



OUTCOMES CONFERENCE 2008

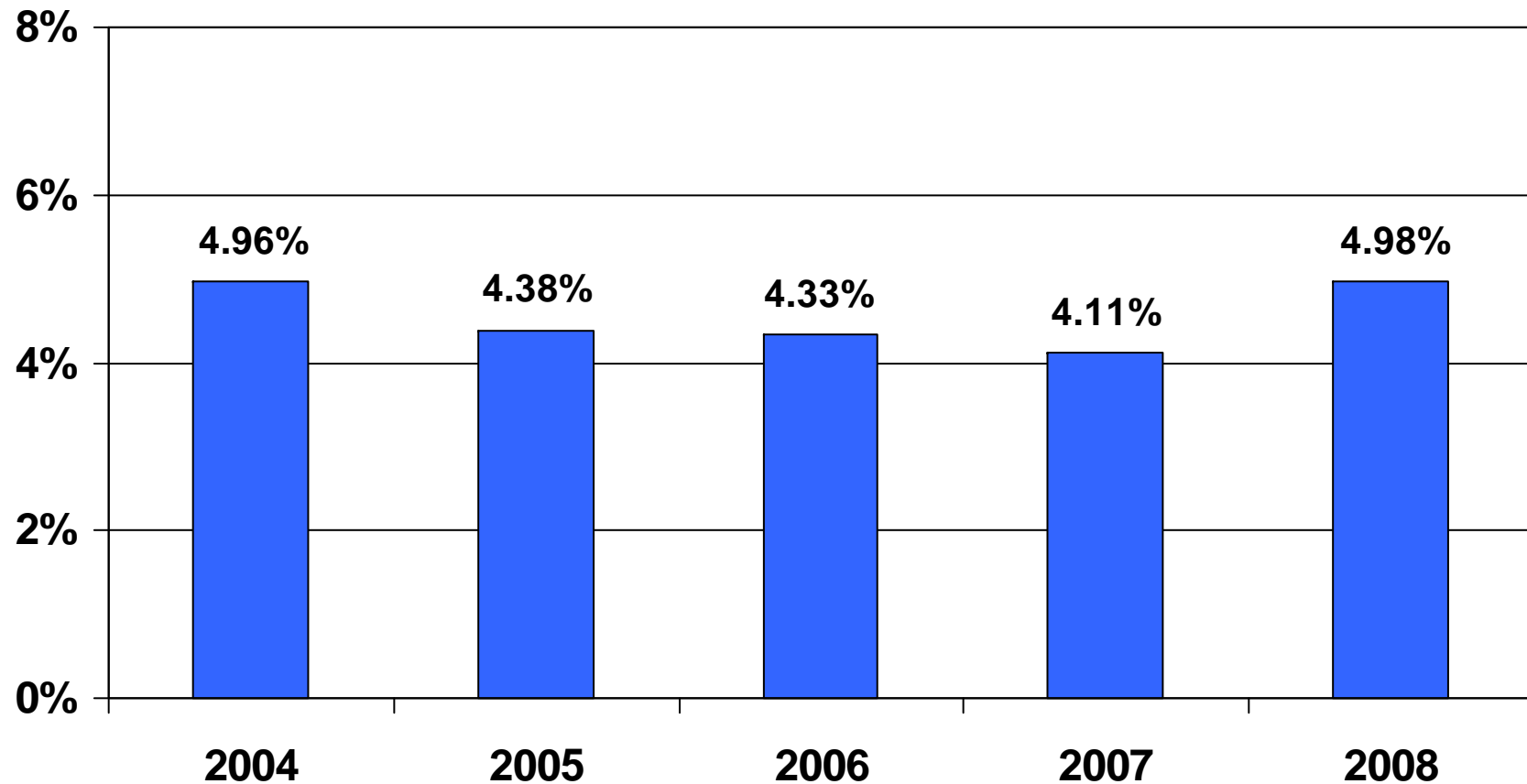
2007 Dental Trends

Annick Gauthier
Account Manager, Customer Services

Optimizing the value of health benefits

- **EDI Penetration rates have increased slightly**
- **Top 100 dental procedure codes remain consistent**
- **Cosmetic and orthodontic treatments on the rise**
- **Monitoring of annual fee guides and legislative changes**

