



PATHWAYS TO
ORAL HEALTH

**New Era, New
Opportunities:
Making
Medicaid Work
for You**

New Era, New Opportunities Webinar Series

August 19: Medicaid Dental: New Rates, Better Coverage

August 26: Your Practice, Your Way: Managing Your Patient Mix

September 2: Get to Know Your MCOs

September 9: Enrollment & Credentialing


September 16: Filing Medicaid Claims

September 23: Do Well by Doing Good: Medicaid Opportunities

September 30: My Dental Care Passport



Logistics

- Please use the Q&A box to ask questions throughout today's webinar
 - If you have any questions or run into any technical problems, please use the Chat, and the staff will help you
 - You also can email info@oralhealthkansas.org if you have any problems during the webinar
 - There will be a total of 3.5 dental CEs available for participating in this webinar series
 - If you need CEs, please put your name and email address in the Chat
 - CE certificates will be sent at the end of the webinar series
- 

PATHWAYS TO ORAL HEALTH

— A PROJECT OF ORAL HEALTH KANSAS —

- Support for dental professionals in being successful Medicaid providers
- Education programs for dental professionals and people with disabilities
- Communication tools to break down barriers



Join us in making dental care more accessible and equitable for all.



New Era, New Opportunities Webinar Series



*This project is funded by the Kansas Department of Health and Environment –
Division of Health Care Finance (KDHE-DHCF) and ARPA.*

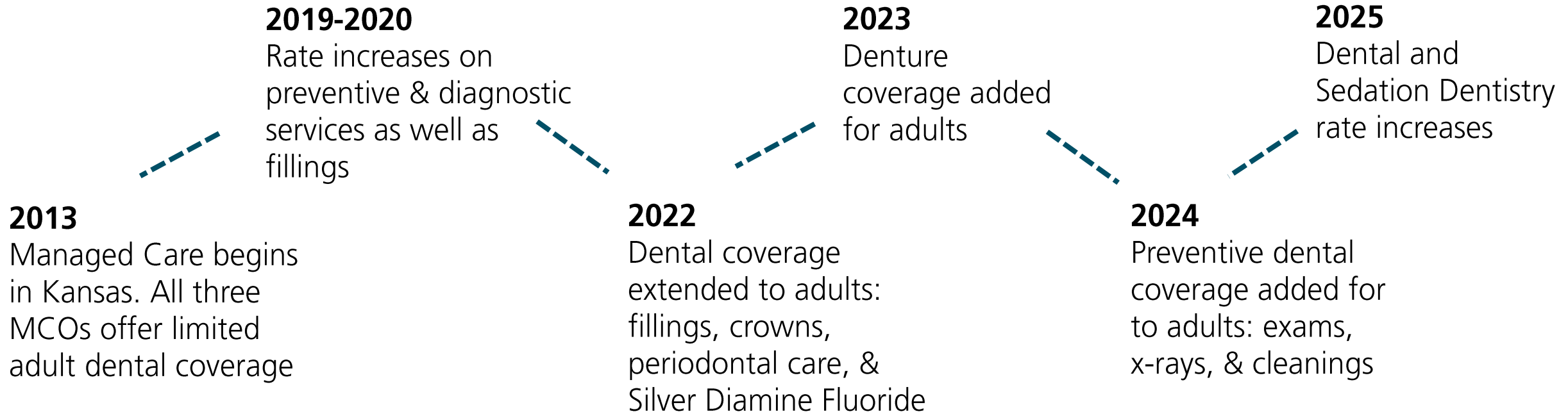
Today's agenda

- Where We've Been
- The Business Case
- Making a Difference
- Future Outlook
- Take the Next Step



Where We've Been

Improvements in Kansas Medicaid dental program



\$27.4 million added to the Kansas Medicaid dental program in six years.

Visit Oral Health Kansas' Medicaid adult dental benefit webpage to learn more and find fact sheets for consumers and providers

