Overview

This whitepaper is based on real time benchmarking data for all production and hygiene procedures and shows the trends in 2010 and 2011. There has been no comparable work done in the past that uses real time benchmarking described here. This is per provider data.

Sikka Software Corporation is a Practice Optimizer® platform company supporting over 25 applications that help optimize a practice. Sikka Apps and Partner Apps cover accounts receivable, insurance claims, fee optimization, patient communication, recall systems, digital lab connection and collaboration, real time practice benchmarking, financial services, consulting and more. With thousands of installations in US, and Canada, Sikka Software is a market leader for optimizing dental practice. The data used in this paper is from about 8,000 practice locations.

The trends and information in these graphs and the accompanying table are for information purposes only and may not be fully reflective of the actual trends because of the size of the data set. The distribution of these practices is across the entire United States and not concentrated in a specific region or geography. There is no provider or patient identifier data collected. This data may not be representative of all practices. Sikka Software Corporation does not warrant or guarantee the accuracy of data. The data is for informational purpose only and should not be used for practice valuation, litigation or for any other purpose. Sikka Software Corporation is not responsible or liable for any legal actions arising out of this data or information. For more details, please refer to the website www.sikkasoft.com and Sikka EULA / Portal agreements.

Sikka Software Corporation can provide full details of month by data set and State level drill down to those interested for a nominal fee. Please send email to benchmarking@sikkasoft.com
X-rays to comprehensive exams is a trend that indicates greater diagnosing effort. That is evident with offices doing more X-rays to Comprehensive exams compared to similar period of 2010.

New patients to patient visits trended lower in December. This is disconcerting. New patient pipeline is important and we see both a drop year over year and also over the last quarter in this year.

Dental offices are doing all they can to reappoint patients and are succeeding. Second half of this year has seen a consistent 10% point gains in the number of reappointments.
More scaling root planning as a ratio of adult prophylaxis is being done compared to a year ago. Periodontal scaling and root planning was down in March and July of this year but has rebounded back.

Patients are not accepting treatments as readily as the second and third quarters. October was the turning point. Perhaps holiday season caused the uncertainty in the minds of patients.

Number of patients reappointed to the hygienist enjoyed good strength all the way through November but in December has dropped. Again this could be due to the holiday season.
Direct restorations are slightly down as a ratio of comprehensive exams. Since direct restorations are usually insurance influenced, perhaps patients have run out of the maximum allowable benefits and are postponing the direct restoration procedures for early next year. We will be closely watching this trend.

Total indirect restorations are flat as a ratio of comprehensive exams. November was a better month for these procedures compared to December is.

Periodontal maintenance which is generally payable in large part by insurance companies has enjoyed consistently higher numbers throughout the year compared to year ago. However, in the month of December this trend has reversed.
Gross production per visit has inched up higher as a testament to the resilience of the dental offices in identifying and performing treatments during a single visit. Single visits are used by dental offices to address the required treatment instead of spreading it over a number of visits because of the possibility that the patient will not show up for subsequent visits.

Doctor's net production per hour didn't show much increase because dentists and team are working more hours than a year before. So even though the per visit production is higher, the per hour adjusted production is relatively flat.

This trend is consistently reflected in slightly higher doctor's average daily net production.
For most of second, third and fourth quarters, dental offices has seen higher gross production per comprehensive exam. This is because more is diagnosed. December seems to reflect the rest of the year. But 2010 had seen an increase in this number in December. That trend is absent in 2011.
STATE OF DENTAL PRACTICES IN UNITED STATES

December 2011 as seen through the lens of procedures performed and Dollars produced.

Vijay Sikka is the President and Chief Executive Officer of the 7 year old Sikka Software Corporation. Under Vijay’s leadership, Sikka Software Corporation has become the premier cloud based business analytics and Optimization Company and a SAAS based market leader for dental industry in the United States. Sikka Software Corporation is experiencing strong growth and will be looking for investments to fund that growth.

Vijay is a healthcare informatics expert with more than 20 years of software development and quality experience including large scale projects with National Institutes of Health, Glaxo Smith Kline, Roche and UCSF affiliates. In 1996, Vijay founded IBrain Software, Inc., a business intelligence company, and served as its CEO until its acquisition in 1998 by Entigen Corporation, that later became part of Roche. Vijay's book, Maximizing ROI in Software Development, was published in 2004 by Taylor and Francis International and is available for purchase from Amazon and other book stores in hardcopy and for eBook readers.

Sikka Software has a series of articles available on a variety of practice management issues including fee optimization, patient demographics analysis, and patient reactivations. For readers who would like to receive these other articles, please email us at benchmarking@sikkasoft.com and we would be pleased to send them to you.