



ValidationInstitute

2024 Validation Report

Review for: Avēsis

Validation Achieved: Outcomes

Valid through: February 2025



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

Avesis achieved a gross reduction in the number of dentists writing opioid prescriptions exceeding 3 days (the CDC-recommended maximum dosage, a [maximum driven by the likelihood](#) of long-term use/addiction beginning at that point) from 241 to 71, in Aetna's statewide network.

The total number of prescriptions that were longer than three days fell by 91% in six months, meaning that those 71 who continued to prescribe for more than 3 days (including oral surgeons, who often have patients in considerable pain) did so much less frequently.



Method / Calculation / Examples

The method was a count of dentists in the state of Kentucky who prescribed opioids in excess of three days, and of the total number of those prescriptions. This was done by querying the Kentucky All Schedule Prescription Electronic Reporting (KASPER) database. Dispensers must report prescriptions filled for controlled substances within one day of filling. Hence this is a total population analysis, rather than a sampling subject to statistical limitations.

This eliminates three major sources of bias:

- Regression to the mean if only high utilizers are assigned to the baseline and then they alone are followed;
- Participation bias if indeed the people being tracked had to enroll in a program.
- Survivor bias because there is no concept of “dropping out” of this database. It is a crime not to report to KASPER.

Rather, this was a “natural experiment” using data collected for other purposes.

Findings & Validation

After six months, the number of dental prescribers who were exceeding the three-day threshold was down from 241 to 71 – a decrease of more than 70 percent. There was an even greater decrease in the total number of prescriptions that were longer than three days: In six months, the volume of prescriptions longer than three days dropped by 91 percent. That means that the prescribers who continued to prescribe opioids beyond the three-day period did it less often than they had before.

In the first quarter of 2022, only 18 dental prescribers exceeded the three-day prescription threshold. Similarly, the volume of prescriptions longer than three days had now dropped by 97 percent.

Limitations

Because there is no sampling bias (self-selection, survivor bias, or high-utilizers creating regression to the mean) due to accessing the full population database, there are only three significant limitations to this result:

1. In 2017, Kentucky revised a law, KRS 218A.205 to require the Board of Dentistry to establish regulations to limit prescribing to a three-day supply or less for pain as an acute medical condition with exceptions, effective in 2017. By 2019, there were only 241 high prescribers remaining who exceeded that limit. It is possible that some of those high prescribers would have declined on their own after 2019.
2. In general, opioids in dentistry have been on a downward trajectory since 2012. (Source: <https://pubmed.ncbi.nlm.nih.gov/35232618/>). So it is possible that opioid prescriptions would have declined on their own for that reason. There was roughly a 54% drop (6806 prescriptions per 1000 dentists to 3140) from 2012 to 2019.
3. The 2022 result for the first quarter shows 18 dentists still prescribing more than 3 days, a drop of 97%. The first quarter can't be projected to the full year as it is possible that more dentists would have written more prescriptions in the remaining 9 months. This will be updated.



Validation and Credibility Guarantee

Avēsis' service has achieved validation for **Outcomes**. Validation Institute is willing to provide up to a \$100,000 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: February 2025

CERTIFICATE OF VALIDATION

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

Product: Avēsis' service

Claim: Avēsis achieved a gross reduction in the number of dentists writing opioid prescriptions exceeding 3 days from 241 to 71, in Aetna's statewide network.

Validation Achieved: Validated for Outcomes

Validation Award Date: February 2023

Al Lewis
Founder and CEO Emeritus
Validation Institute

Vidar Jorgensen
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.