

# Smile Starter

We have exciting news regarding our new integrated care initiative, Smile Starter.

Effective January 1, 2023, a new initiative, Smile Starter, has been introduced to promote both the oral and overall health of our youngest members. Primary care physicians (PCPs) are currently reimbursed for the application of topical fluoride varnish on our members' teeth. PCPs will also be offered incentive payments if they encourage members' caregivers to establish dental homes for our members according to AAP, ADA, and AAPD recommendations (at the eruption of the first tooth and no later than the first birthday), resulting in dental visits.



Keystone First will provide incentives to our PCPs if our youngest members (ages 0 – 3 years) receive their very first dental visits within 60 days of receiving topical fluoride varnish applications at our PCPs' offices.

Dental visits will be traced back to fluoride applications at PCP offices, and payments will be made quarterly.

Member age cohorts will be stratified as follows:

- Under 1 year old
- 1 year old to under 4 years old

Incentive payments will be greater for each cohort if a member visits the dentist for the first time within 30 days of fluoride varnish application at the PCP's office.

## Payouts will be as follows:

| Age                   | Days between fluoride varnish and first dental visit | Incentive payment |
|-----------------------|--|-------------------|
| Under 1 year old      | 30 or less   | \$200             |
| Under 1 year old      | 31 – 60  | \$100             |
| 1 – under 4 years old | 30 or less   | \$50              |
| 1 – under 4 years old | 31 – 60  | \$25              |

Age calculations will be determined at the time of the topical fluoride varnish application at the PCP's office, and incentive payments will be processed accordingly. Incentive payments will follow the following schedule:

| Dental visit date | Incentive payment date |
|-------------------|------------------------|
| Quarter 1 2023    | Quarter 3 2023         |
| Quarter 2 2023    | Quarter 4 2023         |
| Quarter 3 2023    | Quarter 1 2024         |
| Quarter 4 2023    | Quarter 2 2024         |

If you have any questions regarding this program, please contact your Provider Account Executive. Thank you for your continued partnership with Keystone First in the service of our members, and for your critical role in providing and coordinating care for them.

