

EXECUTIVE BRIEFING

Pathway to value: Perspective on how to chart a path that meaningfully accelerates the shift to value-based dental care

| SEP 17, 2024

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Value-based care (VBC)—both the phrase and the movement—has permeated the healthcare industry for years. And while the phrase “VBC” has spread throughout the dental industry, defining and quantifying it as a movement is difficult. Additionally, and importantly, implementing and scaling VBC doesn’t happen in a vacuum.

The convergence of dental market factors is creating an opportunity for the dental industry to accelerate its journey toward VBC.

HealthScape Advisors, in collaboration with the National Association of Dental Plans (NADP) and CareQuest Institute for Oral Health (CareQuest Institute), conducted a market survey and follow-on qualitative interviews of dental payers and multisite dental providers to assess payers’ and providers’ perspectives on, and experience with, the transition of dental reimbursement from a traditional fee-for-service (FFS) model to a VBC model.

This report discusses the learnings from the survey and interviews. The ultimate objective is to promote dialogue and illustrate where organizations could effectively collaborate to define and advance more meaningful implementation of VBC.

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