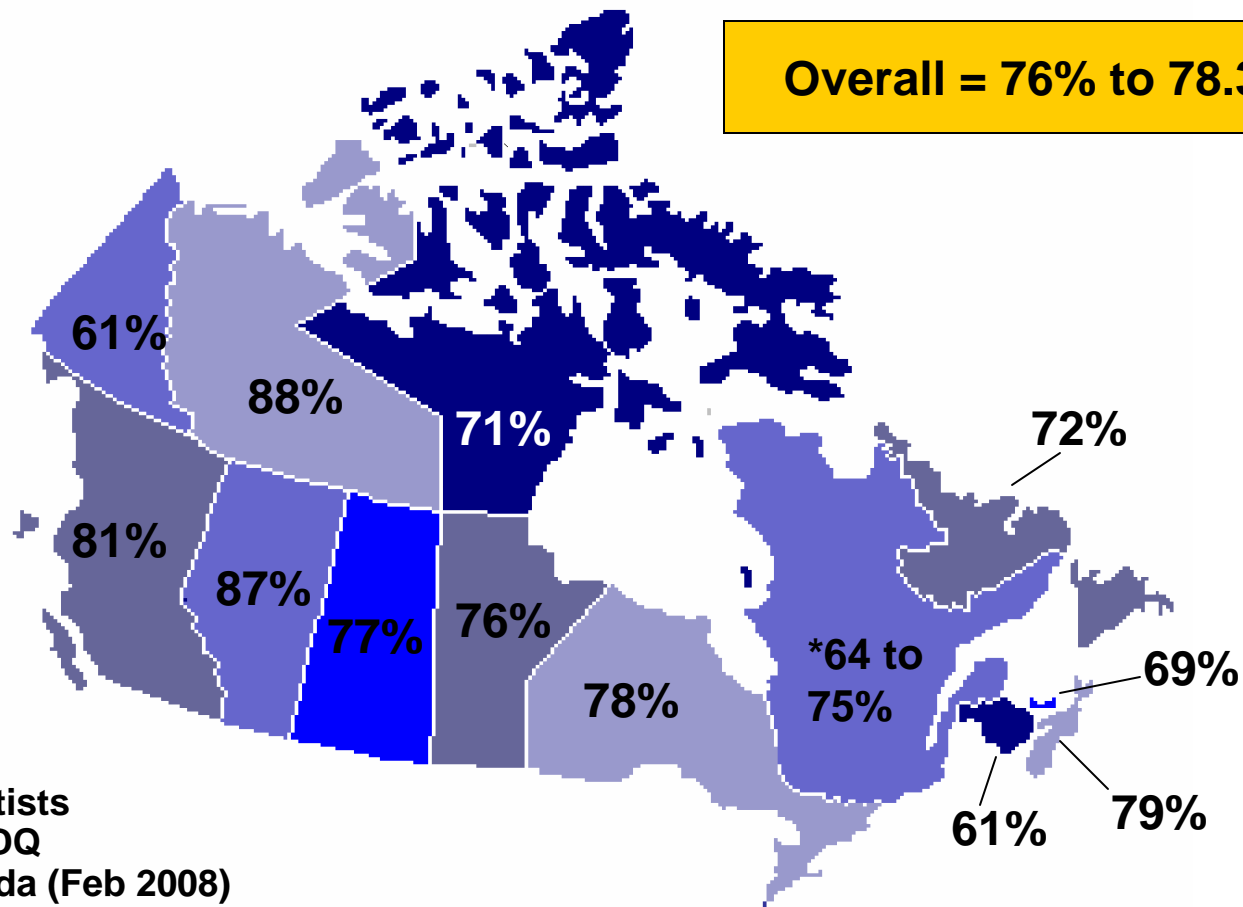
Dental benefits utilization has increased



Source: Canadian Health Care Trend Survey for 2008 - Buck Consultants

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- **Annual compilation**
 - **Ontario vs Quebec**
 - **No significant change in comparison with 2006**
 - **Orthodontics treatments have increased in both targeted provinces**