<http://oralhealthkansas.org/MedicaidAdultDentalBenefits.html>

Contacts at the Managed Care Organizations



<https://www.healthybluekansas.com/provider/state-federal>



<https://www.sunflowerhealthplan.com/providers.html>



<https://www.uhcdental.com/>

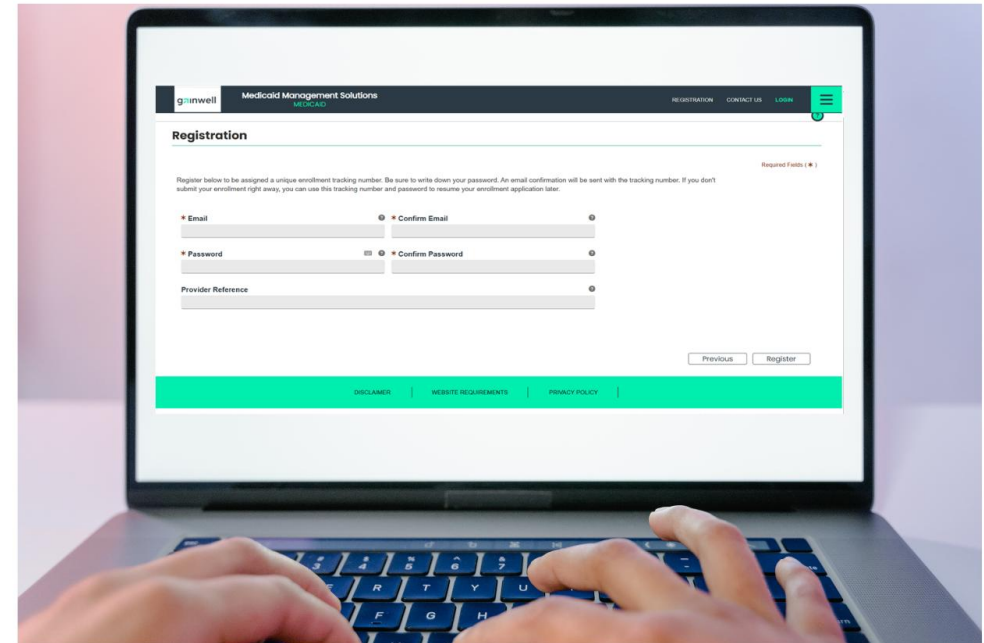
Provider Enrollment

- Start at the KMAP enrollment portal:

<https://portal.kmap-state-ks.us/ProviderEnrollment/EnrollmentCreate#>

- Generate a checklist of required documentation
- Gather documents
- Complete application
- Choose your MCOs
- Negotiate and sign contract
- Technical assistance:

<https://pathwaystooralhealth.org/wp-content/uploads/2025/05/Enrolling-Credentialing.pdf>



Decide on your practice's limits

- Your dental office can limit the number of Medicaid members you see in a way that makes sense for you
 - Geography (city, county, region)
 - Age (children, adults)
 - Population (children, adults, people with disabilities, older adults)
 - Number (10, 25, 100, or more patients)
 - Percent (5%, 10%, 25%, or more patients)
- Important rule: You cannot put limitations on Medicaid patients you would not put on others



The Business Case



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CAPITOL BUREAU

Kansas lawmakers invest \$10 million to Medicaid Dental Program

by: [Rayden Day](#)
Posted: Jul 18, 2025 / 01:12 P
Updated: Jul 18, 2025 / 01:15 P



Texas Dentists for Medicaid Reform

Medicaid Reform News

SHARE



TOPEKA (KSNT) — Kansas rates, meaning more Ka

The Kansas Medicaid De

cleanings, dentures, and

Kansas Significantly Increases Medicaid Dental Rates

JULY 28, 2025

The Kansas legislature recently took a major step forward to improve Medicaid dental care by approving a m increase in its Medicaid dental f schedule. The in



TK BUSINESS MAGAZINE

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Fees Increased u

Fees for exams ar planning are bein all other dental r

Kansas Legislature Approves Medicaid Dental Rate Increase Effective July 1

Jul 17, 2025 | News Releases

For the first time in more than 25 years, Kansas Medicaid dental reimbursement rates are seeing a significant boost. The Kansas Legislature has appropriated \$10 million to increase Medicaid dental rates, effective July 1, 2025.





\$10 million for dental reimbursement is the largest investment in the Kansas Medicaid rates in decades!

