



Hypertension Identification Program (HIP) Toolkit

2021

BACKGROUND

High blood pressure (hypertension) affects nearly 50 million people in the United States and underlies most cardiovascular disease. It is one of the most prevalent—but frequently undiagnosed—conditions in the country and can put individuals at higher risk for heart attack, stroke, heart failure, and other serious health issues.

Because of its asymptomatic nature for many people, the problem goes undetected. Current levels of detection and control need to be improved, and we believe all health care providers, including dental providers, need to be involved in detection and management of this important public health problem. Dental providers especially can play an important role in the detection and management of hypertension, since many people visit the dentist more often than they visit their primary care provider.

DELTA DENTAL OF COLORADO'S HYPERTENSION IDENTIFICATION PROGRAM

Delta Dental of Colorado (DDCO) has a mission to improve the oral health of the communities we serve. In 2017, DDCO partnered with CU Health Plan (CUHP) and a select group of highly utilized dentists to track blood pressure readings taken during routine visits. During the program's initial trial period, we received claims data for **more than 3,700 patients** and, through integrated data sharing, connected the medical and dental aspects of overall health based on American Heart Association guidelines for hypertension identification. **More than 1,300 lives were saved** through early detection of hypertension and referral for follow-up primary care.



All providers are strongly urged to review information on hypertension, especially its relationship to identification by a dental professional and dental treatment of hypertensive patients. The **Additional Resources** section of this document provides you with links to relevant reading materials that will help prepare dental providers and staff to incorporate the screenings and consultations into the practice flow. We encourage your office to perform screenings on all adult patients, based on the American Heart Association's recommendations.

PROGRAM OVERVIEW

The Hypertension Identification Program (HIP) reimburses dental offices that perform blood pressure screenings at routine preventive visits for CUHP (group #12026), Larimer County (group #11386), and Jefferson County School District (group #1055) members who are at least 20 years old. Participating providers should use the following steps to track and record blood pressure readings during patient visits:

1. Take an initial or updated medical history from the patient.
2. Record the blood pressure readings twice at the patient appointment.
3. Assign a hypertensive category to the patient as noted in the chart on [page 5](#).
4. Provide educational counseling and materials appropriately based on the hypertensive category assigned. You can find samples in the [Additional Resources](#) section.
5. Refer the patient to a medical colleague, as appropriate, for more definitive diagnosis and treatment/maintenance. The [FAQ](#) section provides additional information for primary care referral by participating employer group.
6. Share a copy of the [HIP patient form](#) (at the end of the document) with the patient upon completion of their appointment and provide guidance for seeking primary care follow-up when necessary.
7. Submit the appropriate code on the claim form to DDCO that will identify the assigned hypertensive category for the patient, along with any other procedures performed. Be sure to [attach a copy of the HIP patient form](#). You will be compensated for the steps listed above.

PROCEDURE

Completing a blood pressure screening at routine preventive dental visits is a quick and simple process.

A sphygmomanometer is needed. There are three types used to measure blood pressure: mercury, aneroid, and digital. All are acceptable to use for this program. If the procedure is being conducted manually, a stethoscope is also required.

To begin the process of taking a patient’s blood pressure, the patient must:

- Start in a seated position with their arm slightly flexed.
- The elbow should be at the level of the heart.
- Legs should be straight out (uncrossed) in front of the patient.
- If the patient is anxious, wait a few minutes before taking the pressure.

Impact of Incorrect Measurement Techniques	
Sitting without back support	Increase of 6 to 10 mm Hg-SBP
Recent use of tobacco/caffeine	Increase of 6 to 11 mm Hg-SBP; Increase of 5 mm Hg-DBP
Legs crossed	Increase of 8 to 10 mm Hg-SBP; Increase of 6 mm Hg-DBP

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PROCEDURE (CONTINUED)

Impact of Incorrect Measurement Techniques	
Cuff too small	Increase of 8 to 10 mm Hg-SBP; Increase of 2 to 8 mm Hg-DBP
Arm unsupported	Increase of 1 to 7 mm Hg-SBP; Increase of 5 to 11 mm Hg-DBP
Not using bare arm	Increase of 5 to 50 mm Hg-SBP
Talking	Increase of 7 mm Hg-SBP; Increase of 8 mm Hg-DBP

http://www.heart.org/HEARTORG/Conditions/HighBloodPressure/GettheFactsAboutHighBloodPressure/The-Facts-About-High-Blood-Pressure_UCM_002050_Article.jsp#.WO6kUO0zWUk

To complete the procedure manually:

1. Use properly sized blood pressure cuff.
2. The length of the cuff's bladder should be at least equal to 80% of the circumference of the upper arm.
3. Wrap the cuff around the upper arm with the cuff's lower edge one inch above the antecubital fossa.
4. Lightly press the stethoscope's bell over the brachial artery just below the cuff's edge.
5. Rapidly inflate the cuff to 180 mm Hg. Release air from the cuff at a moderate rate (3 mm/sec).
6. Listen with the stethoscope and simultaneously observe the sphygmomanometer.
7. The first knocking sound (Korotkoff) is the patient's systolic pressure.
8. When the knocking sound disappears, that is the diastolic pressure.
9. Record the pressure, which arm was used, and the cuff size (small, standard, or large adult cuff).
10. If the patient's pressure is elevated, measure blood pressure two additional times, waiting a few minutes between measurements.