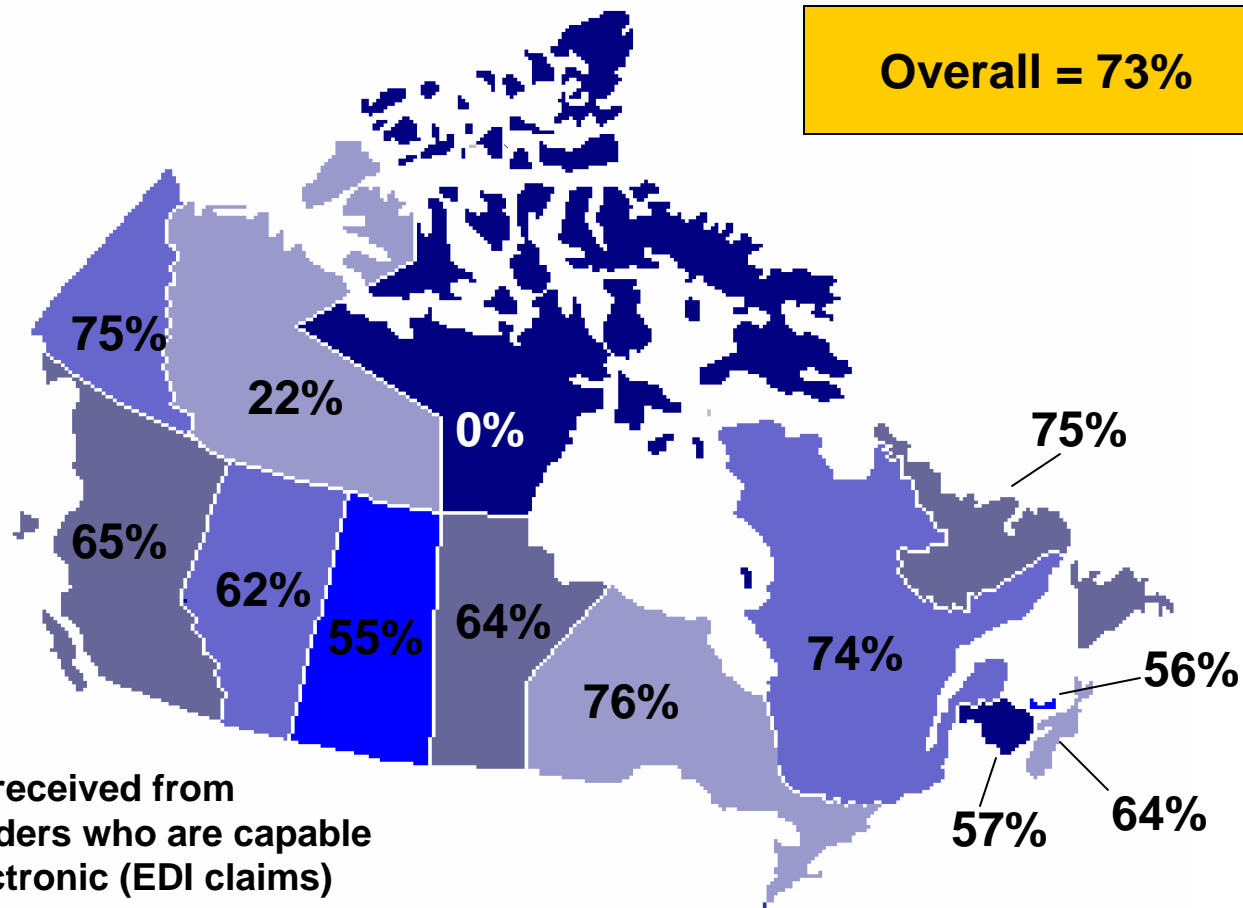
Percentage of dentists using CDANet/ACDQ standards in Canada (Feb 2008)

Source : CDA and *ACDQ (for Quebec)

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Electronic Claims Penetration Rates in Canada