Impact of New Rates

Procedure Code	Procedure Code Description	Previous Rate	July 2025 Rate
D0120	Periodic Oral Evaluation	\$ 24.26	\$ 36.39
D0145	Oral Evaluation, Pt < 3 YRS	\$ 30.74	\$ 46.11
D0274	Bitewings - Four Films	\$ 33.51	\$ 40.21
D0330	Panoramic Film	\$ 60.42	\$ 72.50
D1110	Dental Prophylaxis Adult	\$ 47.37	\$ 63.95
D1120	Dental Prophylaxis Child	\$ 34.66	\$ 46.79
D2392	Resin Based Comp Two Surfaces Posterior	\$ 85.80	\$ 103.03

Find all the new rates here: <https://pathwaystooralhealth.org/wp-content/uploads/2025/03/New-Medicaid-Dental-Rates-July-2025.pdf>

Other Financial Incentives

- KIND is a loan forgiveness program
- Up to \$100,000 for students who commit to practicing in a rural area as a Medicaid provider
- Up to \$50,000 for existing dentists to receive assistance for moving/locating in a rural area as a Medicaid provider
- More information and applications are available here:

<https://www.ksdental.org/for-dentists/kind-grants>



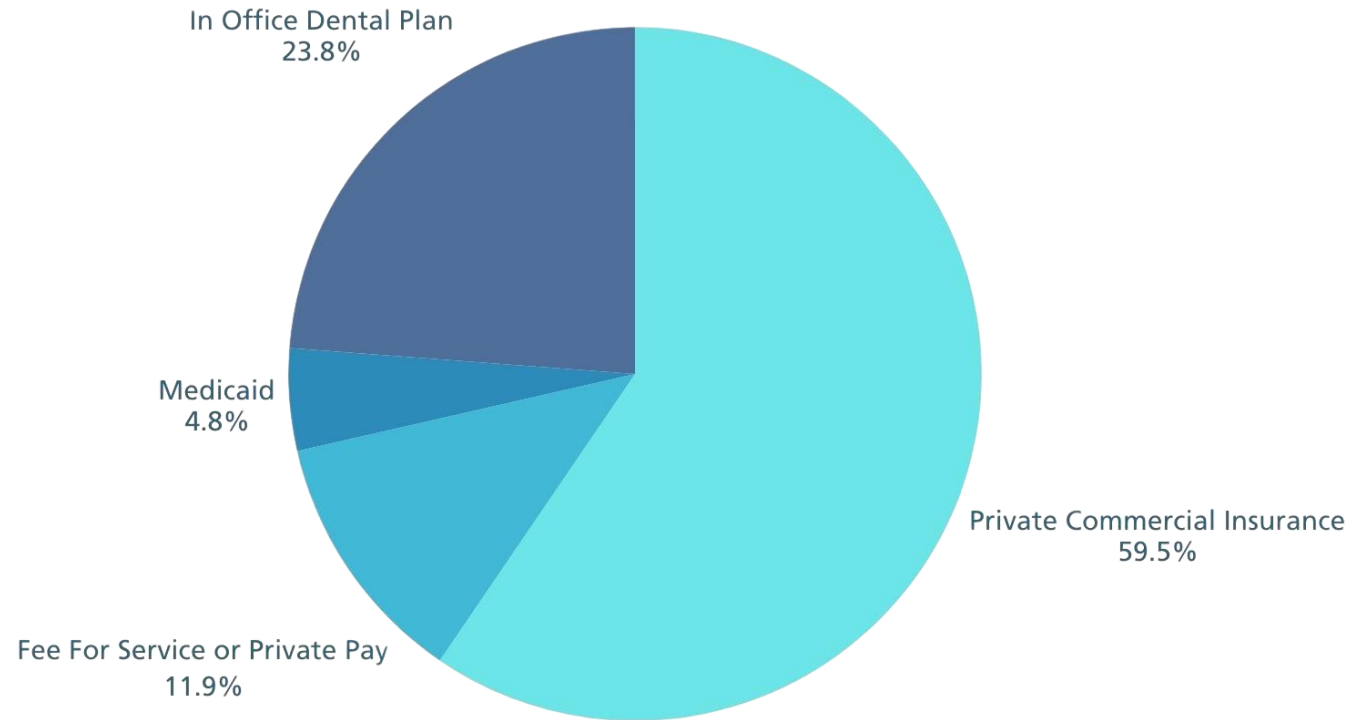
A partnership between
**Delta Dental of Kansas &
the Kansas Dental Association**

Operational Efficiency

- Take advantage of the tools available on your PMS
 - Block scheduling and templates
 - Insurance reports
 - Electronic Claims
- Utilize automated appointment reminders
- Familiarize yourself with claim essentials
- Follow the MCO recommendations:
 - Use the provider portal
 - Check eligibility the day of appointment
 - Use EFT for payment

