

Summer 2016

News for the
Dentist and Staff

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Affordable Care Act Update

At the national level, this summer has seen some activity on administrative rules implementing the Patient Protection and Affordable Care Act ("ACA"). On July 8, the IRS proposed a new rule that would expand tax credits for families purchasing pediatric dental plans under the ACA. Pediatric dental coverage is an Essential Health benefit under the ACA and may be offered as part of a comprehensive health plan or as a stand-alone benefit. In the majority of cases, pediatric dental coverage is offered separately from medical coverage as a stand-alone benefit. This separation affects the calculation of premium support tax credits available to families and individuals purchasing qualified health plans on federally facilitated exchanges. That tax credit is tied to a "benchmark" plan, the second-lowest cost silver plan in a specific region. The proposed rule would clarify the benchmark calculation to include pediatric dental regardless of whether the benefit is embedded in a medical policy or offered separately. The American Dental Association and National Association of Dental Plans have issued public statements in support of the proposed rule.

On May 13, the federal Department of Health and Human Services ("HHS") issued the Nondiscrimination in Health Programs and Activities final rule. The rule implements Section 1557 of the ACA and applies to any health care provider who receives funds through Health and Human Services, including Medicaid and CHIP. HHS has not clarified if the rule applies to dentists who only receive reimbursement under Medicare Advantage. The rule requires covered dental offices to post two notices: one of nondiscrimination and one noting the availability of language assistance services in the dental office, on the website and in publications and communications. The second notice must include taglines in multiple languages. The compliance date for the notices is October 16, 2016.

At the state level, Maine will see a new carrier, Aetna, offer plans on the state's federally facilitated exchange in nine of Maine's 16 counties for 2017. Aetna will include pediatric dental coverage in its medical plans. On June 26, Governor Paul LePage vetoed LD384, a bill to study ACA compliant options for universal health care in Maine. Maine remains the only state in the northeast not to have expanded Medicaid and has the highest uninsured rate in the northeast. To date, Governor LePage has vetoed five Medicaid expansion bills.

In New Hampshire, two dental carriers, Dentegra and Guardian Life Insurance Company, will no longer offer dental plans on the state's federally facilitated exchange after the end of 2016. Their departure will leave Delta Dental of New Hampshire and Aetna as the only carriers offering dental plans on the New Hampshire exchange.

In Vermont, the legislature has budgeted funds for an independent study to be conducted during 2016 to assess the long term sustainability of Vermont Health Connect (VHC), Vermont's state-run exchange. VHC has been plagued with technological and operational problems. The independent study will consider various options for VHC, including building on and improving the existing technology, switching to a wholly or partially federally facilitated exchange or joining with other states to form a regional exchange. The results of the study will be presented to the legislature in early 2017. On June 29, the Department of Vermont Health Access published proposed rules governing participation on VHC. Up to this point, Vermont Health Connect has operated without administrative rules, instead contracting with the providers, including Northeast Delta Dental, offering plans through the state exchange. The public comment period for the proposed rules closed on August 5.

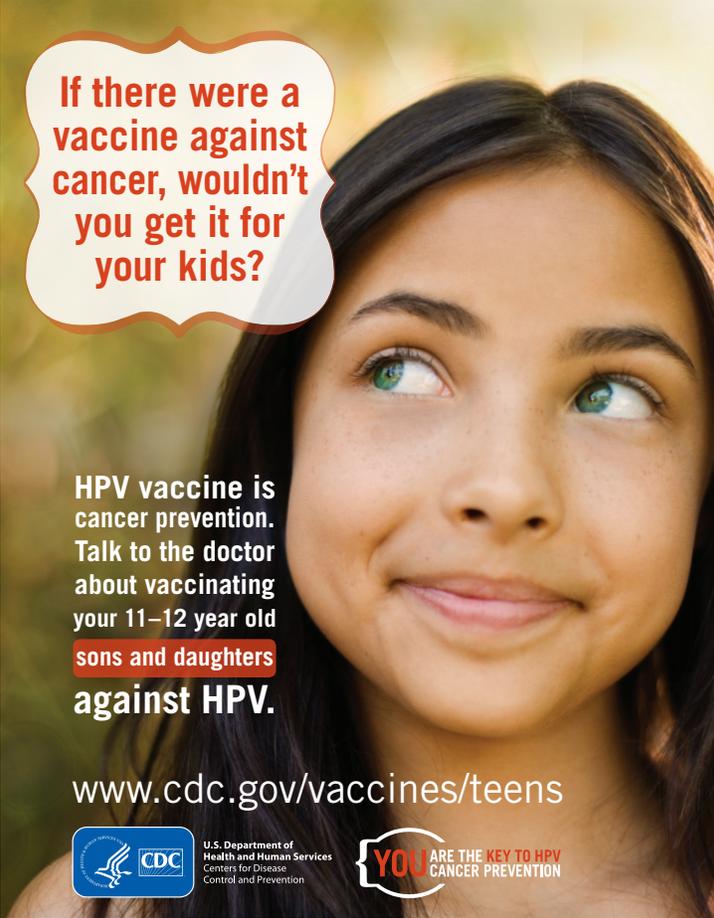
A Note From The American Cancer Society Regarding HPV Vaccination

