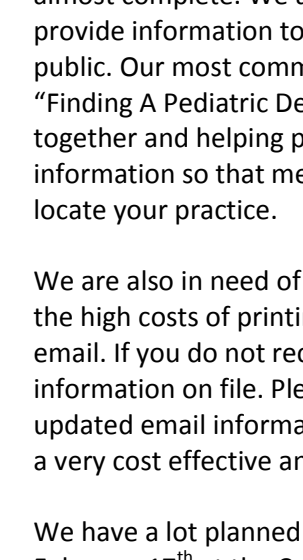


President's Message



I hope everyone had a nice holiday season!
As we prepare for the New Year ahead I am very excited to continue to help the organization grow and make a difference.

The newly updated MAPD website is almost complete. We are working hard to make sure it can provide information to both our members and the general public. Our most common use of the website so far is the "Finding A Pediatric Dentist" link. Thank you for working together and helping provide us with your correct contact information so that members of the community can easily locate your practice.

We are also in need of your correct e-mail addresses. Due to the high costs of printing and postage we have begun to communicate frequently by email. If you do not receive e-mail from us regularly we may not have your correct information on file. Please contact Margaret Barry at mebary@hotmail.com with any updated email information or to be placed on our email list. We have found this to be a very cost effective and efficient way to contact our membership.

We have a lot planned for 2010. Please join us for our annual Business meeting February 17th at the Columbia Sheraton. We will be electing our new officers as well as updating our membership on new business. In addition to the business meeting, the Mid-Atlantic PANDA (Prevent Abuse and Neglect through Dental Awareness) course will be presented for 2 hours of board approved continuing education credit.

We are also working on hosting our second District II meeting with Pennsylvania and New Jersey for next fall. It will be an all-Day meeting planned for Friday, October 15, 2010. The Speaker will be Dr. Martha Ann Keels. Please mark your calendars now. The meeting will be in Maryland this year and we are looking forward to a great turn out.

Thanks again for your continued support of the organization. It has been a great honor for me to serve as your president.

AT A GLANCE

- ◆ PRESIDENT'S MESSAGE
- ◆ NEW SEDATION GUIDELINES
- ◆ MARYLAND MOUTHS MATTER: FLUORIDE VARNISH AND ORAL HEALTH SCREENING PROGRAM FOR KIDS
- ◆ MARYLAND HEALTHY SMILES FAQ
- ◆ SAVE THE DATE
- ◆ AAPD CALENDAR OF EVENTS
- ◆ MAPD OFFICERS

New Sedation Guidelines

NEW SEDATION GUIDELINES

Dear fellow Maryland pediatric dentists,

As you may be aware, the new regulations for sedation in Maryland become effective as of 1/4/2010. We were unaware of the actual effective date until very recently.

Let us try to clarify how these new regulations will effect our practices.

WHO NEEDS TO APPLY FOR A CLASS I, MODERATE ENTERAL SEDATION PERMIT?

Any pediatric dentist sedating patients with the intention of performing Moderate Enteral Sedation (means a drug-induced depression of consciousness through the gastrointestinal tract or oral mucosa during which patients respond purposefully to verbal commands, either alone or accompanied by light tactile stimulation. No interventions are required to maintain a patent airway, and spontaneous ventilation is adequate. Cardiovascular function is usually maintained.)

Anyone using a combination of two or more medications to sedate children.

Anyone titrating a single oral medication used in sedating children. (multiple dosing)

WHO DOES NOT NEED TO APPLY FOR A CLASS I, MODERATE ENTERAL SEDATION PERMIT?

Anyone using one oral medication and nitrous oxide/oxygen with the intent being anxiety/analgesia (AAPD-Mild Sedation) (a drug-induced state, with or without nitrous oxide/oxygen to decrease anxiety, in which patients respond normally to tactile stimulation and verbal commands. Although cognitive function and coordination may be impaired, ventilatory and cardiovascular functions are maintained and require no assistance).

HOW DO I APPLY FOR THE CLASS I PERMIT?

Go to the Maryland State Board of Dental Examiners (MSBDE) website, www.dhmh.state.md.us/dental/, and download the application located under "forms and applications." You can also call the MSBDE and ask for an application to be mailed to you.