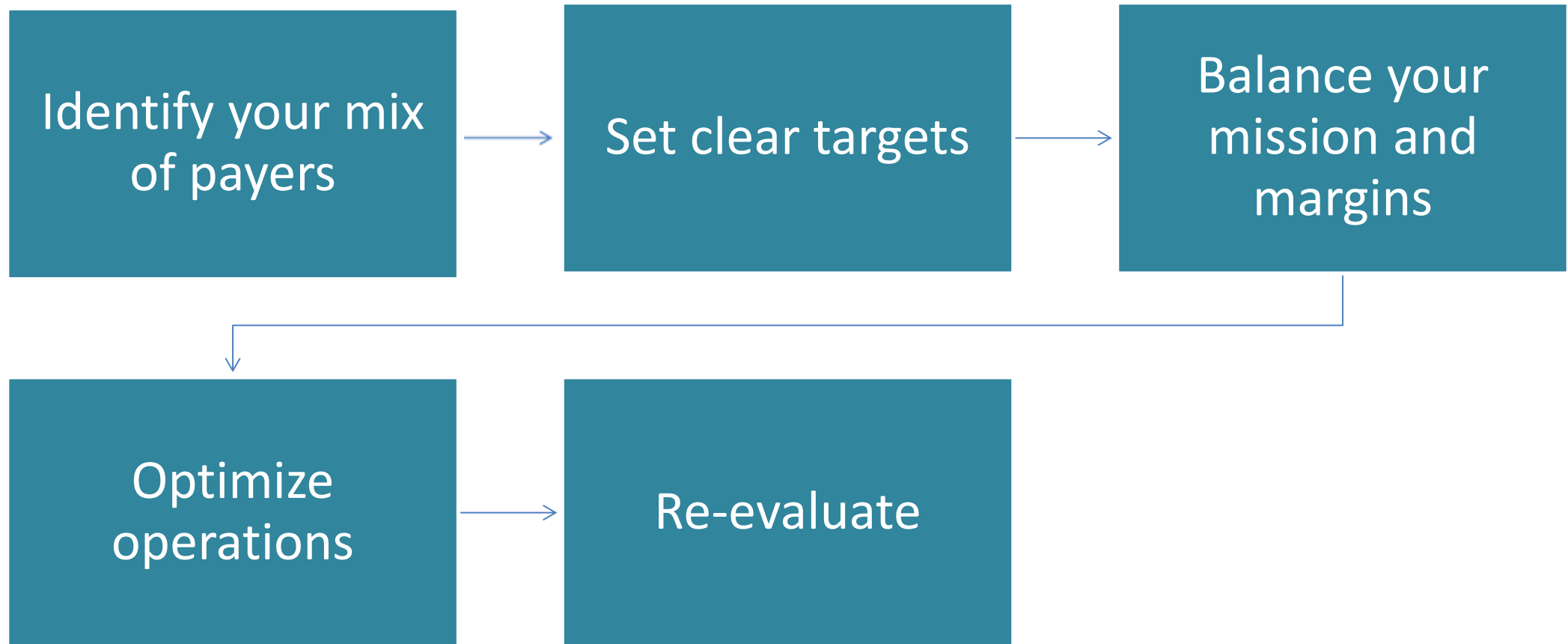


A Balanced Approach



Sample Payer Mix

Strategies for a Sustainable Mix



A Dentist's Perspective: Making Medicaid Work



Resources for Identifying Payer Mix

CareQuest Institute for Oral Health: Best Practices Manual for Safety Net Dental Programs

<https://www.carequest.org/system/files/Best%20Practices%20Manual.pdf>

Dentistry IQ: The Impact of Patient and Payer Mix on Dental Program Sustainability

<https://www.dentistryiq.com/practice-management/fees/article/16359632/the-impact-of-patient-and-payer-mix-on-dental-program-sustainability>