Vaccination for the Human Papilloma Virus (HPV) is an effective way to prevent head and neck cancers, as well as several other cancers. Unfortunately, vaccination rates are still relatively low for this cancer prevention breakthrough.

Northeast Delta Dental is partnering with the American Cancer Society to encourage dentists to deliver this important message to adolescents and their parents. The American Cancer Society recommends that all adolescents receive this vaccine beginning at age 11 or 12, but it can be given later as well.

Oral health professionals can play a key role by telling parents: "I recommend the HPV vaccine for your child in order to prevent the development of cancer later in life." A strong recommendation from a health professional has been shown to be the most effective way to increase vaccination rates.

To support this conversation, The American Cancer Society has asked Northeast Delta Dental to distribute posters that we hope you will consider displaying in your patient waiting areas. Visit www.cancer.org for resources and to learn more about the HPV vaccine.



If there were a vaccine against cancer, wouldn't you get it for your kids?

HPV vaccine is cancer prevention. Talk to the doctor about vaccinating your 11–12 year old sons and daughters against HPV.

www.cdc.gov/vaccines/teens

 U.S. Department of Health and Human Services
Centers for Disease Control and Prevention



Re-Credentialing Notice

As a member of the Delta Dental Plans Association (DDPA), Northeast Delta Dental is required to maintain accurate information related to each participating member dentist. In order to comply, all participating member dentists must successfully complete the Re-Credentialing process at least every three years to remain a participating provider.

If you have an email address on file with Northeast Delta Dental, your application will be sent via email; otherwise, it will be sent via fax or postal mail. Upon receipt, please return the Re-Credentialing Application within 15 business days.

Thank you in advance for your cooperation and understanding our commitment to providing accurate dentist information to all Delta Dental member companies.

Should you have any questions, please feel free to contact Northeast Delta Dental Provider Services Department at 1-800-537-1715, extension 1100, or by email at credentialing@nedelta.com.

Healthy New Hampshire Foundation Announces New Board of Directors Members

The Healthy New Hampshire (HNH) Foundation has announced four new Board of Directors members: Thomas A. Clairmont, Lisa Kaplan Howe, Barbara Wauchope, and Dr. Randi S. Tillman of Northeast Delta Dental.

According to HNH Foundation President Gail Garceau, "These new members bring a wealth of knowledge and expertise that will help us maximize the impact of every grant we make to support effective health initiatives on behalf of children and families across the state."

Dr. Randi Tillman is a seasoned dental healthcare professional with more than 25 years of business experience in managed care, reimbursement and health economics. She is currently the Dental Director for Northeast Delta Dental. Dr. Tillman is also a member of the Steering Committee for the NH Oral Health Plan and a member of the New Hampshire Oral Health Coalition.

The HNH Foundation is New Hampshire's leading funder for children's health, with a focus on our most vulnerable families and children. For more information about the HNH Foundation, visit www.hnhfoundation.org.

Congratulations, Dr. Tillman!

