

# Financial Variables To Include in Economic Analysis of OHP Impact On Provision of Dental Services

## **Patient Variables**

### *Individual-based:*

Number of visits and type of procedures

### *Demographic:*

Demand - Unmet needs

Population Growth and age trends

Initial Oral Health Status

Income and insurance Status

## **OHP variables**

OHP Scope of Practice

Salary

Productivity (number of encounters)

Hours worked

Revenue/fees

Overhead (includes licensure, insurance)

Equipment (Personal tools)

## **Practice variables**

Cost of procedures

Operational efficiency

Demand

Supervision

DDS supervision cost

DDS new earnings potential

Capital investments

Equipment

Practice size and composition

Practice structure - profit, nonprofit, government

General Overhead

Care Delivery design/redesign

## **Industry variables**

Provider supply/demand balance

Changes in technology

## **Education variables**

Bricks and mortar

Tuition

Training costs

## **State Government Variables**

Number of MHCP Encounters

Payout per encounter

Total MHCP payouts

Percent MHCP patients seen

ER payouts

Other related medical payouts, short term and long term (heart disease)