

# Dental Blue<sup>®</sup> Total Health Solution

## Good Oral Health Leads to Better Overall Health

Patients who take care of their teeth and visit a dentist regularly tend to be in better overall health. For example, the treatment of periodontal disease may help control the blood sugar levels in diabetics, cut the risk of delivering a preterm, low-birthweight baby, and limit the severity of heart disease. Dentists can also detect early signs of oral cancer and reduce the amount of plaque and bacteria in the mouth.

## Enhanced Dental Benefits

We're uniquely positioned to analyze claims data and identify members who might benefit from our condition-specific total health solution, a complete program focusing on at-risk members with qualifying medical conditions. Our Enhanced Dental Benefits offer additional, specific support, including full coverage for preventive and periodontal services that have been connected to improved overall health.

Condition	One cleaning or periodontal maintenance visit every 3 months	Periodontal scaling once per quadrant every 24 months*	Oral cancer screening once every 6 months	Fluoride treatment every 3 months
Diabetes	•	•		
Coronary Artery Disease	•	•		
Stroke**	•	•		
Pregnancy	•	•		
Oral Cancer	•		•	•
Sjogren's Syndrome**	•		•	•

\* Periodontal maintenance and scaling are available on plans that offer periodontal benefits.

\*\* Stroke and Sjogren's Syndrome are conditions being added to benefits on renewal starting 9/1/2019.

# Lower Your Costs and Improve Employee Health

Our Total Health Solution helps members better manage their health, which can lead to increased productivity, decreased absenteeism, and overall lower claims costs.

## Enhanced Dental Benefits Make a Difference

Coronary Artery Disease	Diabetes
<p>28+M people in the U.S. have been diagnosed with heart disease.<sup>1</sup></p>	<p>30+M people in the U.S. have diabetes.<sup>2</sup></p>
<p>56% of our members with coronary artery disease use Enhanced Dental Benefits to improve their health.<sup>3</sup></p>	<p>55% of our members with diabetes use Enhanced Dental Benefits to improve their health.<sup>4</sup></p>
<p>Cost difference of: 20% per year when employees with coronary artery disease use dental benefits vs. those who don't.<sup>5</sup></p>	<p>Cost difference of: 11% per year when employees with diabetes use dental benefits vs. those who don't.<sup>6</sup></p>

1. Center for Disease Control and Prevention. Summary Health Statistics Tables for U.S. Adults: National Health Interview Survey (2017).

2. Center for Disease Control and Prevention. National Diabetes Statistics Report (2017).

3, 4. Blue Cross Blue Shield of Massachusetts. Overall Book of Business. Total Health Report (2019).

5, 6. Blue Cross Blue Shield of Massachusetts. Overall Book of Business. Total Health Report (2019), based on 2018 Member Data Annual Summary.

## Average Savings

### Coronary Artery Disease

**\$5,300**

per member per year cost difference when receiving periodontal treatment<sup>7</sup>

### Diabetes

**\$1,756**

per member per year cost difference when receiving periodontal treatment<sup>8</sup>

7, 8. Blue Cross Blue Shield of Massachusetts. Overall Book of Business. Total Health Report (2019).

## Questions?

Please contact your account executive to learn more.

