



ValidationInstitute

2023 Validation Report

Review for: Avēsis

Validation Achieved: Savings, Outcomes

Valid through: October 2024



Company Profile



Category:	Population Health Management
Website:	https://www.avesis.com/
Public or Private:	Private
Year Established:	1978
President:	Sean Slovenski
Company contact:	(855) 214-6777

Description Provided by the company:

Guiding you to wellness with innovative tools, equitable access, and a personal touch. **Avēsis** creates communities and systems of care where everyone has access to quality healthcare and services while being treated with dignity.

Founded in 1978, **Avēsis** is a leading administrator of supplemental insurance benefits for government and commercial plans. Rooted in the communities we serve, **Avēsis** prides itself in delivering innovative products and services while placing our more than 6.6 million members at the center of everything that we do. To learn more, go to [Avēsis.com](https://www.avesis.com).





Claim Assertion for Validation

By way of background, certain populations – including young children, the elderly, and individuals with intellectual or developmental disabilities or other special needs – may not be able to cooperate during dental treatment.

In these circumstances, having a dental procedure – from a tooth extraction to a root canal – can be terrifying and traumatic for the patient. It can also be difficult, or even dangerous, for dental providers who are manipulating sharp tools inside the mouths of panicked individuals.

To date, the solution to this problem has been to perform dental procedures on certain patients in a hospital operating room, where they can be placed under general anesthesia. This solution enables providers to help people who need dental work, many of whom are in constant dental pain, without causing the patients distress or endangering themselves. However, changes to hospital policies resulting from profit-driven motivations have put in-hospital dental procedures out of reach for patients and dental providers alike. There are several factors at play in this shift:

- Dental procedures are reimbursed at rates significantly lower than those of other surgical procedures, which means that dental procedures are much less profitable for hospitals.





Claim Assertion for Validation

- Even in facilities that nominally allow dental procedures in the operating room, dental procedures are often “bumped” – rescheduled at the last minute – in favor of more profitable surgeries.
- Because they are less profitable, many hospitals do not allow dental procedures to be performed in their operating rooms. And many of the hospitals that did allow dental procedures in the operating room have stopped doing so in recent years.





Method / Calculation / Examples

The methodology is to validate a price comparison between in-office dental procedures requiring general anesthesia and hospital-based dental procedures requiring general anesthesia. 10 dental practices and 5 hospitals in the greater Boston area were called to validate Avēsis' claim that:

The Centers for Medicare & Medicaid Services publish Medicare rates via the Hospital Outpatient Prospective Payment System (OPPS). The OPPS system shows that hospital-based outpatient dental procedures cost \$1,416.62 in hospital fees. With in-office anesthesia services, those costs are reduced by 30%.





Findings & Validation

We learned that:

- Few dentists are willing to do in-hospital procedures, or even have “privileges” to do so. (Oral surgeons do.)
- Fees charged by the oral surgeons for in-hospital procedures on commercially insured patients start at \$1500, excluding anesthesia costs.
- Most dentists will not use general anesthesia in their office procedures (other than nitrous oxide for a brief period) without calling in an outside anesthesiologist or nurse anesthetist.
- The anesthesiologist fee itself is at least \$500/hour.
- The hospital “facility fee,” at least in Massachusetts, also exceeds \$1000.
- The solution improves dental access for young children, the elderly, and individuals with intellectual or developmental disabilities or other special needs.



Limitations

While the 30% saving claim is clearly valid and may be an understatement for commercial insurance (since the 30% figure is based on government programs), we are not offering an opinion on whether Avesis generates savings vs. other providers of in-office general anesthesia for dental procedures.



Validation and Credibility Guarantee

Avēsis' In-office anesthesia services achieved validation for **Savings and Outcomes**. Validation Institute is willing to provide up to a \$25,000 guarantee as part of their Credibility Guarantee Program. To learn more, visit <https://validationinstitute.com/credibility-guarantee/>

Savings

Can reduce health care spending per case/participant or for the plan/purchaser overall.

Outcomes

Product/solution has measurably improved an outcome (risk, hba1c, events, employee retention, etc.) of importance.

Metrics

Credible sources and valid assumptions create a reasonable estimate of a program's impact.

Contractual Integrity

Vendor is willing to put a part of their fees "at risk" as a guarantee.





Validation Expiration: October 2024

CERTIFICATE OF VALIDATION

Applicant:

Avēsis

10400 N. 25th Avenue, Suite 200, Phoenix, AZ
85021, US

Product:

Avēsis' In-office anesthesia services

Claim:

Avesis has achieved a 30% reduction in costs by arranging for in-office general anesthesia for surgical dental procedures vs. hospital-based dental surgery.

Validation Achieved:

Validated for Savings and Outcomes

Validation Award Date:

October 2023

Alfred Lewis.
Co-Founder and Sr. Advisor.
Validation Institute

Benny DiCecca
Chief Executive Officer
Validation Institute



About Validation Institute

Validation Institute is a professional community that advocates for organizations and approaches that deliver better health value - stronger health outcomes at lower cost. We connect, train, and certify health care purchasers, and we validate and connect providers delivering superior results. Founded in 2014, the mission of the organization has consistently been to help provide transparency to buyers of health care.

Validation Review Process

Validation Institute has a team of epidemiologists and statisticians who review each program. The team focuses on three components:

- Evidence from published literature that a similar intervention had similar results.
- The reliability and credibility of the data sources.
- The rigor of the approach to calculating results.

To achieve validation, the program has to satisfy each of these components. VI's team then summarizes the review into a report which is publicly available. Details of VI's review are available with the program's permission.