To complete the procedure electronically:

1. Follow steps one to three above, from manual procedure.
2. Follow instructions on sphygmomanometer's user manual.
3. Record the pressure, which arm was used, and the cuff size (small, standard, or large adult cuff).
4. If the patient's pressure is elevated, measure blood pressure two additional times, waiting a few minutes between measurements.

A BLOOD PRESSURE OF 180/120 mm Hg OR MORE REQUIRES IMMEDIATE MEDICAL ATTENTION!

This is also known as a hypertensive crisis.

A hypertensive crisis can be accompanied by one or more of the following symptoms:

- Severe headache
- Shortness of breath
- Nosebleeds
- Severe anxiety



AMERICAN HEART ASSOCIATION CLASSIFICATIONS

Blood Pressure Category	Systolic mm Hg (upper number)		Diastolic mm Hg (lower number)
Normal	Less than 120	and	Less than 80
Elevated Blood Pressure	120-129	and	Less than 80
High Blood Pressure (Hypertension) Stage 1	130-139	or	80-89
High Blood Pressure (Hypertension) Stage 2	140 or higher	or	90 or higher
Hypertensive Crisis (emergency care needed)	Higher than 180	and/or	Higher than 120

heart.org/en/health-topics/high-blood-pressure/understanding-blood-pressure-readings

Submit this code...	...if the patient is...	...with this fee.
D0010	Normal: < 120/ AND /< 80	\$9
D0020	Elevated: 120-129/ AND < than 80	\$9
D0030	Hypertensive I: 130-139/ OR 80-89	\$9
D0040	Hypertensive II: 140 OR > 90	\$9
D0050	Hypertensive Crisis* > 180 AND/OR > 120	\$9

* Have this patient seen by a medical provider immediately.

ADDITIONAL RESOURCES

1. The Hypertension Identification Program (HIP) patient form can be found on the next page. Please complete, make copies for the patient and for your files, and attach the original to your claim form.
2. Educational material for dental providers:
 - a. aafp.org/news/health-of-the-public/20131218hypertensiongdln.html
 - b. adctoday.com/sites/default/files/literature/9000_Whitepaper_0002.pdf
 - c. dimensionsofdentalhygiene.com/article/understanding-the-new-blood-pressure-guidelines/
 - d. heart.org/en/health-topics/high-blood-pressure/the-facts-about-high-blood-pressure
3. Educational material for your patients:
 - a. cdc.gov/bloodpressure/docs/ConsumerEd_HBP.pdf
 - b. heart.org/HEARTORG/Conditions/HighBloodPressure/High-Blood-Pressure_UCM_002020_SubHomePage.jsp
 - c. webmd.com/hypertension-high-blood-pressure/default.htm
 - d. webmd.com/hypertension-high-blood-pressure/guide/diastolic-and-systolic-blood-pressure-know-your-numbers#1

For questions, contact Delta Dental of Colorado's provider relations team at 303-889-8677 or profservices677@ddpco.com.



HYPERTENSION IDENTIFICATION PROGRAM (HIP) – PATIENT FORM

Please share this form with your patient at the end of the appointment and submit a copy with your claim.

Patient Name:

Dentist Name:

Date of Birth:

Physician Name:

Subscriber ID#:

Physician Phone:

Pre-treatment
BP reading:Post-treatment
BP reading:

BLOOD PRESSURE CLASSIFICATIONS*

D0010 – Normal (systolic lower than 120 mm Hg AND diastolic less than 80 mm Hg)

D0020 –Elevated (systolic 120–129 mm Hg AND diastolic less than 80 mm Hg) – **See physician**

D0030 – Hypertensive – Stage 1 (systolic 130–139 mm Hg OR diastolic 80–89 mm Hg) – **See physician**

D0040 – Hypertensive – Stage 2 (systolic 140 or > mm Hg OR diastolic 90 or > mm Hg) – **See physician**

D0050 – Hypertensive Crisis (systolic >180 mm Hg AND/OR diastolic >120 mm Hg) – **See physician**

KNOW YOUR BLOOD PRESSURE NUMBERS

Patients visit their dental office more than their primary care physicians. We feel it's important to educate our patients on the importance of oral health to overall health. Integrating simple medical practices to dental care allow us to expand that education while potentially helping to save a life. Did you know that your blood pressure can affect your dental care? **Please consider sharing today's blood pressure reading with your physician.**

Hypertension may be primary, which means it develops as a result of environmental or genetic causes, or secondary, which has multiple etiologies, including renal, vascular, and endocrine causes.

