New dental plan for auto retirees

Delta Dental has been selected by the UAW Retiree Medical Benefits Trust to administer a new preventive dental plan covering the retirees, surviving spouses, and eligible dependents of General Motors and Chrysler. The new plan will go into effect on January 1, 2012, and approximately 400,000 contract holders who lost dental coverage in 2009 are eligible.

The plan will cover preventive and diagnostic services (exams, prophylaxes, fluoride treatment, and brush biopsies), emergency palliative treatment, radiographs, and minor restorative (fillings only—no coverage for posterior composite fillings). If posterior composite restorations are done, payment will be based on the fee for an amalgam. The plan has an annual maximum of $800 per year and no deductible. Details about coverage, eligibility, and copayment percentages will be available via the Dental Office Toolkit® beginning in January.

HKD will expand to four more counties

Young people in four more counties in Michigan will have access to the Healthy Kids Dental (HKD) program in 2012. The new counties are: Mason, Muskegon, Newaygo and Oceana, which will bring the total number of HKD counties to 65.

The effective date of the expansion was not finalized as this newsletter went to print. However, it is expected to be later than the January 1, 2012, date previously announced.

HKD, which is a partnership between Delta Dental of Michigan and the Michigan Department of Community Health, has improved access to care for Medicaid-eligible children in the state for more than 10 years. It currently covers more than 300,000 young people.

In a recent message on health care, Michigan Governor Rick Snyder called for an expansion of the program to children in the remaining 18 counties in the state.

In 2007, the American Dental Association named HKD as one of five national models for improving access to dental care for underserved children. Studies have shown that children enrolled in the program are more likely to receive treatment than those with traditional Medicaid coverage.

Want faster updates?

To get updates from Delta Dental more quickly, please send your email address to Delta Dental’s Provider Records department at: providerrequests@deltadentalmi.com. We will include you on our email distribution list for news that will be of interest to you and your staff.
PPO dentists can get savings from Sharp Dental Lab

Delta Dental has partnered with Sharp Dental Lab to provide Delta Dental PPO℠ participating dentists in Michigan, Ohio, and Indiana with exclusive discount pricing on their laboratory needs.

“This discount program is provided as a value-added service from Delta Dental to dentists who participate in our PPO network,” said Dr. Jed Jacobson, Senior Vice President, Professional Services and Chief Science Officer. “We are committed to finding new ways to deliver great service and benefits to our participating dentists, and this program is an example of that commitment.”

Delta Dental PPO dentists who wish to use Sharp Dental Lab* may access this exclusive pricing for all patients in their practice, and savings can range from four percent off regular prices on some services to 27 percent on others. In addition, the lab offers free shipping, maximum 12 business-day turnaround, and a 100% money-back guarantee on all products if returned.

Sharp Dental Lab is a full-service national dental laboratory that has been in business for more than 65 years. Located and operated in Livonia, Michigan, Sharp uses only FDA-approved materials, and it also is part of the Identalloy® program.

For more information and a free starter kit, contact Tabitha Hans from Sharp Dental Lab at (866) 525-1070.

(*Note: This discount program is strictly optional, and Delta Dental PPO dentists are free to use any lab they wish.)

Benefit updates and tips

Stryker Corporation benefits—Stryker Corporation, based in Kalamazoo, Michigan, is increasing the lifetime orthodontic maximum in its dental plan from $1,000 to $1,500 effective January 1, 2012. The additional $500 is also available to covered individuals who are still in active treatment but who reached the previous limit.

Code D9310—it is no longer necessary to submit a report with procedure code D9310—Consultation—per session.

Ortho retention—in cases where a claim for comprehensive orthodontic treatment is submitted, an additional fee for orthodontic retention will not be covered by any of Delta Dental’s plans.

Coordination of Benefits—Coordination of benefits is a transaction that takes place only between benefit plans, and it is not permitted with discount cards. Patients must use either their Delta Dental plan or their discount card, but cannot combine both.

Radiation Safety—Dentists may want to avoid using D-speed X-ray film, which takes longer to expose and subjects patients to more radiation than other dental radiography. It is recommended that E- or F-speed X-ray film or digital radiographs be used to reduce risk.

Complete Claims—as a reminder, all services provided to Delta Dental-covered patients should be submitted on claims.

Winners announced

Several dentists won $100 Visa® gift cards by participating in Delta Dental’s contest while attending their dental association’s Annual Sessions. The winners are as follows.

Indiana—Bruner Dental (Dr. George Bruner, Dr. Christine Root, and Dr. Clifford Sneed), Marion; Dr. L. Renee Goodwin, Oaktown; and Dr. Lynn Gassoway, Gary.

