

Insurance Reimbursement For Dentists Administering Vaccines

Rosie Wagner, DDS

Founder, Smiles By Rosie Family Dentistry (private practice)

Founder, National Organization for Dental Immunizers

Member, Massachusetts HPV Coalition (Oral HPV Prevention Taskforce)

Somerville, Massachusetts

Why am I vaccinating?

- General dentist, solo private practice near Boston
- Hosted a community immunization day in 2015 with a retail pharmacy (just because)
 - Invited the Immunization Division from DPH
- Invited to join the HPV Coalition (oral health education)

Massachusetts HPV Coalition

- Created dental toolkits to educate on HPV and oropharyngeal cancer
- Always recommend cancer prevention through HPV vaccination
- Always lamented that dentists did not administer vaccines

The screenshot shows the homepage of the Massachusetts HPV Coalition website. At the top, there is a navigation bar with the coalition's logo, social media icons for Facebook and Twitter, and a "Join Our Newsletter" button. Below the navigation bar, there are links for "About Us", "Get the Facts", "Outreach & Education" (which is highlighted), "Events", "Resources", and "More". The main heading is "Dental Toolkit". The content area features three paragraphs of text, a large image of the toolkit materials, and a call to action at the bottom.

MASSACHUSETTS HPV COALITION

Facebook Twitter Join Our Newsletter

About Us Get the Facts Outreach & Education Events Resources More

Dental Toolkit

The American Academy of Dentists (ADA) and the American Academy of Pediatric Dentistry (AAPD) both recognize the critical role dental providers have in preventing HPV. In 2017, the AAPD released a statement encouraging oral health providers to educate patients and guardians on the relationship between HPV and oral cancer, as well as counsel patients and guardians on the HPV vaccine.

Our Coalition has been offering provider education to medical and dental office for over 5 years. Following educational sessions, oral health providers indicated a significant increase in comfort level for educating patients and discussing the importance of HPV vaccination.

With the support of the Academy of General Dentistry Foundation and Dana Farber Cancer Institute, our Oral HPV Task Force has developed a free, downloadable toolkit to be used in dental offices. This includes internal training materials on how to recommend the HPV vaccine, as well as in-office communication materials such as brochures and posters.

Our Dental Toolkit now includes materials in English, Spanish, Brazilian Portuguese, Haitian Creole, Arabic, Chinese, and Vietnamese!

Interested in adapting the toolkit for your organization?
Fill out our [Dental Toolkit Adaptation Request](#).

The pandemic

March 16, 2021: The Department of Health and Human Services includes dentists as medical professionals who can vaccinate with proper training

(h) The following healthcare professionals and students in a healthcare profession training program subject to the requirements of this paragraph:

1. Any midwife, paramedic, advanced or intermediate emergency medical technician (EMT), physician assistant, respiratory therapist, dentist, podiatrist, optometrist or veterinarian licensed or certified to practice under the law of any state who prescribes, dispenses, or administers COVID-19 vaccines that are Covered Countermeasures under section VI of this Declaration in any jurisdiction where the PREP Act applies in association with a COVID-19 vaccination effort by a State, local, Tribal or territorial authority or by an institution in which the COVID-19 vaccine covered countermeasure is administered;

regarding training, etc. Dr. Trowbridge noted DPH has set up a training program for approved vaccinators.

Motion: To approve the administration of vaccines by dentists and by dental hygienists (who hold current local anesthesia permits and who must administer these vaccines under the direct supervision of a dentist) as within their permissible scope of practice

Motion Made By: Dr. Thomas Trowbridge

Second: Dr. Michael Scialabba

Vote: **In Favor:** Dr. Michael Scialabba, Dr. Stephen DuLong, Dr. Thomas Trowbridge, Dr. Patricia Wu, Dr. Seema Jacob, Ms. Stacy Haluch, Ms. Ailish Wilkie

Opposed: None

Abstain: Ms. Jacyn Stultz

Three Routine Vaccines

- Flu
- Covid
- HPV

Why Dentists?



