

## TRANSFORM22

### **WELCOME**



Craig Kasten
Co-Founder & Managing Member
SKYGEN

TRANSFORM 22

### KASTEN'S KRYSTAL BALL

TRANSFORM 22

#### **CORPORATE EXPANSION & CONSOLIDATION IN HEALTHCARE**

FACT: 70% of physicians are employed by Hospitals or corporations.

FACT: Top 5 pharmacy chains encompass over 85% of prescriptions revenue in U.S.

FACT: Independent optometrists represent about half of the practices today.



#### DENTISTS OWNING THEIR OWN PRACTICE IS DECLINING RAPIDLY

1999

65%

of dentists owned their own practice



2019

50%

of dentists owned their own practice

**FACT:** 

# CORPORATE DENTAL EXPANSION IS HERE TO STAY



#### US DENTAL BENEFIT INDUSTRY: NO COKE OR PEPSI

#### Medicaid/CHIP (86M)

- Health Plan Subcontracting
- State Carveouts

#### Medicare

(62M)

- Medicare Advantage
- Dental Savings Plan

#### Public Sector

(35M)

- Federal Employees
- Government Sponsored Plans
  - Self-Funded
  - Prepaid
- US Military Personnel

#### Private Sector (165M)

- Employer Sponsored Plans
  - Self-Funded
  - Prepaid
- Obamacare/Individual Plans
- Association Plans

#### Uninsured

(20M)

• Dental Savings Plan

Offices serving the Medicaid sector will have lowest percentage of corporate dental practices.

3.

Specialists will continue to operate predominately from group practice models.

cMS will attempt to develop a value-based compensation approach for some dental services rendered to Medicaid & Medicare members.

A dental second opinion industry will emerge fueled by expanded patient access to dental records and greater patient familiarity and comfort with virtual dental visits.

FACT:

50% OF DENTAL TREATMENT
PLANS ARE NOT ACTED
UPON BY THE PATIENT.

Several new entities will emerge in an effort to become the U.S. market leader in dental benefits by 2030.

#### LEADERS IN DENTAL



PRIVATE GROUP

A mission to
dominate the U.S. dental
space – fueled by an
organizational
diversification by
population



**MEDICAID** 

**MEDICARE** 





MASTERY OF MOBILE
AND VIRTUAL CONSUMER
EXPERIENCE



ABILITY TO COLLABORATE
WITH COMPETING
CORPORATIONS

On-line eyewear purchases will become 40% of all eyewear purchases being made on-line by 2030.



# By 2100, the Milwaukee Brewers will not have won a World Series.

