



# Learning & Informatics Summit

**JUNE 26-27**

**THE THOMPSON CHICAGO**

[www.pandrdental.com/learningsummit19](http://www.pandrdental.com/learningsummit19)



## LOOKING AHEAD TO THE NEXT DECADE IN DENTAL

The P&R Dental Strategies **Learning & Informatics Summit** returns for a 4th year to scenic, summertime Chicago and this year, our Summit's theme is: **2020 Vision**. We're months out from the year 2020 and the dental industry is changing faster than ever before. We'll show you how big data and analytics can help you run your business more efficiently to grow and better serve your plan members in the future. Join us as we explore insights from the largest dental database in the U.S., hear exclusive presentations, experience walk-throughs of powerful data applications and solutions, plus enjoy fantastic networking and dining opportunities at this one-of-a-kind gathering.

### Opening Reception and Networking Events

The festivities begin the evening of **Wednesday, June 26th** with food and refreshments at a Welcome Reception in the Dellinger & Hayden Room of the Thompson Chicago.

For dinner we'll move downstairs to a private dining experience at Nico Osteria. Enjoy the finest cocktails, house-made pasta and seafood Chicago's Gold Coast has to offer in a menu specially curated for our group at this upscale Italian seafood restaurant located in the Thompson Chicago.

### Program Overview

On **Thursday, June 27th**, following breakfast and opening remarks, our morning keynote will kick off our day of presentations and discussion. Throughout the day, we'll dive into a variety of dental payer topics including a look at the top market trends and projections, discussing the impact of outlier abuse and data-driven utilization review, the latest group practice and DSO data findings, use cases on the impact of objective dental quality measurement and more.



## Learning Sessions

Our Director of Account Management and crowd-favorite, Mr. Paul Golder, will be conducting walk-throughs of some of our key payer productivity and optimization solutions for those who want hands-on experience with industry-leading dental analytics solutions and their capabilities.

**NEW  
FOR 2019!**

**As a special treat this year we're adding a walk-through session on our smart claim selection tool, Pronto®!**

During this session, we'll explore the functions, reporting, and user options related to this smart claim selection tool, providing an insider's look at the uses and management of this important analytics solution.



## Speakers



Our morning keynote presentation will be given by **Rachel Mendelowitz**, Founder and Partner at The Rivington Group, a management consulting firm that consults with organizations on talent management, leadership, team dynamics, culture management and helps organizations build lasting habits to maintain high-performing teams. Ms. Mendelowitz will share with us an inspirational keynote and insights on change management within complex organizations.



Our lunchtime presentation will be given by **Kishor Vaswani**, Founder and CEO of ControlCase, pioneers of Compliance as a Service (CaaS) and a leading provider of PCI compliance services and certifications. Mr. Vaswani will present on the purpose and process of HiTrust certification as well as other types of certifications of interest to the dental insurance industry.



## Schedule of Events

### Wednesday June 26, 2019

5:00 pm – 6:45 pm	<b>Guest Reception</b> - Cocktails. <i>Dellinger &amp; Hayden Room.</i>
6:45 pm – 7:00 pm	Transition and move to Nico Osteria dining area.
7:15 pm	<b>Guest Dinner.</b> Nico Osteria private dining room. <i>The Thompson.</i>

### Thursday June 27, 2019

7:00 am – 8:00 am	<b>Continental Breakfast.</b> <i>Chicago 7 Ballroom</i>
8:00 am – 8:15 am	<b>Opening Statements.</b> Paul T. Sheils CEO P&R Dental Strategies <i>Chicago 7 Ballroom</i>
8:15 am – 9:00 am	<b>Keynote.</b> <b>Rachel Mendelowitz</b> , Founder and Partner at The Rivington Group <i>Chicago 7 Ballroom</i>

