



# MetLife Value Based Dental Review

November 18, 2024





**Value-based healthcare  
rewards providers for  
quality outcomes  
rather than quantity  
of care delivered..**

# Defining value-based healthcare



**Proactive  
Care**



**Realize  
Reduction**



**Limit Disease  
and Risk**

Quality vs. Quantity mindset is a paradigm shift in dentistry where dental providers have typically been paid by volume and complexity of procedures versus improved health outcomes.

**2006**

Consumerism or value-based care emerges.

**2030**

Centers for Medicare/Medicaid Innovation goal is 100% shift into value-based care.<sup>1</sup>

**5 yrs**

Growth in value-based programs is expected to grow 15% per annum, doubling in five years.<sup>1</sup>

**40+**

States require a value-based approach (Medicare/Medicaid & commercial state plans).

<sup>1</sup> Investing in the new era of value-based care, McKinsey & Company, <https://www.mckinsey.com/industries/healthcare/our-insights/investing-in-the-new-era-of-value-based-care>, accessed 08/21/2023.



# Introducing the MetLife SpotLite On Oral Health Program

# A designation earned by providers who focus on patients' improved health outcomes



An analysis is conducted by MetLife to identify dentists who focus on improved health outcomes of patients to award the MetLife SpotLite on Oral Health<sup>SM</sup> designation



The program utilizes MetLife's extensive claim history of nearly 21 million members. We utilize CAMBRA and DQA principals to guide analysis of dentists' practice patterns in a fair and equitable way



MetLife SpotLite dentists are found online through our Find a Dentist search engine

# The MetLife quality difference

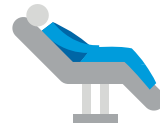
## Equitable evaluation that counts



**Top 20+% PDP  
network**



**General and  
Pediatric dentists**



**Must have seen  
10+ MetLife  
patients in the  
past 12 months**



**Affordability**  
(total benefits paid/cost  
per claimant)



**Proprietary  
algorithm rooted  
in CAMBRA/DQA  
method principles**

Focused on increased  
preventive care,  
reduction of restorative  
and major



# Enhanced Member Experience

# For employees, our online tools help identify improved health outcome focused providers.

The screenshot displays the MetLife SpotLite interface. On the left, three provider profiles are listed, each with a 'DETAILS' link. All three providers are from the Wells Family Dental Group at 8065 Ten Ten Rd, Raleigh, NC 27603, with phone number (919) 827-0595. They all accept new patients, specialize in General and Family Dentistry, and are handicap accessible. Each is located 1.0 mile from the user's location.

- 1 EMILY HODGEN, DDS**
- 2 ADAM MOORE, DDS**
- 3 BRIANA HUDSON, DDS**

On the right, a Google Map shows the Raleigh area with a red location pin. Below the map is a promotional banner for 'MetLife SpotLite on Oral Health' with the text: 'These providers have received recognition for improved oral health outcomes. [Learn more](#) about SpotLite.'



Link out to education on Why SpotLite



# Increased value for all



## Providers

Increased satisfaction with network participation that goes beyond compensation for services.



## Plan Participants

Better health, reduced disease and risk for disease through aligned objectives (plan and provider).



## Employers

Quantifiable benefits scored in equitable and transparent manners – ability to show the value MetLife brings to their dental plan and their plan participants.



- ✓ A more loyal network of providers
- ✓ Better Outcomes by driving patients to top scored dentists
- ✓ Recognition as Industry Thought Leader by being first commercial carrier to deliver value-based dental care

# Value showcased through emerging trends



**MetLife SpotLite  
on Oral Health<sup>SM</sup>**

Over 17K unique dentists at 49K locations earned designation

### Average cost per member per visit

<b>SpotLite</b>	<b>\$165.00</b>
<b>All Others</b>	<b>\$188.00</b>

### % of preventive care delivered

<b>SpotLite</b>	<b>80%</b>
<b>All Others</b>	<b>70%</b>

### % of restorative care delivered

<b>SpotLite</b>	<b>17%</b>
<b>All Others</b>	<b>25%</b>

\*trends based on internal MetLife data YTD 2024