Michigan—Dr. David Paulisin, Redford; Dr. Bruce Leonard, Battle Creek; and Dr. Laris Stumpos, Rochester Hills.

Ohio—Dr. Hyo S. Kim, Morrow; Dr. Lawrence Eisenman, Galloway; and Dr. Jessica Mohr, Van Wert.
Michigan adopts claims tax

A one percent tax will be assessed by the State of Michigan on all paid health care claims for services rendered on or after January 1, 2012, as a result of legislation signed into law in September.

The new tax will apply to all claims for health care services (defined as medical, prescription drug, and dental claims) provided in the State of Michigan to people who are Michigan residents.

Dentists do not have to collect this tax and should not do anything different when submitting claims. This tax will not affect Delta Dental’s claim payments to participating dentists or enrollees.

The tax, which sunsets on January 1, 2014, was developed to temporarily help finance the state’s share of the expense for Medicaid. Insurance carriers, benefit administrators and third-party administrators are responsible for collection and payment to the State of Michigan on a quarterly basis.

Register now for DDF/UM seminar with Dr. Crossley

Dr. Harold L. Crossley, Professor Emeritus at the University of Maryland Dental School, will be the featured speaker at a seminar co-sponsored by the University of Michigan (UM) School of Dentistry and the Delta Dental Foundation on January 11, 2012. Dr. Crossley’s topic is: “Avoid Liability: Know Your Patients’ Medications and Their Impact on Dental Treatment.”

Dr. Crossley is nationally and internationally recognized as an expert on street drugs and chemical dependence as well as the clinical pharmacology of dental drugs. A brochure with more information about this course was mailed to dentists in October.

To attend, register with the UM School Of Dentistry’s Office of Continuing Dental Education at www.dent.umich.edu/alumni/cde. Click on Course Listing, A302-12, The Kenneth J. Ryan DDS Memorial Seminar, and follow the registration links.

Major grants support oral health projects

The Delta Dental Foundation (DDF) provides grants totaling about $1 million a year to support projects to improve the public’s oral health through education and service activities. The DDF also partners with organizations to provide dental care for the underserved, and supports education and research for the advancement of dental science. Among recent major grants are the following.

- **Indiana University School of Dentistry:** $50,000 grant to operate the university’s SEAL Indiana program, a mobile coach which brings vital dental care to Indiana children in key underserved areas, while exposing dental students to disparities in access to healthcare.

- **Michigan Dept. of Community Health:** $250,000 grant for projects to give more Michigan communities access to fluoridated water, train nurses and families in infant oral health, and expand a sealant program to more schools in the state.

- **Ohio State University College of Dentistry:** $450,000 grant over three years to operate the university’s Dental Health Outreach Mobile Experience (HOME), a mobile coach which brings dental care to Ohioans in key underserved areas. HOME delivers high-quality, comprehensive care at various schools and other sites to Columbus City school children who otherwise might not receive treatment. Dental residents and senior dental students are the primary providers.
HKD will expand to four more counties—continued

Dental visits are as much as 50 percent higher for those enrolled in the plan, and nearly 80 percent of all dentists statewide participate in HKD.

NPI now required

Another new development affecting both the HKD and MiChild programs is that the Michigan Dept. of Community Health, effective January 1, is requiring dentists to use a valid National Provider Identifier (NPI) on claims submitted for patients covered by these programs. This applies to both electronic and paper claims. As a result, Delta Dental must reject claims that do not contain an NPI after the effective date.

Visit the following link for instructions on how to obtain an NPI: https://questions.cms.hhs.gov/app/answers/detail/a_id/2626/kw/NPI.

Note that Delta Dental will accept a Type 2 NPI but also requires a Type 1 NPI to process claims. Once you receive your Type 1 NPI, please fax to (517) 381-5605 (Attention: DDMI Provider Records) before January 1, 2012, to avoid claims processing disruptions.

Want to win an iPad?

SPECIAL OFFER TO PARTICIPATING DENTISTS WHO HAVE NOT YET SIGNED UP FOR DIRECT DEPOSIT!

If you are a participating dentist and have not yet signed up for direct deposit of payment from Delta Dental, now is the time to do so! Sign up for direct deposit by December 31, 2011, and you could win one of two Apple® iPads™.

Direct deposit is the fastest and safest way to receive payment from Delta Dental, so don’t delay. Thousands of dentists are already taking advantage of this secure and efficient service.

For more information about the advantages of direct deposit, contest rules, and entry options, go to www.deltadentalmi.com/directdeposit.