WHEN DO I HAVE TO APPLY FOR THE CLASS I PERMIT?

Beginning 1/4/2010 you should submit your completed application to the MSBDE.

CAN I CONTINUE TO PRACTICE IN-OFFICE SEDATIONS AFTER 1/4/2010 IF I DO NOT HAVE A VALID COMPLETED CLASS I PERMIT?

Because the Board anticipates that it will not be able to conduct on-site evaluations for all dentists by January 4, 2010, those dentists who submit a completed application to the Board with the appropriate fee on or before January 4, 2010 will be permitted to continue to practice oral conscious sedation without interruption until such time as the Board completes its on-site evaluations.

The board is working with us on this, and not against us, to make this process a smooth transition.

WHAT ARE THE EDUCATIONAL REQUIREMENTS FOR THE CLASS I PERMIT?

You must have completed an accredited post-graduate pediatric dentistry program.

You must have completed or **HAVE REGISTERED** for PALS (pediatric advanced life support) OR an emergency and airway management course approved by the MSBDE.

WHAT HAPPENS AFTER I SUBMIT MY APPLICATION TO THE BOARD?

After you have completed your accredited training program, PALS or a board approved Emergency and Airway Management course, an Administration and Facility Evaluation at your office will be scheduled.

WHAT IS INVOLVED IN THE ADMINISTRATION AND FACILITY EVALUATION?

Two pediatric dentists will perform this evaluation at your office.

Refer to the regulations on the website for the details of both the Maryland Moutns Matter: Fluoride Varnish and Oral Health Screening Program for Kids, please contact the Office of Oral Health at www.dhmh.state.md.us/dental/ and select the links to the anesthesia and sedation regulations for a complete explanation.

WHAT FEES ARE REQUIRED TO APPLY FOR THE CLASS I PERMIT?

There is a \$1000.00 fee for your first location, and \$500.00 for each additional location which has successfully inspected by the sedation examiners for another practitioner. Thus, if you have multiple locations, each location must be inspected at least once. Also, each practitioner must be examined once, then can apply for an additional permit at another location which has already been inspected.

HOW LONG IS THE PERMIT VALID?

5 years

WHAT DO I HAVE TO DO IN 5 YEARS?

Attest that your PALS or Airway Mgt. Course is current.

Attest that your nitrous oxide machines, gas tanks, monitors have been inspected and in proper working condition.

Attest that all emergency drugs are current and up-to-date.

Completed 10 hours of continuing education in anesthesia and sedation (every 5 years).

These are just a few questions regarding the new sedation regulations. We recommend that you refer to the entire regulation (www.dhmh.state.md.us/dental/) to familiarize yourself with the all of the specifics of the regulations, or call Ms. Bonita McFadden at 410-402-8503 at the Maryland State Dental Board.

We are planning an Airway Management and Medical Emergencies Course specifically for children during February. You will need to complete either PALS **OR** an Airway Management and Medical Emergencies course (approved by the Board) to fulfill the requirements for the Class I permit. We will let you know as soon as we have the actual date.

Also, we presently only have 4 pediatric dental sedation examiners. We could use several more pediatric dentists to apply to be sedation examiners. The initial application request is available on the MSBDE website.

If you have any questions please don't hesitate to contact us.

Sincerely,
Ed Ginsberg (edginsberg@gmail.com)
Harold Pincus (Hajajnp@aol.com)
Shari Kohn (drskohn@comcast.net)
Deven Shroff (dvs63k@yahoo.com)

Maryland's Mouths Matter: Fluoride Varnish and Oral Health Screening Program for Kids

Effective July 1, 2009, Early and Periodic, Screening, Diagnosis, and Treatment (EPSDT) Medicaid medical providers (pediatricians, family physicians and nurse practitioners), who successfully complete a State-approved fluoride varnish and oral health assessment training program, are eligible for reimbursement from the Maryland Healthy Smiles Dental Program for fluoride varnish application. The goal of this program, entitled the *Maryland's Mouths Matter: Fluoride Varnish and Oral Health Screening Program for Kids Program*, is to reduce the number of children with dental diseases and dental related emergencies by promoting the participation of Medicaid medical providers to conduct early oral health assessments and apply fluoride varnish for very young children. Those children found to be at moderate to high risk for dental caries are referred to the growing network of Medicaid dental providers.

