,389
Sex	Male	81%	78%	77%
	Female	19%	22%	23%
Age (mean ± SD)		49 ± 12	50 ± 12	49 ± 13
Specialty	General	89%	85%	83%
	Ortho	3%	5%	6%
	OMFS	3%	4%	4%
	Pediatric	3%	3%	3%
	Endo	0%	1%	2%
	Perio	1%	1%	1%
	Prosth	1%	1%	1%

Survey 2

**Conjoint survey of dentists' attitudes
towards the Medicaid program**

Survey 2

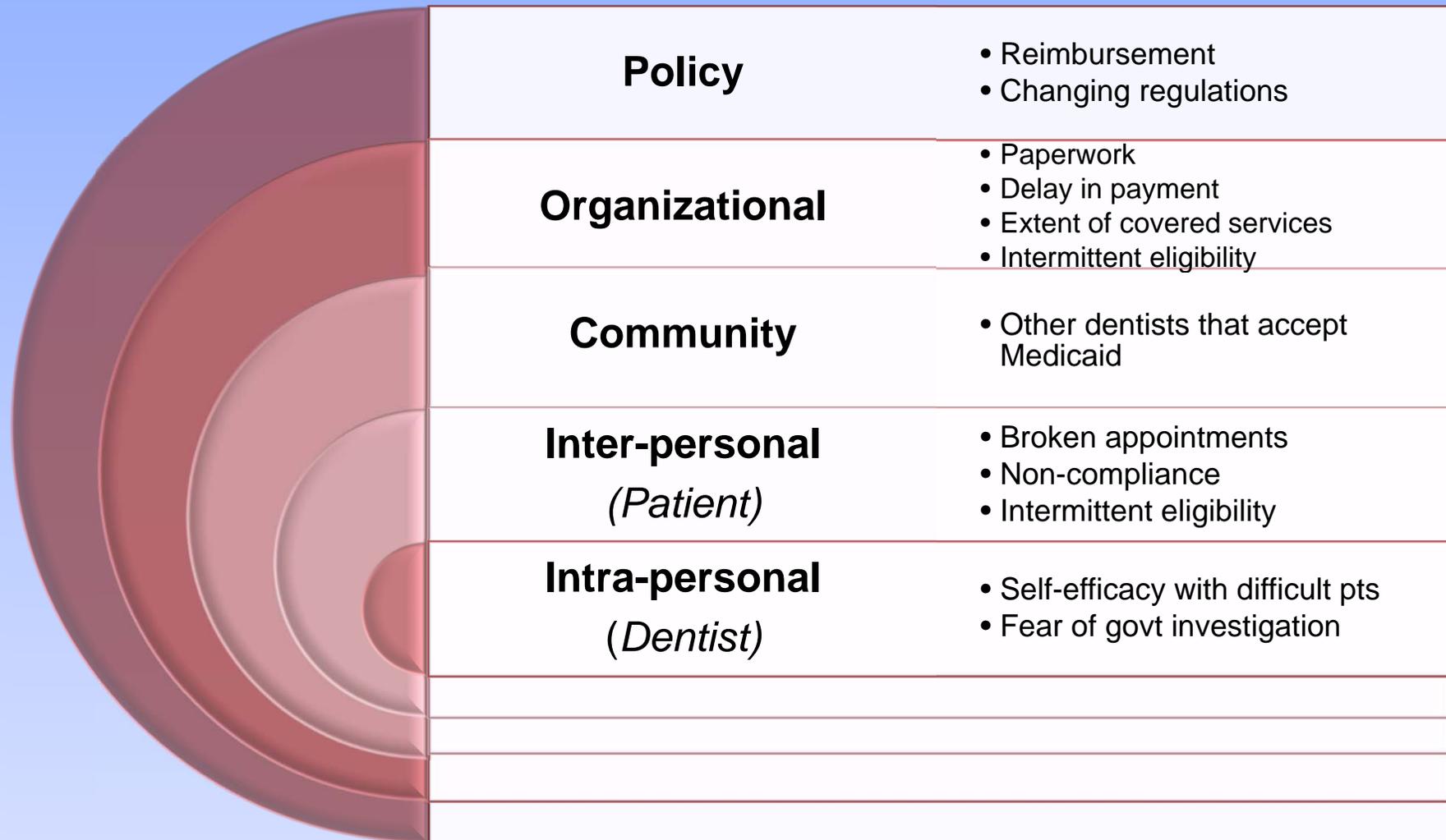
Conjoint survey

- **Conjoint technique pioneered in business and marketing**
- **Survey design uses a series of scenarios that ask dentists whether they would accept a patient or not**
- **Scenarios are developed to include specific factors that vary across several levels**