	INFORMATICS TRACK	LEARNING TRACK
9:00 am – 10:00 am	<b>New Decade, New Challenges, New Solutions: Highlighting Key Dental Data Trends and Market Projections.</b> Staying on top of the latest trends and market developments is vital. Join our dental and analytics experts as we highlight key historical trends and explore market metrics straight from the largest dental database. What can we learn from DentaBase® and how can payers prepare for what's coming next? <i>Chicago 7 Ballroom</i>	
10:00 am – 10:30 am	<b>Morning Break. Snacks - Chicago 7 Ballroom</b>	
10:30 am – 11:30 am	<b>Fighting Fraud 101: Equip Your Team with Advanced Data Tools to Combat Outlier Abuse.</b> Outlier abuse happens but incorporating data and advanced analytics into your operations can diminish its impact. Learn more about the latest utilization review trends, practice-level vs. dentist-level comparisons and new approaches like 'fraud management as a service' to arm your organization against the effects of fraud, waste and abuse. <i>Chicago 7 Ballroom</i>	<b>The Ultimate Provider Search Engine: Robust Recruitment and Network Management.</b> This walk-through of the Network Development Module with P&R's Director of Account Support, Paul Golder, will show you how to unlock the power of reports within the NDM in ways you might not have realized. Plus, learn how the data insights you find within the tool becomes actionable for your team. <i>Hoffman Room</i>
12:00 pm – 1:00 pm	<b>Lunch Break. Chicago 7 Ballroom</b>	
12:00 pm – 1:00 pm	<b>Lunch Presentation.</b> <b>Kishor Vaswani</b> , Founder and CEO of ControlCase <i>Chicago 7 Ballroom</i>	
1:00 pm – 2:00 pm	<b>The DSO Debate: Differences between Groups and Unaffiliated Practices and How They'll Affect the Industry in the Next Decade.</b> DSO's and their effects on the dental landscape are always a hot topic. See what the data has to say about how they may impact you in the next decade. Will DSOs affect quality of care and your bottom line? How can you keep your network accurate and compliant when dealing with constant DSO movement? <i>Chicago 7 Ballroom</i>	<b>Hiding in Plain Sight: The Right Tool Makes Discovering Costly Outliers in Your Network Simple.</b> This walk-through of the Utilization Management Module with P&R's Director of Account Support, Paul Golder, will show you how this tool empowers payer teams by providing access to practice-level data to identify and prioritize outlier behavior. See how it can help you in managing corrective actions and assists in maintaining a high-quality network. <i>Hoffman Room</i>
2:00 pm – 2:30 pm	<b>Afternoon Break. Chicago 7 Ballroom</b>	
2:30 pm – 3:30 pm	<b>Beyond Star Ratings: A Look at the Use Cases and Impact of Dental Quality Measurement.</b> Employers and consumers are demanding ever more transparency from their dental plans. Many payers are equally concerned about improving patient outcomes in the communities they serve as they are about cost implications. We'll look at what greater industry use of objective quality measurement could mean and how raising awareness of quality measurement among dentists could have large and beneficial effects for all. <i>Chicago 7 Ballroom</i>	<b>The Ultimate Provider Search Engine: Robust Recruitment and Network Management.</b> (This is a repeat of the earlier session) <i>Hoffman Room</i>



3:30 pm – 4:30 pm	<b>Your UM Engine Tune-Up: How to Run at Optimal Performance Today, Tomorrow and in a Fast-Moving Future.</b> Greater operational efficiency is critical to staying relevant in today's competitive landscape. In this session we'll show you how benchmarking your utilization management processes provides an instruction manual to tune operations in response to changes in the marketplace. Plus, we'll look at in- and out-of-network fee trends that are impacting your place in the market landscape in ways you might not realize.  <i>Chicago 7 Ballroom</i>	<b>Smart Claim Selection and Predictive Savings Analysis with Pronto®: What It Does and How it Does It.</b> If you're not familiar with Pronto®, this walk-through will show you how to increase your daily claims capacity and gain incremental savings using Pronto's automated, near real-time platform to make intelligent choices about which claims should be sent for utilization review based on previous outlier behavior. We'll provide an insider's look at the functionality and management of this powerful analytics solution you won't want to miss.  <i>Hoffman Room</i>
4:30 pm – 4:45 pm	<b>Closing Statements.</b> <i>Chicago 7 Ballroom</i>	

## Location and Accommodations

Join the P&R Dental Strategies team as we discuss new ideas, market trends and the future of our industry — all in the comforts of the luxurious Thompson Chicago hotel.

Thompson Chicago  
21 E. Bellevue Place , Chicago, IL 60611

The Summit is **FREE**. The hotel is holding a block of rooms for June 26th at the discounted rate of \$279 per night.<sup>1</sup> Reserve your room today by leaving a voicemail on The Thompson Chicago reservation department's private line at **(312) 266-7209** or call the regular reservation line at **(312) 266-4250** and mention the code **PRDEN1906**. You may also reserve online at: <http://bit.ly/LearningSummit19Reserve2>

**The deadline for room reservations is May 24, 2019 at 5:00 pm CST.** After this date, new reservations will be accepted on a space available basis at the hotel's regular rates.

<sup>1</sup> If you wish to extend your stay outside of the June 26th discounted night, contact the hotel on the regular reservation line (312) 266-4250 for assistance and availability at standard hotel rates.



Questions? Email us at: [insights@pandrdental.com](mailto:insights@pandrdental.com)  
 Register at: [www.pandrdental.com/learningsummit19](http://www.pandrdental.com/learningsummit19)  
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P&R Dental Strategies is the premier dental insights company delivering customized, actionable business intelligence and objective dental quality measurement. The power of DentaBase®, our national multi-payer claims database and our industry-leading team of dentists, consultants and statisticians makes P&R Dental Strategies the authority on dental quality and data analysis. Our flexible, cutting-edge technology platform provides an enterprise-level suite of quality measurement, claim review and utilization management, provider profiling, fraud and abuse prevention and network development solutions to customers seeking to contain costs and maximize efficiency across their businesses. We aim to recognize and promote continued innovation, improved quality of care and analytical thinking in the dental industry.