
Dental Training by NVA, AAHA, and Midmark Animal Health Leads to a Nearly 40% Increase in Revenue 2 Years After Inception

Data analysis by Angela Morissette, Erik Philipp, and Elizabeth Garant from the National Veterinary Associates dental team; reviewed by Jan Bellows, DVM, DAVDC, DABVP

Periodontal disease is a major issue affecting adult canines and felines. Previously, standardized data concerning the distribution of periodontal stage scores were not available in the veterinary literature. National Veterinary Associates (NVA, nvaonline.com), gathered and collated information on the prevalence of exam room clinical signs of periodontal inflammation from a database of 164,841 clinical dental exams from January 2014 to January 2017 across 177 hospitals practicing dentistry.

The American Veterinary Dental College stage scores (which consist of scores 0, 1, 2, 3, and 4¹) were used as well as a category for “unable to score,” which means a dental score exam was attempted but a score could not be determined, or scoring the patient was inappropriate at the time due to the nature of the appointment.

To ensure data integrity, NVA included scores only from veterinarians who had gone through previous hands-on instruction by a board-certified veterinary dentist.

This article highlights a few of the key findings from the full NVA study, which will be submitted to the *Journal of Veterinary Dentistry*.

Overall Insights

The score landscape indicates that dental disease continues to be a prevalent medical issue, with approximately 80% of canines and 77% of felines aged three years or older having clinical evidence of periodontal disease.

Financial Implications

In 2014, NVA started a dedicated effort to bringing advanced dental training to its doctors and technicians through the NVA Dental Program; in partnership with Midmark Animal Health and AAHA, NVA has trained more than 1,000 practitioners and technicians and/or assistants at more than 150 hospitals. Not only has the program helped doctors treat more patients while

delivering high-quality medical care but it has also shown very promising financial results.

On average, dental revenue increased by approximately 30% in the year after training and increased an additional 9% in the second year after training; this increase in revenue more than made up for the cost of training and equipment.

Insights by Age Group

Looking at the periodontal scores by patient age, there are observable differences between juveniles (classified as younger than two years old), adults (classified as two years to younger than seven years old), and seniors (classified as seven years and older.)

Insights based on canine age include:

- The majority of seniors (80%) and adults (63%) experience some stage of dental disease while only 17% of juveniles experience any periodontal stage score above 0.
- 80% of canines aged three years and older have periodontal disease.
- In adult canines, the difference between the number of 1 and 2 scores is 31%. However, for senior canines, this difference reduces to just 6%, indicating that seniors are significantly more prone to receive exam scores of 2.

Insights based on feline age include:

- The majority of seniors (79%) and adults (60%) experience some stage of dental disease while only 17% of juveniles experience any periodontal score above 0.
- 77% of felines aged three years and older have periodontal disease.
- In adult felines, the difference between the number of 1 and 2 scores is 30%. However, for senior felines, this difference reduces to just 10%, indicating that seniors are significantly more prone to receive exam scores of 2.

Note: This magazine article highlights a few of the key findings from the full study, which will be submitted to the Journal of Veterinary Dentistry.

1. For further score descriptions, please see here: avdc.org/Nomenclature/Nomen-Perio.html#periosgi

Getting Below the Gumline: NVA Dental Statistical Analysis

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80%
OF CANINES



77%
OF FELINES

AGED THREE YEARS AND OLDER SHOW EVIDENCE OF PERIODONTAL DISEASE

Periodontal disease continues to be a prevalent medical issue

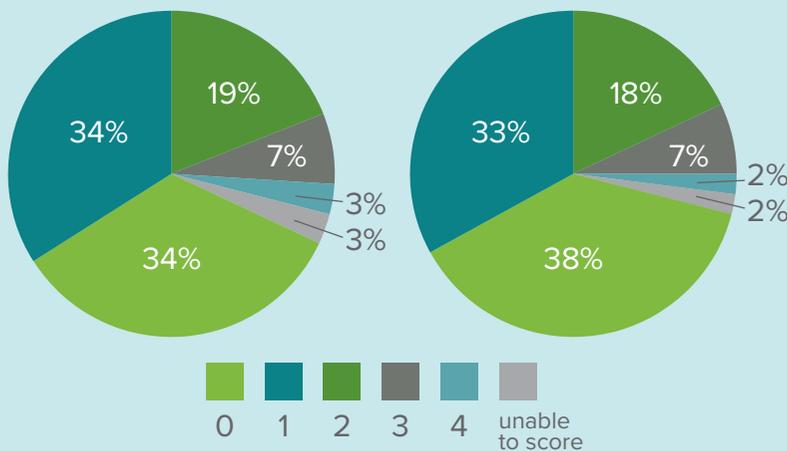


In the dataset show some stage of periodontal disease

AGE MAKES A DIFFERENCE

Only 17% of juveniles experience any periodontal exam score above 0 for both canines and felines

PERIODONTAL STAGE SCORE DISTRIBUTION



PERCENTAGE OF PATIENTS WITH CLINICAL DISEASE

Summary by age group

	CANINE	FELINE
Juvenile Less than 2 yr. old	16.8%	17.0%
Adult 2 to less than 7 yr. old	62.9%	59.8%
Senior 7 yr. old and older	80.4%	78.5%
All Ages	62.4%	59.6%

NVA'S DATA OF 164,841 DENTAL STAGE SCORES FROM JANUARY 2014–JANUARY 2017 WAS USED FOR ANALYSIS
NVA included scores only from veterinarians that had gone through hands-on training with a board-certified veterinary dentist. Scores were based on the American Veterinary Dental College stage scores. A category for "unable to score" was used for cases when scoring could not be determined.