Reimbursement for the application of fluoride varnish by EPSDT medical providers will occur when the service is provided to children ages 9 – 36 months and is rendered at the time of their regularly scheduled EPSDT well-child visit. This program neither changes nor impacts the current coverage for fluoride varnish application for dental providers participating in the Maryland Healthy Smiles Dental Program.

The Fluoride Varnish and Oral Health Screening Program for Kids has five essential components:

- Oral health assessment or screening;
- Dental caries risk assessment;
- Anticipatory guidance;
- Fluoride varnish application; and

Case management and referral to a dentist.

A critical element of this program is that an oral health screening and related dental caries risk assessment *must* be provided by the medical provider before fluoride varnish can be applied.

The Department's Office of Oral Health partnered with leaders from the University of Maryland Dental School, American Academy of Pediatrics - Maryland Chapter, Dental Action Committee, National Maternal and Child Oral Health Resource Center, Maryland Academy of Pediatric Dentistry, Maryland Medical Assistance Program, Doral Dental Services and others to develop a training program in these five essential components for the Maryland Mouths Matter: Fluoride Varnish and Oral Health Screening Program for Kids. Eleven (11) regional training sessions were held statewide from June to August 2009 with over 400 individuals attending the training. Of these 400 attendees, 350 were EPSDT Medicaid medical providers who are now eligible to receive fluoride varnish reimbursement. This training program was also endorsed by the American Academy of Pediatrics – Maryland Chapter, Nurse Practitioner Association of Maryland (NPAM), and Maryland Academy of Pediatric Dentistry (MAFD).

Given the continued high demand for this program, the Office of Oral Health is in the process of developing an online training program. A launch for the online program is planned for early December and, along with already-available helpful fluoride varnish resources, can be accessed through the Office of Oral Health website at www.fha.maryland.gov/oralhealth/mouth_matters.cfm. For additional information on the *Maryland's Mouths Matter: Fluoride Varnish and Oral Health Screening Program for Kids*, please contact the Office of Oral Health at dprogram@dhmh.state.md.us or (410) 767-3081.

Dental caries is the most common chronic disease of childhood and especially impacts low-income populations. The importance of unified action in the dental and medical communities therefore cannot be overstated.

It is critically important that there are enough pediatric and general dentists available to become referral sources for the growing number of medical providers who, because of the *Fluoride Varnish and Oral Health Screening Program for Kids* program, will now be actively engaged in the early assessment and identification of oral disease in this vulnerable child population. If you are not already a participating provider in the Maryland Healthy Smiles Dental Program, I urge you to consider becoming one.