- **Responses are based on the dentist's consideration of all factors**
- **Designed to reveal hidden preferences**

Ecological model for dentist participation in Medicaid

- **Ecological models of human behavior emphasize environmental and policy contexts of behavior**
- **Also incorporates social and psychological influences of behavior**
- **Consideration can be given to multiple levels of influence**
- **Allows for development of more comprehensive interventions**

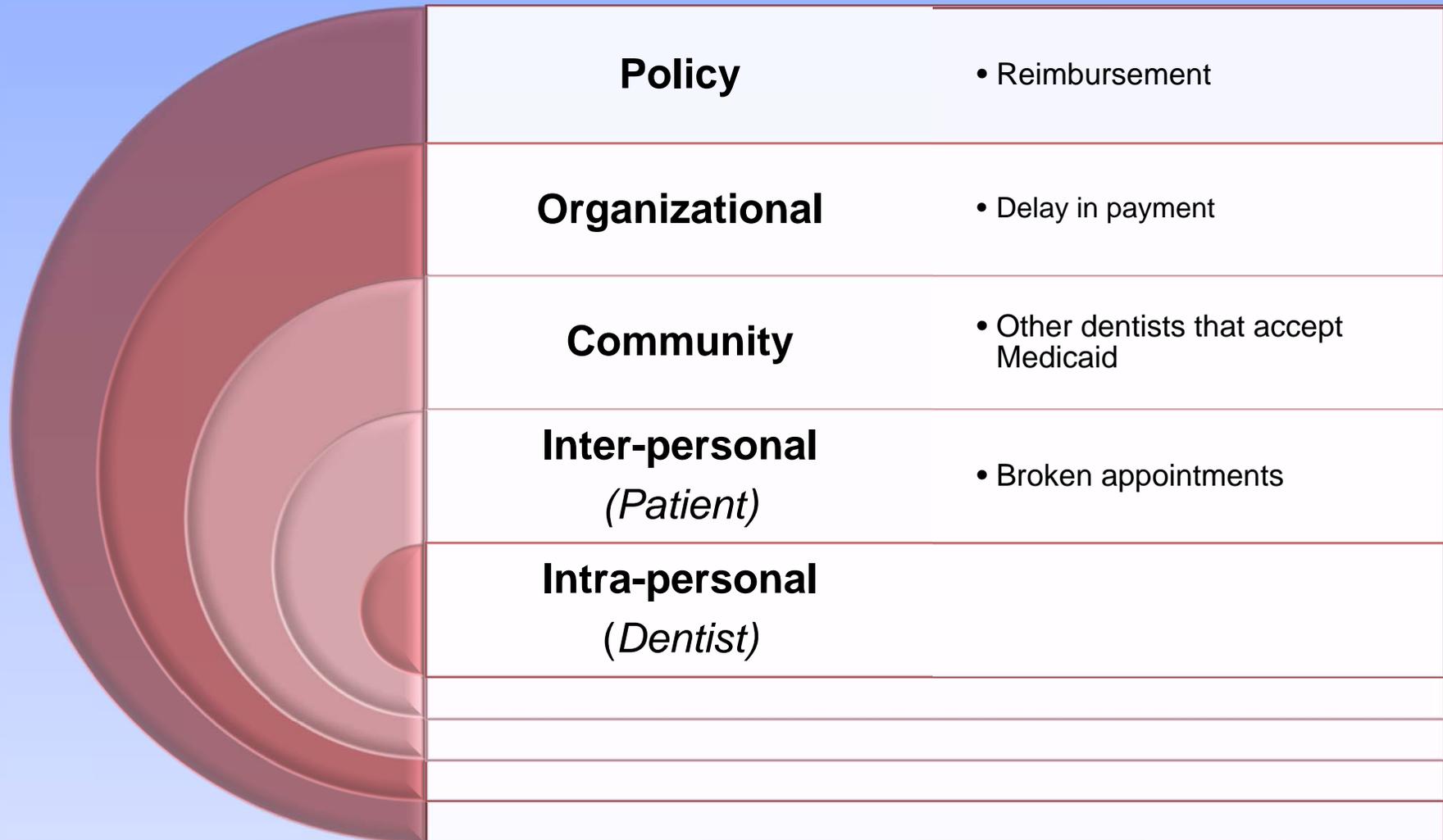
Factors from ecological model used in Conjoint survey