Dentist Entrepreneur Organization: The Insurance Mix Optimization Process

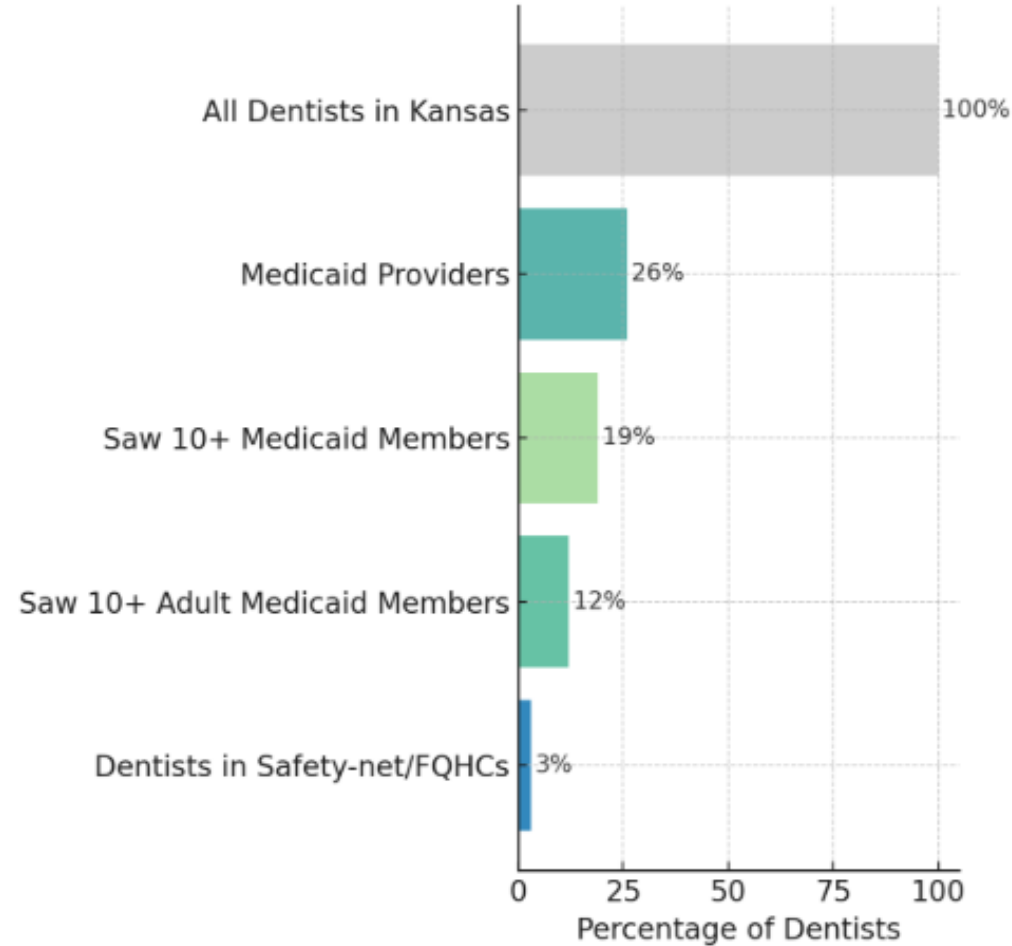
<https://www.dentalgrouppractice.com/how-to-optimize-revenue-by-adjusting-your-insurance-payer-mix.html>