Accessibility of Environment

- Dental offices are quieter, smaller, and more accessible than most other vaccination sites
- Patients and community members are already familiar with office
- Scheduling infrastructure already exists
- Can be done during routine appointments
- More private

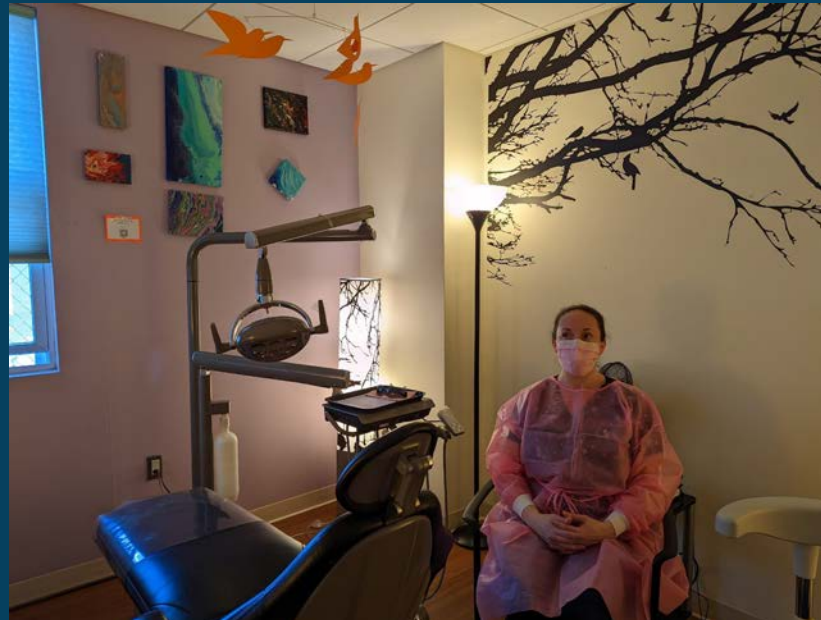
Accessibility of Environment



Hynes Convention Center



CVS



Operatory 3 in my office

Why? Relationships with patients

- Many dentists treat all ages
- Two well visits plus procedural visits
- Longer relationships over generations
- Trust, comfort, education, and reassurance
- Members of the community
- Expansion of care: All office staff are involved



Why? Infrastructure - Nothing new!

- Sharps containers
- Sterile and aseptic techniques
- Patient anxiety reduction with injections
- Medical emergencies
- Paperwork and documentation
- Reviewing laws and regulations
- **Quick education on intramuscular injections, loading syringes, and purchasing a vaccine fridge**



Within our scope of practice

- Flu, covid, and HPV are all serious and deadly illnesses with community spread
- We are a branch of a patient's healthcare team
- Vaccinations can be performed concurrently with other procedures, saving time and money
- Patients really trust us!

An Opportunity!

- **In 2019, 29.5 million Americans had a dental visit with no medical visit**

Source: https://meps.ahrq.gov/data_files/publications/st544/stat544.pdf

Massachusetts Respiratory Vaccines This Year (24-25)

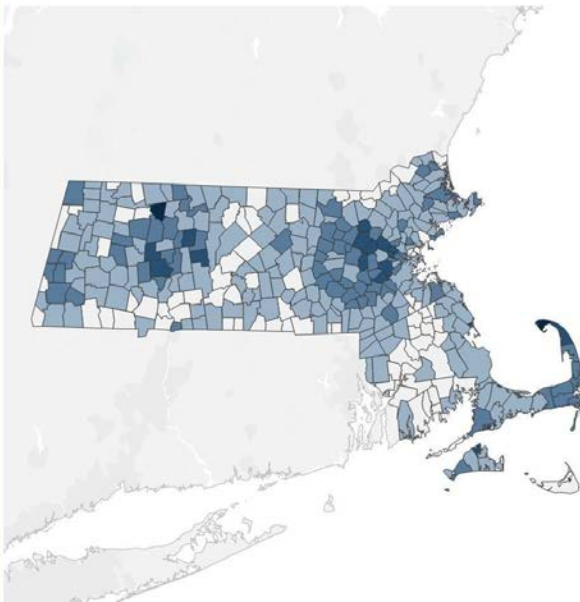
Vaccinated against COVID-19

20.0%

Approximately 1 out of every 5 Massachusetts residents have been vaccinated against COVID-19 this season.



Massachusetts residents **vaccinated against COVID-19**



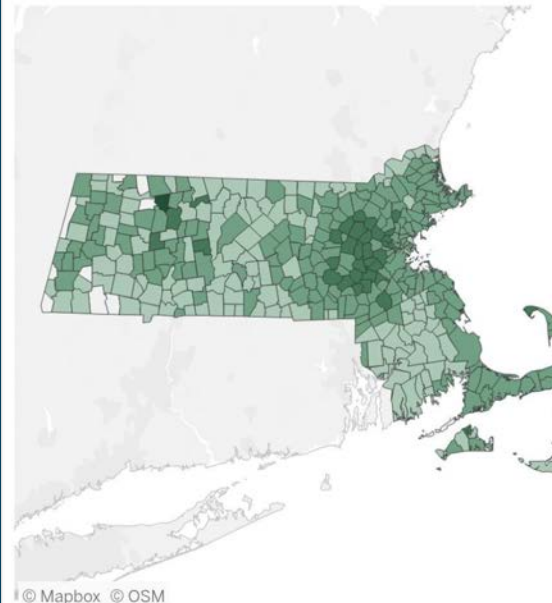
Vaccinated against influenza

39.6%

Approximately 2 out of every 5 Massachusetts residents have been vaccinated against influenza this season.