Consultants' Corner

Radiographic and Photographic Images

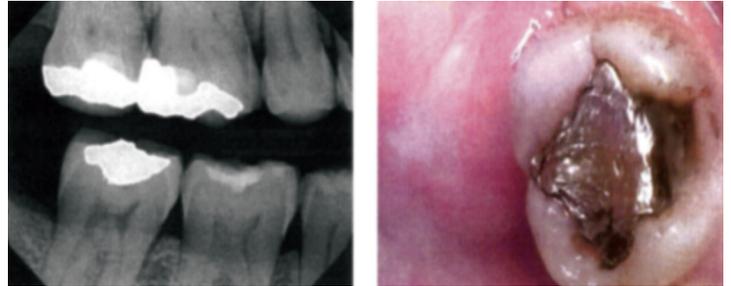
Most carriers, including Northeast Delta Dental, require radiographic images for benefit determination of certain dental procedures. Northeast Delta Dental also encourages practitioners to submit photographic images, when available, and when they will be helpful in making the benefit determination.

We recognize how helpful photographic images are for patient education, case acceptance, and documentation of oral conditions. Intraoral cameras are owned by about 50% of the dentists. They are becoming less expensive, and are of great value to the patient and dentist when making referrals, reducing risks, and overcoming any barriers to communication.

When our dentist consultants are reviewing your claim, they can make a decision only with the information that you have provided. A picture is still worth a thousand words, and it might help make the case by giving the reviewing dentist an "over the shoulder" image of what you're seeing clinically. Procedures for which photographs can be especially helpful are single crowns and core buildups (D2710 - D2794 and

D2950); soft tissue periodontal procedures and implant procedures.

An example of a case where the treating dentist submitted both a radiographic image and a photographic image for a core buildup on tooth number 3 is shown below. The criteria for approving benefits for the core build-up are not clearly evident on the radiograph, but certainly are on the photograph. Benefits for both the core buildup and crown were approved. Had the reviewing dentist had only the radiograph, the benefits might have been denied.



Six Vermont Dental Assistants Awarded Scholarships

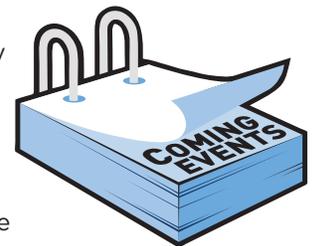
Northeast Delta Dental, has announced the recipients of its Career Advancement and Achievement scholarships for the Expanded Function Dental Assistant (EFDA) training program offered by SkillTech at the Center for Technology, Essex. Six \$2,000 scholarships were awarded to Michele Cannon of Milton (supervised by Rian Stewart, DMD at Community Health Center of Burlington); Holly DeCamp of Westminister (supervised by Margaret Stone, DDS at Horizon Dental); Elizabeth Haffly of Franklin (supervised by Pamela Martin, DMD at Richford Dental Clinic); Janell Hodgdon of Craftsbury (supervised by John Hirce, DMD at Stowe Family Dentistry); Nancy Quintin of Plainfield (supervised by Cheyanne Warren, DDS, MS at The Health Center; and Stephanie Trayah of South Burlington (supervised by Elicia Thompson, DDS at Community Health Center of Burlington).



Pictured are President & CEO, Tom Raffio with Dr. Suzanne West, participating Delta Dental Plan of Vermont dentist, both of whom ran the Loon Mountain Road Race on July 3. Avid racers, they also ran in the Northeast Delta Dental Mount Washington Road Race on June 18.

Invitation to Dental Team Training Seminars

Please join us to learn more about how you can enhance your dental practice, while increasing patient treatment acceptance through Northeast Delta Dental's innovative Health *through* Oral Wellness® program (HOW®), powered by PreViser. We will also review policy changes and updates for 2017.



We have scheduled a series of three free seminars, one each in Maine, New Hampshire, and Vermont. The dates and venues are as follows:

- **September 23, 2016 at the Sheraton Hotel & Conference Center, Burlington, Vermont**
- **November 4, 2016 at Northeast Delta Dental's Conference Center, Concord New Hampshire**
- **November 18, 2016 at the Senator Inn, Augusta, Maine**

All seminars will run from 9 am until noon, with registration and a complimentary continental breakfast at 8:30 am. To make reservations for yourself and one dental team member, please contact Santos Lara at slara@nedelta.com or 603-223-1239.