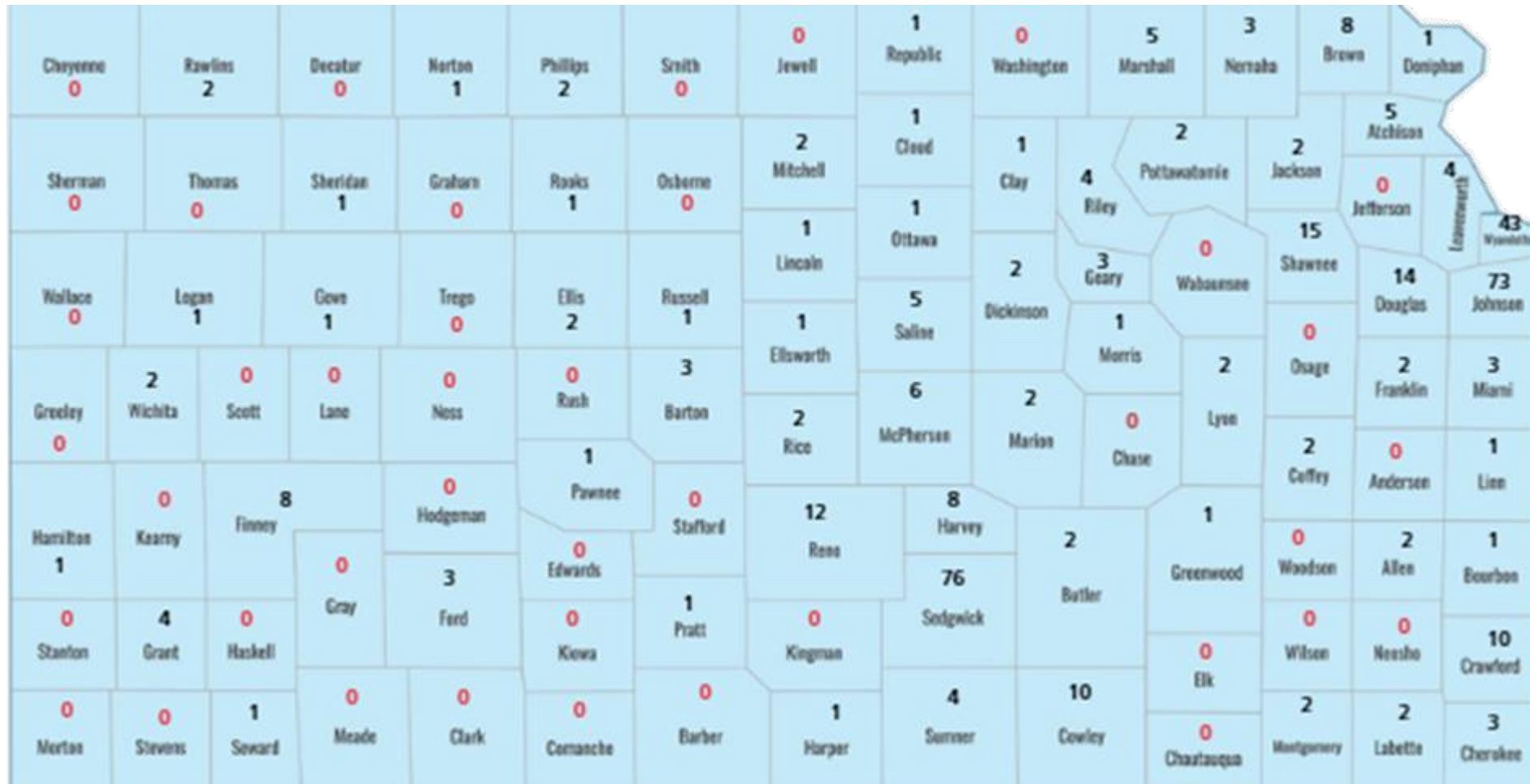
Making a Difference

2024 Medicaid Dental Provider Network

Narrowing Pool of Kansas Dentists Serving Medicaid Patients



Kansas Medicaid Dentists 2024



Doing Good for Kansas Communities



Who benefits when dentists accept Medicaid?