Massachusetts residents **vaccinated against influenza**



HPV vaccination rates - MA compared to national

Adolescent (13-17 Years of Age) HPV Vaccination Coverage – NIS, 2023

	1+ Dose		UTD*	
	MA	US	MA	US
Male	86%	75%	79%	59%
Female	94%	79%	86%	64%
Overall	90%	77%	82%	61%

MA rates higher than US rates

Coverage rates for females are higher than for males

*HPV-UTD – 2 doses if the first dose was given before the 15th birthday and doses were separated by five months; otherwise, 3 doses

Unique Opportunity - Community Clinics



Coding and claims - Medical v dental

Dental Codes: *Medicament (vaccine)*
included

One code for administration and vaccine

Fee must include the cost of the vaccine

ADA CDT (Current Dental Terminology) codes

HPV for doses 1, 2, and 3: D1781, D1782, and D1783

COVID: D1701-D1714

Flu? Recent update!

ADA CDT (Current Dental Terminology) codes

Flu: Voted to create code 4 weeks ago!



ADA CDT (Current Dental Terminology) codes

Not permitted to charge or submit a claim for state-supplied vaccines (under age 19) in Massachusetts, but the dental code includes administration, so it is permissible.

No private dental insurances are paying these codes yet.

Exception: Medicaid with COVID and occasionally HPV (with lengthy preauth of medical necessity)

But they only pay \$43 for HPV vaccine (\$350)

Dental Medicaid

- In Massachusetts, dentists contracted with MassHealth (Medicaid) *cannot bill under medical*. Dental has a separate TPA. No access to medical.
- Limited to dental codes

Billing - Medical Insurance

Three codes needed to bill medical insurance:

1. ICD10 code Z23: Vaccine-Related Encounter
2. Code for the vaccine itself *if you purchased it*
 - Flu cell-based is 90674
3. Code for administration of the vaccine - *Even if state-supplied*
 - 90471EP

Billing Medical Insurance

Print on a preprinted red medical 1500 claim form
(Unless an office's clearinghouse can bill medical)



		QTC Veteran Exam 6 Kensington Ave Somerville MA 0214	
		X	z
Test, Test	01 01 1991		Test, Test
123 Main Street	X		123 Main Street
Somerville	MA		Somerville MA
02145			02145
		X	01 01 1991
		X	
		X	QTC Veteran Exam
			X
Signature on File		03/26/2023	Signature on File
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03 26 23	03 26 23 11	90674	110.00 1 1760793087
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KatieRose R Wagner DDS		Wagner Katie Rose R DDS 6 Kensington Ave Somerville MA 02145-2107 1326304841	Wagner Katie Rose R DDS 6 Kensington Ave Somerville MA 02145-2107 1326304841
03/26/2023			

Reimbursement

- Snail mail the 1500 form
- Insurance sends a check and EOB
- All dentists are out of network
 - Exception: Oral surgeons and dentists who have applied for durable medical for sleep apnea

Reimbursement

We very slowly got paid for some flu vaccines!

But....what's the problem here? Example 1

Medical Insurance Name	Coverage for vaccine	Coverage for administration
Tufts	0 (deductible, charge pt)	0 (deductible, charge pt)
Tufts	43.42	25.12
Tufts	43.42	25.12
Tufts	0 (no preauth?)	20.45
Tufts	100	25.12
Tufts	100	25.12
Tufts Spirit Plan?	0 (No out of network)	0 (No out of network)

Reimbursement

We very slowly got paid for flu vaccines!

But....what's the problem here? Example 2

Medical Insurance Name	Coverage for vaccine	Coverage for administration
Blue Cross/Blue Shield	23.25	0 (no reason)
Blue Cross/Blue Shield	0 (lack of prior approval)	0 (lack of prior approval)
Blue Cross/Blue Shield	29.94	0 (no reason)
Blue Cross/Blue Shield	70.53	19.06



Thank You!

Email:

drwagner@smilesbyrosie.com