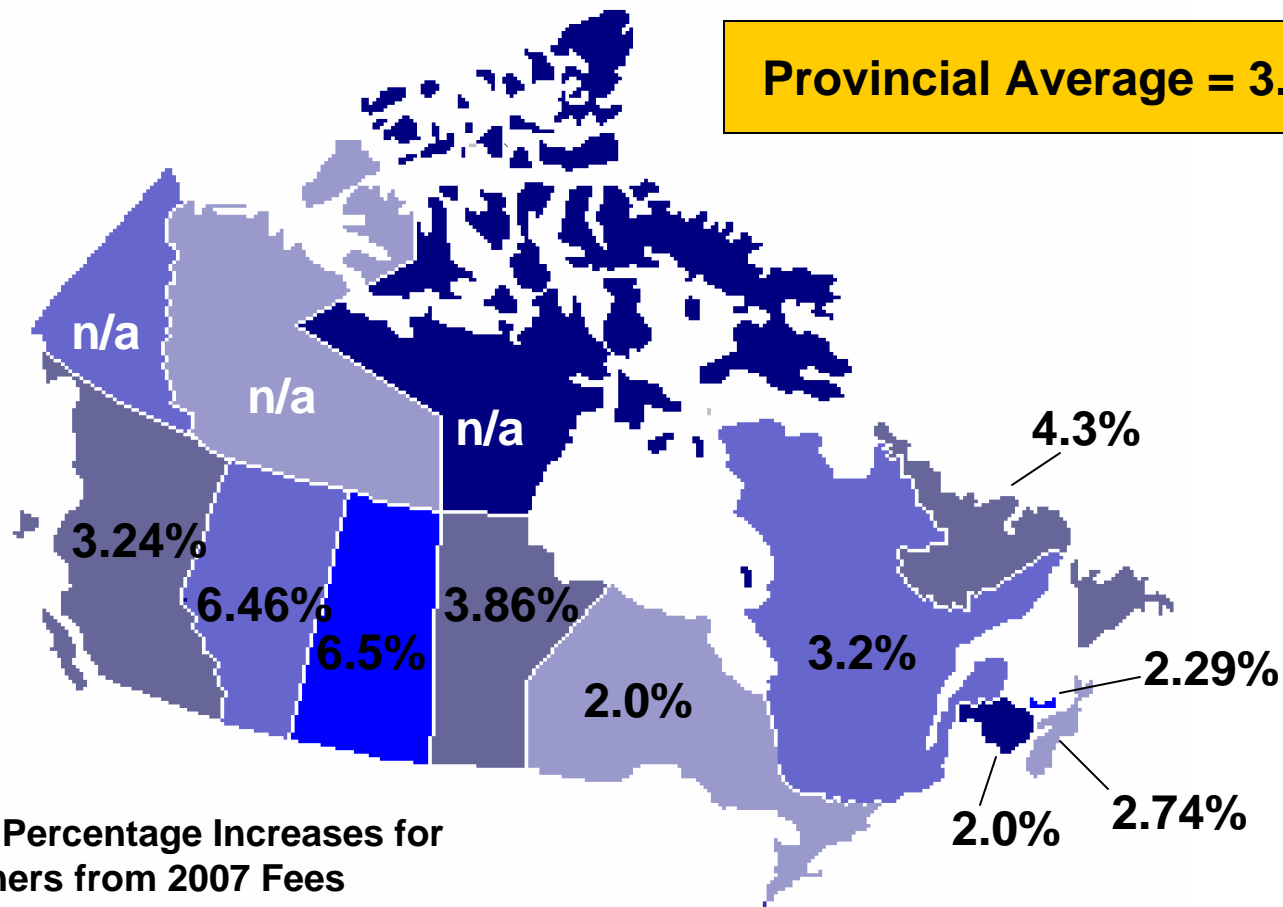


Based on claims received from ESI Canada providers who are capable of submitting electronic (EDI claims)

Source : ESI Canada – Dental DB – Feb 2008)

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2008 Fee Guide Increases



Overall Weighted Percentage Increases for General Practitioners from 2007 Fees

Source : ESI Canada

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- **Annual review of all CDA and Quebec procedure code changes**
- **Evaluate the impact of the changes**
 - ✓ Claim adjudication
 - ✓ Plan set-up
 - ✓ DEVA Rules
- **Provide recommendations**
- **New legislations**
 - ✓ New Rights of independant practices for dental hygienist in ON and NS

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