

SCION DENTAL

A SKYGEN USA COMPANY

A CASE STUDY

HIGHLIGHTS

THE CLIENT

- One of the largest dental insurers in the U.S. serving several million members nationwide
- Manages dental programs for Medicaid and Medicare recipients, among other populations

THE CLIENT'S CHALLENGE

- Improve the quality and accessibility of Medicaid dental care while reducing benefit costs
- Reduce Medicaid costs in one state, in particular, where costs had been increasing

THE SOLUTION

- Leveraged the expertise of Scion Dental, a dental benefit management organization with more than 20 years of Medicaid expertise to discover opportunities for cost reduction
- Reviewed and adjusted fee schedules

THE RESULTS

- Reduced spending by an average of more than \$2 per member per month
- Saved the client millions of dollars annually

Scion Dental Helps Large Dental Insurance Company Dramatically Reduce Medicaid Dental Benefit Costs by More Than \$2 Per Member Per Month



THE STORY

The Challenge

The client, one of the largest dental insurance companies in the U.S., suspected that it was spending more on Medicaid dental benefits in a particular state than was necessary. With more than 300,000 members in that program, the client understood that a reduction in per member per month (pmpm) costs could add significantly to the bottom line.

Knowing it lacked the internal resources for an in-depth analysis of spending on benefits, the client turned to Scion Dental, part of the SKYGEN USA family of distinguished benefit management companies for assistance with managing its dental benefit spend. Scion Dental's executive team was the first to focus on Medicaid dental benefit management when it launched Doral Dental in the early 1990s. It now has more than 20 years of experience helping dental insurers drive down the cost of benefits, which accounts for 90-95% of spending on any program.

The Solution

Scion Dental performed a complete fee schedule analysis of all providers, and compared it to the standard 100% Medicaid fee schedule. This analysis revealed that certain providers were receiving as much as 200% of the expected fees from Medicaid. Scion Dental revised the fee schedules to bring them into line with state and national norms, with particular emphasis on the client's 20 highest fee schedules as a percent of Medicaid dollars received.

The Results

The partnership between Scion Dental and the dental insurer has been extraordinarily successful. Scion Dental's recommended fee schedule adjustments have reduced the costs for the Medicaid population in this state by more than \$2 per member per month. This translates to millions of dollars in annual savings.

Just as important, the partnership between the two organizations continues to grow. Scion Dental makes recommendations of ways to improve processes and reduce costs on an ongoing basis. By taking advantage of Scion Dental's deep expertise as well as the technology, the dental insurer has become a prime example of how to operate a Medicaid dental program efficiently and cost-effectively.



