



COUNCIL ON DENTAL BENEFIT PROGRAMS

December 7, 2016

OFFICIAL MINUTES

Hoddick, James, Chair (8)
Cooper, Ada (NY)
Buchalter, Alyson (2)
Hosoyama, Shig (3)
Korkosz, Adrienne (4)
Bozek, Walter (5)
Lacey, Frederick (6)

Keating, Michael (7)
Cuomo, Christopher (9)
Porcelli, Eugene (N)
Jhaveri, Viren (Q)
Guariglia, John (S)
Samuels, Jacqueline (B)
Galati, James (BOT Liaison)

The Council on Dental Benefit Programs met on Friday, December 7, 2016, via video conference. All members participated. Dr. Steven Snyder attended as the Second Trustee Caucus Representative to the ADA Council on Dental Benefit Programs. Dr. Judith Shub, NYSDA Assistant Executive Director, and Ms. Jacquie Donnelly, Office of Health Affairs, also participated.

The chair called the meeting to order at 9:35 a.m. and welcomed the council. The council adopted the minutes from its previous meeting on March 23, 2016, following a motion by Dr. Buchalter, seconded by Dr. Guariglia.

The chair asked Dr. Galati for a report on the Board of Trustees. Dr. Galati introduced himself and explained his role as liaison to the council.

ADA Council on Dental Benefit Programs Report

Dr. Snyder gave an extensive report on the activities of the ADA Council. He began by pointing out that the ADA Council on Dental Benefit Programs includes responsibility for the Peer Review program as well as dental benefit issues. He summarized the findings of the council's national survey of Peer Review programs and praised New York's program as the most comprehensive in the country.

The ADA has partnered with Price Waterhouse to create an affordable dental plan to market to patients. A number of groups are advocating for the inclusion of dentistry in Medicare for

medically compromised patients with the long-term goal of securing a dental benefit for all patients. Dr. David Preble, vice president of the ADA Practice Institute, is spearheading the effort with a goal of reducing overall health care costs.

Dr. Snyder recommended that the members review the “dental quality measures” for pediatrics at Ada.org/dqa. These measures have been in place for medicine and are used in pay-for-performance programs. They are dentist-developed and already in use by Delta Dental.

The ADA Council is examining the use of “disallow clauses” in dental plan contracts. Delta, for example, only allows benefits for two quadrants of scaling and root planning.

The ADA has begun promotions on the Internet targeting HR staff to promote the importance of dental benefits to their employees. The ADA also has made three Medicaid toolkits available to its constituents. The Codes Committee is considering codes for teledentistry. The ADA is also looking at diagnostic codes as it is increasingly likely that payers will consider diagnostic codes as part of SNOMED.

Member dentists have been voicing complaints about insurers seeking to require electronic funds transfers. The ADA has a task force working on aligning practice management software with banking software. Dr. Porcelli reported that Renaissance credit cards is seeking to offer this service by acting as a clearinghouse for electronic funds transfers.

The ADA is offering new member benefits on its website. The first is a credentialing portal at ada.org/credentialing. Here, members can record information to facilitate the credentialing process conducted to verify the credentials of contracting dentists. The second new member resource is in their Guidelines for Practice Success series entitled Benchmark My Practice. It is designed to help members identify their practice’s strengths and weaknesses and discover areas of improvement. Members are encouraged to submit information to establish a baseline of information about practice characteristics. It can be accessed at ada.org/benchmark. Information entered is confidential and anonymous.

Medicaid

Dr. Filanova, chair of the Medicaid subcommittee, discussed the highlights from the minutes from the committee’s last meeting. He reported that most of the committee’s discussion focused on individual complaints that already are addressed routinely by NYSDA staff. Dr. Filanova informed the council that he is resigning as chair of the committee as he has relocated from New York to California. He suggested that the council representatives should be able to collect complaints locally and transmit them to NYSDA without a separate committee. He stated that he does not believe that the committee fulfilled its charge, pointing out that the committee has not submitted any recommendations to the council. Dr. Porcelli recommended that the council consider whether the committee should be continued and discuss its recommendations at its next meeting. Both Drs. Hoddick and Jhaveri, the former chair, thanked Dr. Filanova for his efforts.

NYSDA Strategic Plan Goals

NYSDA's Board of Trustees transmitted a recommendation from the strategic Planning Committee "to study and make recommendations regarding achieving 'better reimbursement levels for Medicaid.'" The council considered the request but believes the council is not the correct platform to develop strategies to improve Medicaid reimbursement and suggests that it falls under the umbrella of Governmental Affairs. The council members will seek input from their respective component dental societies and be available to support the actions of the Council on Governmental Affairs.

Medicare

Dr. Shub explained the current enrollment requirements for Medicare. The council members questioned requirements that doctors who provide care to Medicare Advantage Plan subscribers be enrolled. NYSDA will forward information about Medicare enrollment requirements to the council members.

Managed Care Issues

The chair advised the members to promote the Contract Analysis Service. Dr. Porcelli discussed his success in negotiating fees and "most favored nations clauses" in contracts offered by Aetna.

Dr. Buchalter had a question about a claim where the company bundled reimbursement. Dr. Snyder explained the difference between "bundling codes", which is illegal, and "bundling benefits" which is contractual.

Component Issues

Members cited problems involving patients cancelling credit card payments. Dr. Keating discussed a dispute a member had with Excellus over the fees in his contract.

The council adopted the following resolution proposed by Dr. Porcelli and seconded by Dr. Keating:

Resolved: That NYSDA direct NYSDA Support Services to consider the feasibility of developing an endorsed panel of consultants who negotiate participating provider contracts on behalf of dentists as a membership benefit.

New Business

There was no new business before the council.

Old Business

The chair reviewed issues involving electronic prescribing requirements and the new related continuing education requirement. Dr. Shub announced NYSDA's new HIPAA security

compliance course developed by the Information Technology Committee. The course will be promoted through the component dental societies shortly and provides necessary information to enable members to comply with the current HIPAA security regulations to avoid significant sanctions.

The chair asked NYSDA to conduct a poll to select the date of the next meeting for some time in April or May.

Adjournment

There being no additional business before the Council, the chair adjourned the meeting at 12:30 p.m.

Respectfully submitted,

A handwritten signature in black ink, reading "James A. Hoddick, DDS". The signature is written in a cursive style with a large, stylized initial "J".

James A. Hoddick, DDS
Chair