Maryland Healthy Smiles Dental Program FAQ

- 1. What is the Maryland Healthy Smiles Dental Program?**
The *Maryland Healthy Smiles Dental Program* is the new Maryland Medicaid dental program that provides coverage for children under age 21, pregnant women 21 years of age and older, and adults enrolled in the Rare and Expensive Case Management (REM) program.
 - 2. How is Maryland Healthy Smiles Dental Program different from HealthChoice?**
Under the HealthChoice program there were 7 different Managed Care Organizations (MCOs) using 3 different vendors to establish provider networks and process claims. Under the new *Maryland Healthy Smiles Dental Program*, the Department of Health and Mental Hygiene (DHMH) will be responsible for the dental program. DHMH has contracted with Doral Dental to be the sole administrator of the program. Doral will be responsible for building the provider network, processing and paying claims, providing member and provider support and creating outreach activities to educate members on the importance of proper oral care. Providers will now deal with only one entity.
 - 3. Is there a difference as to how I see patients?**
No. Patient enrollment in your practice is the same. The rules are the same. By law, the Medicaid patients must have equal access to your office as other patients. You can, however, limit the number you see and the age, but the latter limitation must be the same for all patients.
 - 4. What kind of provider support does Doral have for questions or concerns?**
Doral offers a variety of resources to answer questions or concerns about the Maryland Healthy Smiles Dental Program.
Office Reference Manual
Provider Web Portal
Dedicated Provider Services Call Center
Field Provider Relations Representative assigned to each provider in Maryland
 - 5. What type of information can be accessed using the Doral website?**
Providers have access to several helpful options including:
Member eligibility verification
Claims submission
View claim status
Create claim tracking reports
Member treatment history
 - 6. How will the MCOs be involved in the Maryland Healthy Smiles Dental Program?**
Medical care will continue to be provided by the MCOs. For members enrolled in an MCO, pre-authorization for hospital and anesthesia services are obtained from the MCO. Doral will coordinate the authorization with the MCO. Claims for hospital services and anesthesia services that are not performed by a dental provider will be paid by the MCO.
 - 7. How do I enroll as a provider?**
Doral has created a streamlined process to allow Providers to enroll in the *Maryland Healthy Smiles Dental Program*.
Fee-for-Service Medicaid providers – providers who provided Medicaid services on a fee-for-service basis simply complete a Practice Information form to provide Doral with the latest information on your practice.
• *Prior MCO Contracted Providers* – providers who participated in the Medicaid program through one of the Doral contracted MCOs were grandfathered into the *Maryland Healthy Smiles Dental Program* network and will not be required to sign a new agreement.
• *DBP & Jai Contracted Providers* – providers who only participated with DBP or Jai for Medicaid will be required to complete the streamlined credentialing process and sign an agreement.
• *New Medicaid Providers* – providers who have never participated in the Medicaid program will be required to sign an agreement and complete the streamlined credentialing process. As part of the provider enrollment process, Doral is obtaining Medicaid numbers for providers.
To obtain more information on participating in the *Maryland Healthy Smiles Dental Program*, contact the Doral Provider Relations Representative for your area:
- | | | |
|-----------------------|---|--------------|
| Jeanne Burke | Montgomery County, Prince Georges County | 240.790.3046 |
| Andrea Cameron-Belvin | Baltimore City, Baltimore County, Cecil County, Carroll County, Harford County, Howard County | 240.790.3065 |
| Brittney Sehr | Anne Arundel County, Calvert County, Caroline County, Charles County, Dorchester County, Queen Anne's County, Kent County, Somerset County, St. Mary's County, Talbot County, Wicomico County, Worcester County | 240.790.3087 |
| Nicole Williams | Alleghany County, Frederick County, Garrett County, Washington County | 410.271.0380 |
- 10. How do I submit claims for payment?**
There are 4 methods you can use to submit claims to Doral.
Doral receives dental claims in four possible formats. These formats include:
Electronic claims via Doral's website (www.doralusa.com)
Electronic submission via clearinghouses
HIPAA Compliant 837D File
2006 ADA Paper claims form
 - 11. What is the process for submitting claims electronically through Doral's website?**
To submit claims via the website:
Log on to www.doralusa.com.
Click on "Doral Dental USA".
Then click on "For Providers Only".
Log in using your password and ID
Note: First time users will have to register by utilizing their Doral 6 digit Location ID prior to logging in.
Once logged in, select "enter a claim now"
Enter the Member's applicable information in the field provided.
Note: It is NOT necessary to enter the Member's last name and/or first initial; only the member's identification number, date of birth, and date of service are required.
Next you will click on the word "before" that appears below the Member's DOB field to verify eligibility and populate the name fields automatically.
Once this information is generated you may now begin to enter the claim line detail to complete the submission.
What is the process for submitting claims to Doral via the Clearinghouse?
Doral's current relationship with Affiliated Network Services (ANS) offers **FREE** transmission for ALL Doral Dental claims. You can obtain more information regarding this arrangement by contacting ANS at 800.417.6693, extension 234. Doral also has current relationships with Emdeon (888.255.7293) and Tesia (866.432.1917). Additional clearinghouses may be added in the future. Contact your software vendor and make certain that they have Doral listed as a payer. Your software vendor will be able to provide you with any information you may need to ensure that submitted claims are forwarded to Doral. Doral's Payer ID is CX014.