Potential conjoint factors from dentist survey

	Mean importance* (Survey 1)
Low reimbursement rates	3.78
Broken appointments	3.75
Denial of payment	3.41
Patient non-compliance with recommended treatment	3.22
Complicated paperwork	3.07
Frequently changing Medicaid regulations	3.01
Limited services covered by Medicaid	3.00
Intermittent eligibility of Medicaid patients	2.98
Not enough other practices in the area accept Medicaid patients	2.90
Slow payment	2.82
Fear of government investigation	1.92

Ecological model for dentist participation in Medicaid



Survey 2

Conjoint survey

- **Factors**
 - Based on the most important problems with Medicaid that were reported by dentists in the first survey
- **Levels**
 - Determined by review of the literature and expert opinion

Selected factors & levels

Domain	Factor	Level 1	Level 2	Level 3
Policy	Reimbursement rate	35%	55%	85%
Organizational	Claim approval	The first submission is unlikely to be approved	The first submission may or may not be approved	The first submission will be approved
Community	Other practices in the area that accept new Medicaid patients	No other practices	A few other practices	Many other practices
Inter-personal	Patient behavior	Often misses an appointment	Sometimes misses an appointment	Never misses an appointment

Conjoint scenarios

- **9 factor/level combinations will be presented to participants as scenarios**
- **Scenarios are presented in a random sequence during the online survey**
 - All will get the same scenarios, different order
- **Responses indicate factor importance (similar to regression coefficients)**
- **2 “holdout” scenarios are used to validate results**
 - Look for consistency of responses

Scenario introduction: background information

For the following hypothetical scenarios, assume that a healthy 32-year-old patient from your community calls your practice and needs a lost MO restoration on tooth # 19 replaced. The tooth is asymptomatic. The patient is enrolled in the Iowa Medicaid program and is eligible for the next 12 months.

Given the extra information that is provided below, would you accept this new patient in your practice?

Scenario 1

At the time this patient calls your practice, you know there are a few other practices in your area accepting Medicaid patients. You are also aware that this patient often misses an appointment. Medicaid will reimburse you at 85% of your usual fees for this service and the first submission of your claim will be approved.

Would you accept this new patient in the scenario described above?

Yes, I would

No, I wouldn't

Scenario 2

At the time this patient calls your practice, you know that there are no other practices in your area accepting Medicaid patients. You are also aware that this patient never misses an appointment. Medicaid will reimburse you at 55% of your usual fees for this service and the first submission of your claim will be approved.

Would you accept this new patient in the scenario described above?

