Making It Work

Fluoride Varnish, Your Practice and Your Patients

February, 2017

Program Summary

The Maryland Medicaid Program reimburses EPSDT medical providers who apply fluoride varnish to children, ages 9 months to 36 months old. Providers are eligible to receive $24.92 reimbursement for each varnish applied during an approved well-child visit. We would love to help you become a part of the growing fluoride varnish provider team committed to using a preventive agent known to reduce dental caries in the primary (baby) teeth of “at-risk” infants and toddlers.

Did You Know?

It’s possible to increase your office’s bottom-line by adding fluoride varnish applications to the well-child visit services you provide for children, ages 9 months to 3 years old. This means a fluoride varnish certified practice can expect an approximate annual increase of $49,840 if fluoride varnish is applied as part of 2,000 well-child visits. Please contact us and we would be happy to answer any questions.

February is Children’s Dental Health Month

The Office of Oral Health has compiled information for you and your office to use during the month and year round. Visit our website at https://phpa.health.maryland.gov/oralhealth for interactive dental games and activity sheets for your patients.

Educational brochures and dental referral pads are available free of charge.

Email or call the Fluoride Varnish Program to place your order today!

Patient | Caregiver Education

Education brochures and dental referral pads are available free of charge.

The Office of Oral Health

We are available to assist you with any questions that you may have regarding the fluoride varnish program.

We also have a limited supply of fluoride varnish applications available. Please contact us if you are interested.

Phone: (410) 767–3081 | Email: mdh.fvprogram@maryland.gov | Web: https://phpa.health.maryland.gov/oralhealth
**Talking Points for You and Your Patient**

1. Oral health is important to one’s overall health.
2. It is important to brush twice daily with fluoridated toothpaste.
3. A child’s first dental visit should be when his or her first tooth appears, or by the first birthday, per AAP.
4. Cavity-causing bacteria can be passed from mother/caregiver to infant.
5. No bottles or sippy cups at bedtime. Sugary drink intake should be limited. Suggest water to drink between meals.

**Fluoride Varnish Ordering Information***

<table>
<thead>
<tr>
<th>Supplier</th>
<th>Phone Number</th>
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<tbody>
<tr>
<td>Benco Dental</td>
<td>1-800-462-3626</td>
</tr>
<tr>
<td>Darby Dental Supply</td>
<td>1-800-645-2310</td>
</tr>
<tr>
<td>Henry Schein Dental</td>
<td>1-800-372-4346</td>
</tr>
<tr>
<td>Patterson Dental Supply</td>
<td>1-800-492-6604</td>
</tr>
<tr>
<td>Pearson Dental Supply</td>
<td>1-800-535-4535</td>
</tr>
<tr>
<td>Varnish America</td>
<td>1-800-523-0191</td>
</tr>
</tbody>
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* Please note this is NOT a complete list of fluoride varnish suppliers and we do not endorse any specific supplier or fluoride varnish product.

* Some suppliers require providers to have a DEA# and open an account in order to purchase fluoride varnish.

* All suppliers have application instructions and material safety data sheets (MSDS) available on their websites or upon request. We recommend that you read them before you make a purchase and share application information with those applying the fluoride varnish.

**Training & Certification**

The Fluoride Varnish and Oral Health Screening online training program consists of four modules, each designed to provide medical and other health care providers with the knowledge needed to reduce dental caries among children ages 3 and under.

To be eligible for reimbursement, a provider must:

- Be an EPSDT-certified pediatrician, family physician or nurse practitioner licensed to practice in Maryland.
- Participate in the Maryland Medicaid Program.
- Successfully complete the Fluoride Varnish and Oral Health Screening online training program post-tests.

To access the course, please visit: [http://www.mchoralhealth.org/flvarnish/](http://www.mchoralhealth.org/flvarnish/)

**Contact Us**

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Office of Oral Health
201 West Preston Street
Baltimore, Maryland 21201
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Fax: 410-333-7392
E-mail: mdh fvprogram@maryland.gov

*Let’s work together to reduce childhood caries.*