A New Era of Health Care

Stephen E. Thorne, IV
Founder, President and CEO | Pacific Dental Services
OUR VISION

The Mouth-Body Connection®

• The mouth is a gateway to the rest of the body
• Evidence supports oral care has positive impact on overall clinical outcomes and total cost of care

“ We cannot have good general health without good oral health. ”

- Dr. David Satcher, Surgeon General
120 SYSTEMIC DISEASES ORIGINATE IN THE MOUTH

The savings resulting from preventative care from 2016 to 2025 are estimated at over $63 BILLION (THAT’S 9 ZEROS)

-Journal of AHIMA, 2010

-Avalere Health Research Study, 2016
Periodontal disease impacts many chronic conditions, including:

**DIABETES**
- HbA1c scores
- Severity of complications
- Systemic inflammation
- May predispose to disease development/progression

**HEART DISEASE**
- Risk of coronary artery disease, even if infection is symptomless
- Independent risk indicator for atherosclerotic cardiovascular diseases

**PERIODONTAL TREATMENT REDUCES HbA1c SAME AMOUNT AS TREATING WITH 2ND DRUG**

Association confirmed by >50 studies over 25 years

BETTER CLINICAL OUTCOMES ACROSS POPULATION

**DENTAL OUTREACH IMPACT**
(per 1,000 members per year)

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<th>INPATIENTS ADMISSIONS</th>
<th>ER VISITS</th>
<th>OUTPATIENT VISITS</th>
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<td>-40%</td>
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**TOTAL COST OF CARE IMPACT**
from periodontal treatment

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-10.7  -40.2  -40.9  -73.7

**Source:** 2014 Statistically valid study of Aetna clients with continuous dental coverage from 2011 through 2013 with and without Dental-Medical Integration Outreach. Client demographics in age, gender, dental plan design and industry were nearly identical.

**Source:** Review of 338,000 patients published as “Impact of Periodontal Therapy on General Health”; Jeffcoat et al. American Journal of Preventative Medicine, 2014. Note that hospitalization reductions showed similar results as total cost reduction.
WHAT WE’RE DOING

EXPANDING MOUTH-BODY CONNECTION® CARE IN PDS-SUPPORTED DENTAL OFFICES

• Most specialties under one roof
• Salivary diagnostics testing
• Oral cancer screenings
• Patient education
• Improved periodontal disease treatments
• Investigating osa dx and tx
• Evaluating other serum/saliva dx tests
WHAT WE’RE DOING

1. ESTABLISH DENTAL & MEDICAL INTEGRATED CARE
   - Durango Dental Group & Durango Health Group
   - Henderson Modern Dentistry and Orthodontics & Henderson Health Group
     - Hb A1c
     - C-reactive Protein
     - Lp-PLA2
     - Lipid Testing
     - OralDNA®
     - IL-1
     - Carotid Intima Thickness
     - Ankel Brachial Index
     - Human Papillomaviruses
     - APO E Genotype

2. CAMPAIGN FOR MEDICARE COVERAGE OF MEDICALLY NECESSARY ORAL HEALTHCARE

3. EDUCATE, ENGAGE AND EMPOWER CLINICIANS
DID YOU KNOW?

Around 47% of U.S. adults over age 30 have periodontal disease, the condition most commonly associated with Oral Systemic Health risks.

IF YOU HAVE PERIODONTAL DISEASE YOU ARE:

- 4.5 x more likely to suffer a stroke
- 2.6 x more likely to develop Alzheimer’s disease
- 24-35% more likely to develop plaque in your coronary arteries
- 2-3 x more likely to suffer from a heart attack
- at a greater risk of diabetes and pancreatic cancer

BUT WITH PROPER ORAL CARE YOU CAN:

- Decrease harmful bacteria, infections and inflammation in the mouth
- Reduce your risk of heart and lung disease
- Save money with dental and medical prevention
- Maintain an overall healthier life
CLINICIAN EDUCATION
OUR INVESTMENT & COMMITMENT ON CLINICIAN EDUCATION

50 CERTIFIED BALE & DONEED PRECEPTORS
ENGAGEMENT & FELLOWSHIP WITH AAOSH
MOUTH-BODY CONNECTION DEVELOPMENT PLANS FOR DENTISTS & OPERATORS
SYSTEM DEVELOPMENT TO SUPPORT AT THE PRACTICE LEVEL
WORK IN PROGRESS
DENTAL & MEDICAL INTEGRATED CARE

319 PATIENTS SEEN
IN BOTH OFFICES
IN THE PAST YEAR
CASE STUDY 1

49 Year Old Female

PATIENT SENT FOR MEDICAL EVALUATION BY DENTIST DUE TO ELEVATED BLOOD PRESSURE FOUND DURING EVALUATION FOR FUTURE DENTAL PROCEDURE

DIAGNOSIS

- High blood pressure
- Shortness of breath with ADL/s
- Fatigue
- Overweight

INITIAL LABS

- Platelets elevated 403
- Elevated glucose 104
- Urinalysis abnormal elevated WBC and RBC
- Trace occult blood
- Normal TC; mildly elevated LDL 120
- Elevated hsCRP 12.43

ACTION TAKEN & PLAN

- Started on blood pressure medication then cleared for dental procedure after the blood pressure was in target range
- Implemented lifestyle changes
- Follow up in 3 months for blood pressure management
- Recheck hsCRP in 3-6 months after dental work completed
CASE STUDY 2

63 Year Old Female

PATIENT SENT TO MEDICAL OFFICE FOR LAB TEST CTX BY PERIODONTIST PRIOR TO PERFORMING SURGICAL PROCEDURE DUE TO LONG-TIME MEDICATION FOR OSTEOPOROSIS

DIAGNOSIS

- Osteoporosis
- 10 years medication of bisphosphonates

INITIAL LABS

- CTX: 97 pg/ml

ACTION TAKEN & PLAN

- Advised to discontinue use of bisphosphonates
- Surgery cancelled until further evaluation
- Planned to recheck CTX in 3 months
CASE STUDY 3

53 Year Old Male

DIAGNOSIS
- Severe hypertension
- CVD risk factors
- Heavy tobacco use
- Heart palpitations
- Poor oral hygiene

INITIAL LABS
- Cholesterol: 280
- HDL/LDL: 36/140
- Triglycerides: 145
- Lp PLa2: 380
- Apo B: 120

ACTION TAKEN
- BP treated with Amlodipine, Lisinopril
- Statin therapy initiated
- Referred to dentist for treatment of pathogenic oral bacteria

PATIENT SENT TO DENTAL OFFICE FOR TREATMENT OF PATHOGENIC ORAL BACTERIA
WHAT’S NEXT?

1. PATIENT AWARENESS & KNOWLEDGE
2. COMMUNICATION BETWEEN MEDICAL AND DENTAL PROVIDERS
3. HEALTH CARE DATA INTEGRATION
4. INSURANCE
Creating the “Next Generation of Oral Healthcare in America™!”