Yes, I would

No, I wouldn't

Scenario 3

At the time this patient calls your practice, you know that there are many other practices in your area accepting Medicaid patients. You are also aware that this patient often misses an appointment. Medicaid will reimburse you at 55% of your usual fees for this service and the first submission of your claim may or may not be approved.

Would you accept this new patient in the scenario described above?

Yes, I would

No, I wouldn't

Scenario 4

At the time this patient calls your practice, you know that there are many other practices in your area accepting Medicaid patients. You are also aware that this patient sometimes misses an appointment. Medicaid will reimburse you at 35% of your usual fees for this service and the first submission of your claim will be approved.

Would you accept this new patient in the scenario described above?

Yes, I would

No, I wouldn't

Scenario 5

At the time this patient calls your practice, you know that there are a few other practices in your area accepting Medicaid patients. You are also aware that this patient never misses an appointment. Medicaid will reimburse you at 35% of your usual fees for this service and the first submission of your claim may or may not be approved.

Would you accept this new patient in the scenario described above?

Yes, I would

No, I wouldn't

Scenario 6

At the time this patient calls your practice, you know that there are no other practices in your area accepting Medicaid patients. You are also aware that this patient sometimes misses an appointment. Medicaid will reimburse you at 85% of your usual fees for this service and the first submission of your claim may or may not be approved.

Would you accept this new patient in the scenario described above?

Yes, I would

No, I wouldn't

Scenario 7

At the time this patient calls your practice, you know that there are a few other practices in your area accepting Medicaid patients. You are also aware that this patient sometimes misses an appointment. Medicaid will reimburse you at 55% of your usual fees for this service and the first submission of your claim is unlikely to be approved.

Would you accept this new patient in the scenario described above?

Yes, I would

No, I wouldn't

Scenario 8

At the time this patient calls your practice, you know that there are no other practices in your area accepting Medicaid patients. You are also aware that this patient often misses an appointment. Medicaid will reimburse you at 35% of your usual fees for this service and the first submission of your claim is unlikely to be approved.

Would you accept this new patient in the scenario described above?

Yes, I would

No, I wouldn't

Scenario 9

At the time this patient calls your practice, you know that there are many other practices in your area accepting Medicaid patients. You are also aware that this patient never misses an appointment. Medicaid will reimburse you at 85% of your usual fees for this service and the first submission of your claim is unlikely to be approved.

Would you accept this new patient in the scenario described above?

Yes, I would

No, I wouldn't

Scenario 10 (Holdout)

At the time this patient calls your practice, you know that there are many other practices in your area accepting Medicaid patients. You are also aware that this patient often misses an appointment. Medicaid will reimburse you at 35% of your usual fees for this service and the first submission of your claim is unlikely to be approved.

Would you accept this new patient in the scenario described above?

Yes, I would

No, I wouldn't

Scenario 11 (Holdout)

At the time this patient calls your practice, you know that there are many other practices in your area accepting Medicaid patients. You are also aware that this patient sometimes misses an appointment. Medicaid will reimburse you at 35% of your usual fees for this service and the first submission of your claim is unlikely to be approved.

Would you accept this new patient in the scenario described above:

Yes, I would

No, I wouldn't

Conjoint Schedule

- **Final revisions, online coding, & IRB approval**
 - By July 30th
- **Email survey out (N=305)**
 - August 1st

Year 2 activities

Phase 1: Year 1 wrap up

1. **Completion of conjoint analysis/writing**
2. **Completion of FQHC capacity analysis/writing**
3. **Dentist participation writing/presentations**

Phase 2: Policy development

1. **Convene a meeting of public/private partners to discuss options for improving Medicaid participation**

Year 2 activities

Phase 3: Dental home development

1. Expert panel/focus groups-

1. Components of a dental home
2. Role for oral health in health home
3. Implications of ACO development for dentistry
 - Builds on work in Iowa around community care team development and ACOs and safety net

2. Instrument development for measuring dental homeness

- Builds on work in Iowa regarding medical homeness