What if I am unable to submit electronically via the Internet or a clearinghouse?
For Providers who are unable to submit electronically via the Internet or a clearinghouse, Doral will work with the Provider on a case by case basis to receive their claims electronically via a HIPAA Compliant 837D file from the Provider's operating information system. Please contact Doral's Systems Operations Department at 888.560.8135 or via e-mail at practices@oralusa.com to inquire about this option's electronic claim submission.
Where should I mail my paper claims?
All claims for dates of service on and after July 1, 2009 for the *Maryland Healthy Smiles Dental Program* should be forwarded to Doral at the following addresses:
Maryland Healthy Smiles Dental Program-Claims
12121 North Corporate Parkway
Mequon, WI 53092
Claims for Pregnant Women ONLY should be sent to:
Maryland Healthy Smiles Pregnant Women
Claims
P.O. Box 193
Thiensville, WI 53092
How long do I have to submit claims for payment?
Doral must receive claims within 365 days from the date of service. Claims submitted beyond this timely filing limit would be denied for "untimely filing."
How do I receive payment?
Doral has set up an Electronic Funds Transfer (EFT) option so claims payments are directly deposited into a bank account of your choice and are immediately available. For providers who receive payment via EFT, the Explanation of Benefits (EOB) for the remittance is posted on the Provider Web Portal (PWP) in your password protected area. Alternatively, providers may also elect to receive claims payments via paper check. If a provider chooses to elect this method of payment, they will receive their check with a paper copy of the EOB.
 - 17. How often will I receive payment?**
Doral will adjudicate claims weekly and funds will be released following adjudication. This will result in payment being released within 15 days of electronic claims submission and within 30 days of paper claims submission. To receive payment as quickly as possible, we encourage the use of Electronic Funds Transfer (EFT). In addition, DHMH has "pre-funded" the dental program, so as soon as a claim is processed, payment will be authorized and funded without the lag time that has occurred in the past.
 - 18. How do I know if a child, pregnant woman or REM adult is in the program?**
Each member will receive a *Maryland Healthy Smiles Dental Program* identification card. Their member ID number is the same as their Medical Assistance/Medicaid number. To ensure the member has coverage, eligibility should be verified on the day of service through one of Doral's eligibility verification systems:
Provider Web Portal (www.doralusa.com).
The automated Voice Response system 1.888.696.9598 (press option 1)
The dedicated Doral Provider Services Team 1.888.696.9598
Note: Pregnant women who are enrolled in a Primary Adult Care program through a Managed Care Organization (MCO) or the Family Planning program do not have benefits through the *Maryland Healthy Smiles Dental Program*.
What is the Maryland Healthy Smiles authorization policy for Operating Room (OR) cases?
All operating room (OR) cases must be prior-authorized by Doral. Doral's dental director will review the case for medical necessity and render an approval or denial of the services.
If approved, Doral will work with the MCO to obtain facility and anesthesia authorization. Doral will also work with the MCO to ensure the dental provider has privileges at the Maryland participating facility. Doral will enter the authorization number into our system and generate a Provider Determination Letter which will be sent to the Provider showing approval for the outpatient setting.
How do I know which approval criteria Doral will use to determine the need for clinical procedures?
Doral publishes its criteria for clinical procedures in the Office Reference Manual that is available to every participating provider on the Provider Web Portal (PWP). The criteria outlined in the manual are based around procedure codes as defined in the American Dental Association's Code Manuals. Documentation requests for information regarding treatment using these codes are determined by generally accepted dental standards for authorization, such as radiographs, periodontal charting, treatment plans, or descriptive narratives.
What does Doral plan to do to help with excessive broken appointments?
For members that have elected to use Doral for appointment scheduling assistance, Doral will place a reminder call to the member prior to the appointment. If the member does miss an appointment, Doral now has a tracking system that will enable providers to quickly and easily report this information so that Doral can make follow up calls to the members to stress the importance of making dental appointments. Doral is also hiring a Maryland based Outreach Coordinator whose responsibilities will include the development of strategies to increase member outreach and education programs.
What does Doral plan to do to increase the number of specialists that participate in the network?
Doral has already begun statewide recruitment for all types of licensed dentists. Doral's strategy for recruitment includes a continuous cycle of recruitment that consists of mailings, phone calls, and one-on-one office visits. In addition, Doral will engage provider "champions" to assist in recruiting peers in their community and will also partner with dental associations to encourage participation. Doral has a team of locally based Provider Relations Representatives to serve as direct contacts and resources for the providers and to assist in recruiting and retaining providers in the network.