Make a Difference in Your Community



Schools & Head Start



Health Departments



Community Organizations

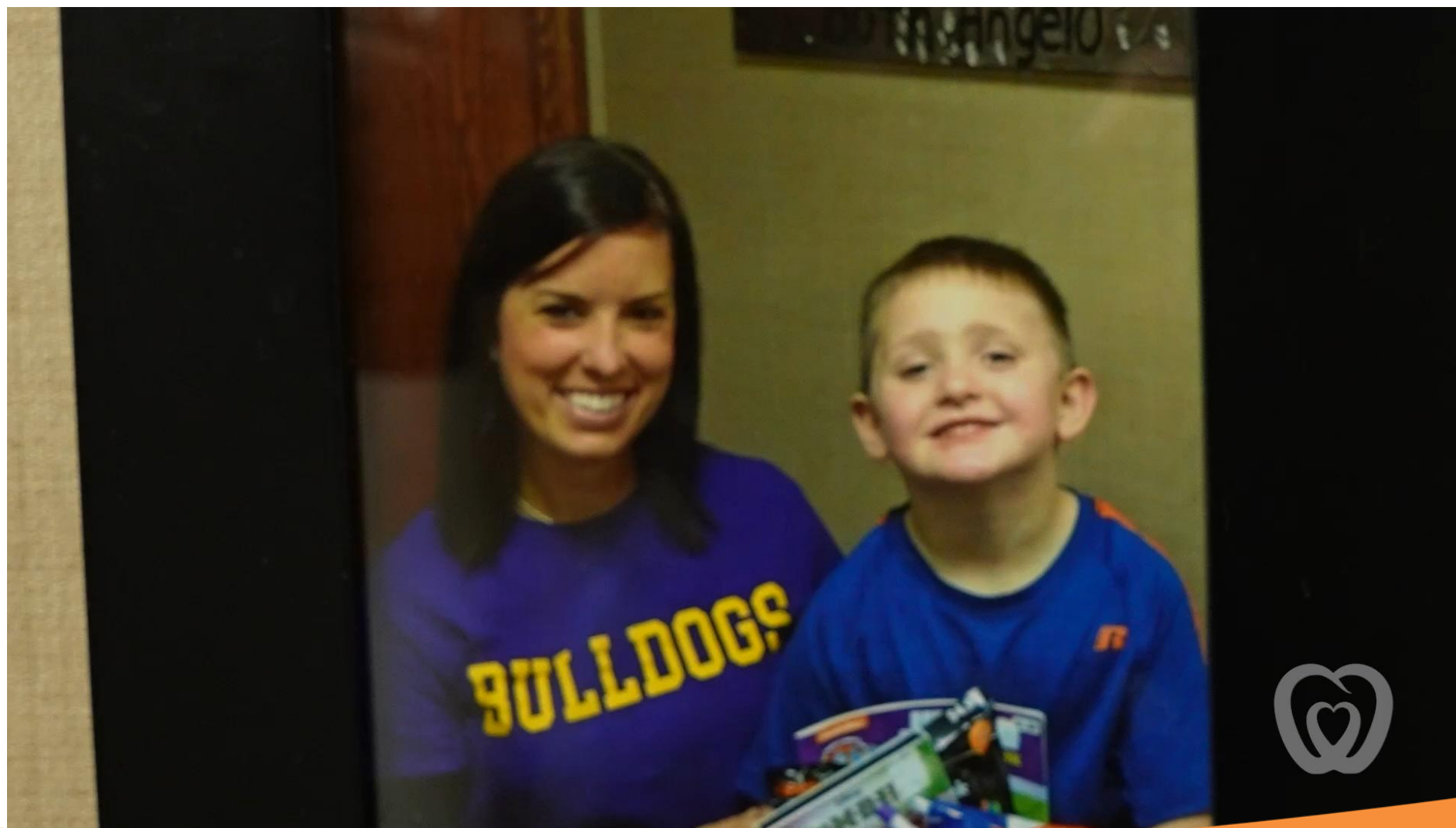
"When dentists accept Medicaid, families finally have a place for care—and kids start school ready to smile and learn."

