



MAKING IT WORK



FLUORIDE VARNISH, YOUR PRACTICE AND YOUR PATIENTS February, 2013



Program Summary

The Maryland Medicaid Program reimburses EPSDT medical providers who apply fluoride varnish to children, ages 9 months to 36 months old. Providers are eligible to receive \$24.92 reimbursement for each varnish conducted during an approved well-child visit. You can directly contribute to a program that uses a preventive agent that is known to reduce dental caries in the primary (baby) teeth of “at-risk” infants and toddlers.

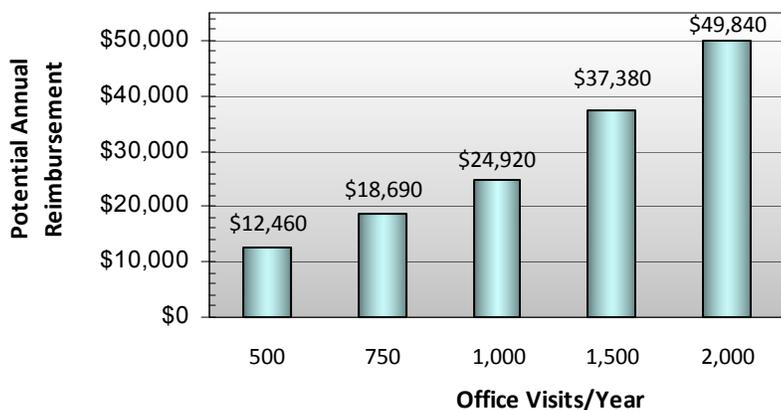
Did You Know?

It’s possible to increase your office’s bottom-line by adding fluoride varnish applications to the well-child visit services you provide for children, ages 9 months to 3 years old. For example, a practice can expect an annual increase of \$49,840 if 2,000 patients, meeting the program’s requirements, receive fluoride varnish.

February is Children’s Dental Health Month

The Office of Oral Health has compiled information for you and your office to use during the month and year round. Visit our website at <http://fha.dhmh.maryland.gov/oralhealth> for interactive dental games and activity sheets for your patients.

Fluoride Varnish - Practice Reimbursement Potential



Patient | Caregiver Education

What you need to know about ...

Fluoride Varnish

Lo que necesita saber sobre...

Barniz de fluoruro

Fluoride Varnish educational brochures are available in English and Spanish at NO charge!

Email or call the Fluoride Varnish Program to place your order today!

The Office of Oral Health

The Office of Oral Health is available to assist you with any questions or concerns that you may have regarding the fluoride varnish program. Contact us anytime at 410-767-3081.

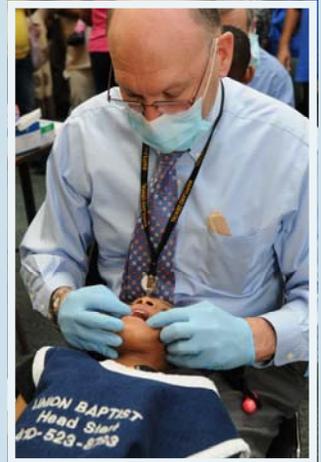


The Office of Oral Health has a limited supply of fluoride varnish applications available. If you or your practice could use some, give us a call at 410-767-3081.

Fluoride Varnish: Application Schedule & Billing Tips

Any child enrolled in Maryland Medicaid from age 9 months through 36 months is eligible to participate in the fluoride varnish and oral health screening program. With the exception of ONE fluoride varnish application only visit at 30 months, all fluoride varnish applications for this age group will be in tandem with the Medicaid schedule of approved well-child visits. This occurs for the following ages:

- 9 months
- 12 months
- 15 months
- 18 months
- 24 months
- 30 months - approved fluoride varnish application only, *not* an approved well-child visit
- 36 months - Per Medicaid/DentaQuest, the 36 month fluoride varnish application MUST be placed *on or just before* a child's 3rd birthday. This is a Medicaid regulation and compliance requirement. If the fluoride varnish application is done after the 3rd birthday, it will result in a Medicaid claim denial.



Billing questions can be directed to DentaQuest Provider Services at 1-888-696-9598.

Talking Points for You and Your Patient

1. Oral health is important to one's overall health.
2. It is important to brush twice daily with fluoridated toothpaste.
3. A child's first dental visit should be when his or her first tooth appears, or by the first birthday, per AAP.
4. Cavity-causing bacteria can be passed from mother/caregiver to infant.
5. No bottles or sippy cups at bedtime. Sugary drink intake should be limited. Suggest water to drink between meals.

Fluoride Varnish Ordering Information*

Supplier	Phone Number
Benco Dental	1-800-462-3626
Darby Dental Supply	1-800-645-2310
DentaQuest Dental Group & Dental Health Products	1-866-210-4635 or 1-800-626-2163
Henry Schein Dental	1-800-372-4346
Patterson Dental Supply	1-800-492-6604
Pearson Dental Supply	1-800-535-4535
Varnish America	1-800-523-0191

* Please note this is NOT a complete list of fluoride varnish suppliers and we do not endorse any specific supplier or fluoride varnish product.

* Some suppliers require providers to have a DEA# and open an account in order to purchase fluoride varnish.

* All suppliers have application instructions and material safety data sheets (MSDS) available on their websites or upon request. We recommend that you read them before you make a purchase and share application information with those applying the fluoride varnish.

Training & Certification

The Fluoride Varnish and Oral Health Screening online training program consists of four modules, each designed to provide medical and other health care providers with the knowledge needed to reduce dental caries among children ages 3 and under.

To be eligible for reimbursement, a provider must:

- Be an EPSDT-certified pediatrician, family physician or nurse practitioner licensed to practice in Maryland.
- Participate in the Maryland Medicaid Program.
- Successfully complete the Fluoride Varnish and Oral Health Screening online training program post-tests.

To access the course, please visit:
<http://www.mchoralhealth.org/flvarnish/>

~ Contact Information ~

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Let's work together to reduce childhood caries.