Everyone in attendance will be entered into a raffle for an Apple iPad, so stay till the end to learn if you are the lucky winner! We look forward to seeing you and one member of your dental team at one of the seminars!

Update on Medicare and Medicare Advantage Plans

Dentists may have been seeing in trade journals the headline, "Delta Dental Kicking Out Dentists Who Don't Enroll In Medicare." **This is not true.**

Beginning February 1, 2017, all providers (including dentists) who write prescriptions or make referrals under Medicare Part D are required by the government to either: 1) enroll in Medicare; 2) Opt-In to Medicare Part D; or 3) Opt-Out of Medicare Part D.

- If a provider Opts-In to Medicare Part D, both treatment and prescriptions can be covered by Medicare Advantage plans.
- If a provider Opts-Out, prescriptions can be covered by Medicare, but treatment cannot.
- If a dentist chooses to do nothing, treatment can be covered by Medicare Advantage plans, but the prescriptions the dentist writes will be denied at the point of service.

This issue pertains to Northeast Delta Dental participating dentists who see Martin's Point Health Care patients. Martin's Point Health Care has requested that our participating dentists Opt-In to Part D. Management and Board Members will be discussing this issue further at our Board meetings in September. Rest assured, no dentist will be "kicked out" of the network.

Martin's Point will also require this of dentists outside of our operating territory as there are Martin's Point patients outside of Maine, New Hampshire, and Vermont; and, there is no national Delta Dental Plans Association requirement that other Delta Dental Member companies comport to these government requirements. We will keep you updated on this issue as more information is available.

Office Changes or Updates

Please contact the Provider Services department at 1-800-537-1715, extension 1100, for any dentist and/or office changes or updates. These include, but are not limited to:

- New and/or change of physical or payment address(es)
- New and/or change of phone number(s)
- A dentist joining or leaving an office
- Closing of an office or practice
- Tax information changes
- New and/or changed NPI information
- Retirement
- Sale or purchase of a practice
- License status updates

Please be sure to notify the Provider Services department of all changes/updates **in advance** to ensure proper claims payment.



19th Annual Thurston J. Carpenter Memorial Golf Tournament

Friday, September 23, 2016
Breakfast Hill Golf Club, Greenland, NH
8:00 a.m. Registration
9:00 a.m. Shotgun Start

For registration go to
www.birdeasepro.com/carpentergolf
or contact Kathleen Gleason at 603-223-1317

Proceeds benefit Northeast Delta Dental Foundation to support oral health programs and P.A.N.D.A. (Prevent Abuse and Neglect through Dental Awareness)

New Participating Dentists

We are pleased to announce that in the first quarter of 2016, the following dentists have joined Northeast Delta Dental's networks in Maine, New Hampshire, and Vermont:

Maine

Richard McGuckin, DDS
Miles Cone, DMD
Paul Best, DDS
Michelle Beaulieu, DMD
Mark Levine, DMD
Megan Kibbey, DMD
Kyle Hobson, DMD
Sapna Aggarwal, DMD
Anthony Boschetti, DMD
Krista Manickas, DMD
Richard Huot, DDS
Calvin Kenley, DMD
Stephanie Pouzol, DMD
Ivan Soberanes, DMD
Michael Cabral, DMD
Alexis Mackenzie, DDS

Lauren Gulka, DMD
Eric Charest, DMD
Yves Andre, DDS
Katie Piet, DDS
Jessica Hacker, DDS
Nusi Brown, DMD
James Daleo, DDS

New Hampshire

Gary Witts, DMD
Jennifer Toy, DMD
Ammar Awadi, DMD
Houssam Alkhoury, DMD
Danny Chiang, DMD
Jack Weaver, DDS
David Altobelli, DMD
Victoria Spindel, DMD
Ashley Langton, DMD
Ralph Faluotico, DDS
Margarita Potashnikova, DDS
Paola Buckley, DMD
Lia Mittelman, DMD

Vermont

James Faulkner, DDS
Sigita Jankunas, DDS
Emily Hill, DDS

Holiday Closure

Northeast Delta Dental will be closed for the following holiday. Our website, www.nedelta.com, will continue to be available.

Labor Day

Monday, September 5, 2016