-Head Start Director

"Opening doors to people with disabilities means dignity, inclusion, and healthier lives."

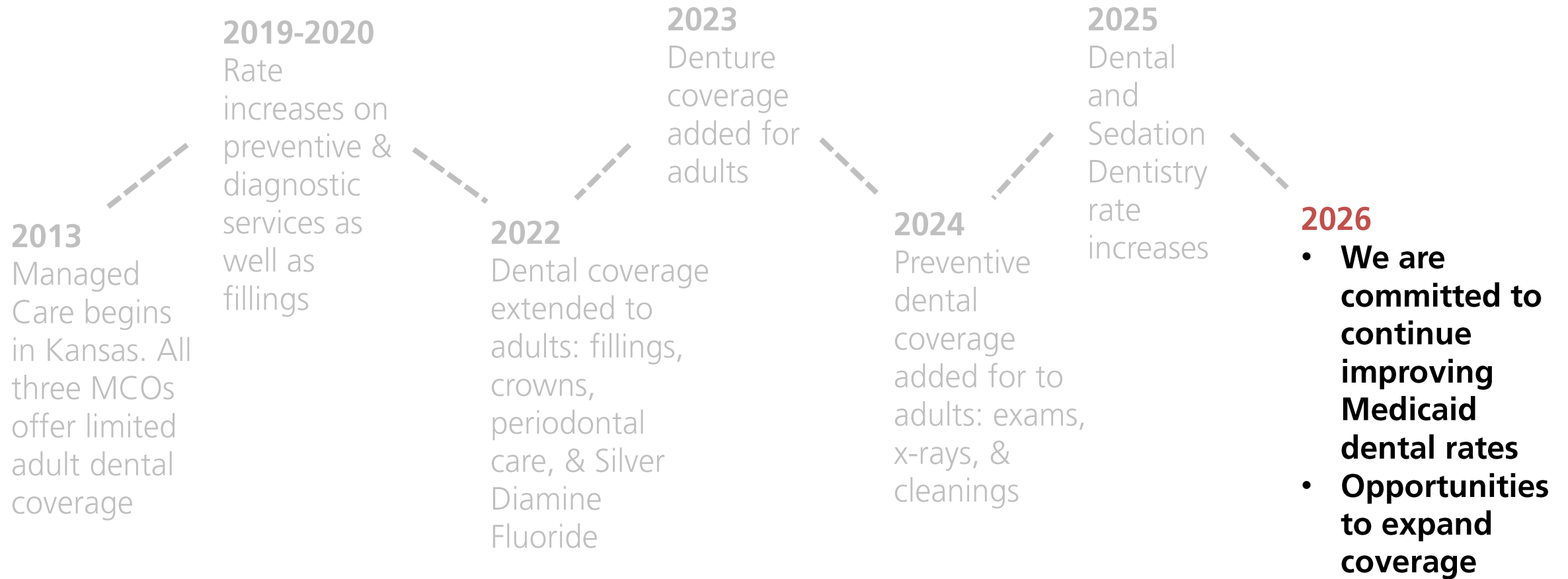
-Disability Organization Leader

Dentists Making a Difference



Future Outlook

Improvements in Kansas Medicaid dental program



Help Shape the Medicaid System



Advocate with Legislature

https://docs.google.com/forms/d/e/1FAIpQLSc0BfTSdM_c46tcFEf7cgUUJhnRD-yBX6uTjXRzRLUfdePxcFQ/viewform?usp=header



Join Dental Provider Advisory Group

https://docs.google.com/forms/d/e/1FAIpQLSd-22bn_RO26AdLnwShSidBL7EZojSyg2IbB4WQsmS7jM42WQ/viewform?usp=header

Help 'lift the piano'



Take the Next Step

You Can Be the Change

- Kansans with Medicaid coverage struggle to find dental care
- Adults now have dental coverage
- Medicaid rates have improved
- Resources are available to help dental offices be successful at adding Medicaid to their practices
- You get to set the rules



Dental Provider Resources

Pathways to Oral Health Provider Guidance

<https://pathwaystooralhealth.org/dental-providers/>

Blogs

<https://pathwaystooralhealth.org/blog/>

Oral Health Kansas Adult Dental Benefits Webpage

<https://oralhealthkansas.org/MedicaidAdultDentalBenefits.html>

Dental Medicaid Facilitator: Bryan Thompson

bthompson@oralhealthkansas.org, 785-493-2649



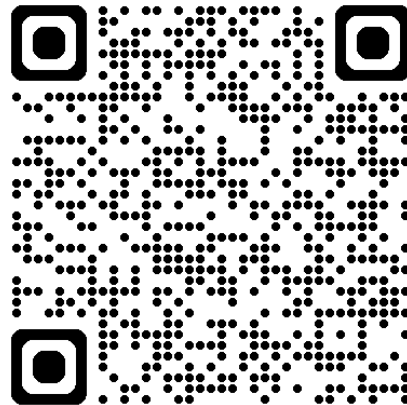


There is a gap in oral health care
for Kansans



Take the First Step today.
Begin the enrollment process.

<https://portal.kmap-state-ks.us/ProviderEnrollment/EnrollmentCreate#>



ACCESSIBLE ORAL HEALTH 2025 ECHO:

BUILDING CONFIDENCE IN DENTAL TEAMS TO SERVE PEOPLE WITH DISABILITIES

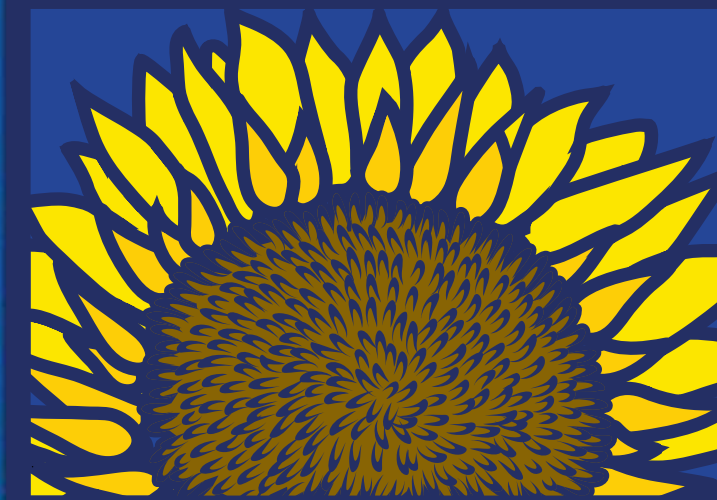
- This series will include 5 courses on Thursdays, beginning September 4 through October 2, 2025.
- All courses will be held via Zoom Noon – 1:00 PM CST.



Register Here:

bit.ly/AccessibleOralHealth2025ECHO





NOVEMBER 7th
2025
Conference on
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HEALTH

**Bringing people together to lead innovation in
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Friday, November 7

Hybrid: KU Edwards Campus
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**Scan to
learn
more
and
register**



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