Professional Community News & Updates

Pediatric Dentists are eligible to become an Associate Member of the AAP.

MAPD members may contact Dr. David Hasson, American Academy of Pediatrics liaison, with any concern regarding matters of interaction between pediatric dentistry and pediatric medicine at davidhasson@verizon.net or 301-829-6588.

TO THE MEMBERS OF THE MAPD & DISTRICT II, THE EASTERN SOCIETY OF PEDIATRIC DENTISTRY.

Save this Date...

An All-Day C.E. Course on Friday, October 15, 2010, will be held at the Hilton Hotel in Columbia, MD.

Sponsored by the Maryland Academy of Pediatric Dentistry, this All-Day Continuing Education Course will offer 6.0 C.E.U. Credits. All Doctors, Hygienists, & Staff are invited to attend.

Scheduled events will include:

Key Speaker will be Martha Ann Keels, DDS, PhD. She is a Professor and Division Chief of Pediatric Dentistry at the Duke University Medical Center. She is an internationally known researcher, teacher, clinician and lecturer with special areas of interest in gastroesophageal reflux disorder, epidemiological study of water fluoridation.

Topics to be covered include: *Infant Oral Health, Caries Risk Assessment, All things Fluoride, Managing Eruption, Enamel Surface Loss (GE Reflux, Diet, Bruxism) and Dental Trauma.*

Various Vendors on-site to include Patterson, Ultradent, PulpDent and others.

Lunch will be provided.

Parking is free!

Tuition for this course to be established.

Registration information to follow. For more information email Dr. Warren Brill: drwbrill@comcast.net. Hope to see you there.

Calendar of Events

Feb. 25-28, 2010 Contemporary Sedation of Atlanta, GA
Children for the Dental Practice:
Enteral and Parental Techniques
and Management of Pediatric
Sedation Emergencies: A Simulation
Course

Mar 5-6, 2010 Practice Management—Getting Ft. Lauderdale, FL
the Most From Your Practice:
Using Technology and Building
Exceptional People Skills

April 9-11, 2010 Comp. Rev. of Pediatric Dentistry San Antonio, TX

May 27-30, 2009 63rd AAPD Annual Session Chicago, IL

The Maryland Academy of Pediatric Dentistry

We encourage our members to contribute articles, announcements, product updates, personal notes or classified advertisements to the MAPD Newsletter— at NO CHARGE. All comments and concerns are welcomed.

The Maryland Academy of Pediatric Dentistry is a component of the American Academy of Pediatric Dentistry. Our mission is to improve and maintain the oral health of infants, children, adolescents and persons with special health care needs.

The Academy serves its members and represents the specialty of Pediatric Dentistry in Maryland. The goals of the Academy are to achieve excellence in practice, education and research.

The Nominating Committee has nominated the following people for positions on the 2010-2012 MAPD Executive Board:

President – Deven V. Shroff, DMD
President – Elect – Patty Wunsch, DDS
Secretary – Treasurer: Wendy Daulat, DDS
Legislative Chair: Warren Brill, DDS
AAPD District II Liaison: Preston Shelton, DDS
AAP Liaison: David Hasson, DMD
At Large Members: Margaret Barry DDS, Diana Capobianco DDS

The following positions are still available:
Member-at-Large
Newsletter editor
Please contact Margaret Barry at mebary@hotmail.com if you are interested in ANY of these positions. Additional nominations will be accepted at the meeting.

The MSDA would like to congratulate Dr. Warren Brill for being named 2009 Pediatric Dentist of the Year. Congratulations Warren!!!

Information for Members

To remove your name from our mailing list, please Email : mebary@hotmail.com
Questions or comments? E-mail us at ahorn001@umaryland.edu

Please send submissions to
MAPD
c/o: Andrew Y Hornig, DDS
121 Congressional Lane, Suite 500
Rockville, MD 20852.
Fax: 301 881-7546
Email: ahorn001@umaryland.edu