There are many guidelines established for managing hypertension and averting the consequences that affect the rest of the body. Lifestyle modifications include:

- Weight loss
- Limiting alcohol intake to no more than two drinks per day for men and no more than one drink per day for women. A drink is one 12-oz. beer, 4 oz. of wine, 1.5 oz. of 80-proof spirits, or 1 oz. of 100-proof spirits
- Reduction of sodium intake
- Adequate intake of potassium, calcium, and magnesium
- Quitting smoking
- Reduction of dietary fat and cholesterol intake
- Engagement in aerobic exercise at least 30 min/day
- Increase consumption of fruits, vegetables, and low-fat dairy products

FAQs

The Hypertension Identification Program (HIP) reimburses general and periodontist dental offices that perform blood pressure screenings at routine preventive visits for [CU Health Plan \(CUHP\)](#), [Jefferson County School District](#), and [Larimer County](#) members who are at least 20 years old.

Q: Who can participate in this program?

A: All general practitioners and periodontists who see patients in groups #11386 (Larimer County), group #1055 (Jefferson County School District), and #12026 (CU Health Plan), its sub-groups of retirees, and CUHP COBRA members can participate.

Q: What's the compensation received for taking blood pressure readings during preventive visits?

A: DDCO will pay \$9 for blood pressure readings taken during preventive dental visits, limited to twice per year, for members who are at least 20 years old and part of participating groups.

Q: What equipment do I need in order to participate?

A: The only equipment that is needed is a digital, aneroid, or mercury sphygmomanometer (blood pressure cuff). DDCO will provide a free cuff to the first 50 highly utilized providers for Larimer County members who sign up on our website. Any sphygmomanometer can be used to participate, it does not need to be the one provided by DDCO.

Q: How are the blood pressure readings submitted?

A: Enter the customized procedure code onto your claim in the Procedure Code section on a paper claim and Proc section on an electronic claim, according to the level of your patient's hypertension. Customized procedure codes are as follows:

Submit this code...	...if the patient is...	...with this fee.
D0010	Normal: < 120/ AND /< 80	\$9
D0020	Elevated: 120-129/ AND < than 80	\$9
D0030	Hypertensive I: 130-139/ OR 80-89	\$9
D0040	Hypertensive II: 140 OR > 90	\$9
D0050	Hypertensive Crisis* > 180 AND/OR > 120	\$9

* Have this patient seen by a medical provider immediately.

Q: What do I do with the Hypertension Identification Program (HIP) Patient Form?

A: Submit one copy of the form with your claim as an attachment in the usual way in which you submit claim forms, either through the Delta Dental of Colorado Web portal at deltadentalco.com, via your clearinghouse, or mail to PO Box 713803, Denver, CO 80237. The other copy of the patient form should go to the patient.

Q: What information should I give my patients?

A: Patients should receive a copy of the completed Hypertension Identification Program (HIP) Patient Form. You should also discuss what their blood pressure reading means and the importance of a normal blood pressure reading. Patients who have a blood pressure reading considered elevated and above should be referred to their primary care physician for follow up care.

For Larimer County patients with elevated blood pressure readings and above, you should refer them to their primary care provider or the Larimer County health clinic:

The Wellness Clinic

2601 Midpoint Drive, Suite 100

Fort Collins, CO

Phone: 970-980-2425

Marathon-health.com

The **HIP toolkit** provides tips and additional resources about the importance of blood pressure.

Q: What should I do if my patient is in a hypertensive crisis (> 180 and/or > 120)?

A: Patients in a hypertensive crisis need immediate care and 911 should be called.

Q: Is the patient paying for this \$9 amount?

A: No, and it doesn't come out of their benefit maximums.

Q: Where is the Hypertension Identification Program (HIP) toolkit?

A: The toolkit can be downloaded from the Delta Dental of Colorado website at deltadentalco.com/dentists.aspx. Scroll down to the section titled Hypertension Identification Program and click HIP Toolkit to download and save. The Hypertension Identification Program (HIP) Patient Form can be found on the last page of the toolkit. You can also visit this link directly: deltadentalco.com/HIPregistration.aspx.

Q: How do we register the providers in our office to participate in the program?

A: Registration for the program is completed online. Visit the Delta Dental of Colorado website at deltadentalco.com/dentists.aspx. Scroll down to the section titled Hypertension Identification Program. Click on Learn more. Scroll down to the section that reads: Sign up to participate in the HIP program by completing the [Hypertension Identification Program Registration Form](#). The link will take you to the form that will need to be completed. You will need to enter information for each provider in your office along with all the information requested in each line item. Once you submit the registration, you will receive an automated email with more information and a link to download the HIP toolkit.

Q: What is the importance of hypertension readings?

A: Our mouths are connected to our bodies and medical/dental integration is the future. Patients typically visit their dental providers more often than their physicians, and we might be able to help save a life. High blood pressure (hypertension) is one of the most prevalent—but frequently undiagnosed—conditions in the United States. High blood pressure can put individuals at higher risk for heart attack, stroke, heart failure, and other serious health issues. Because high blood pressure is largely symptom-free, many people may not even be aware that they have it. Hypertension affects nearly 50 million people in the United States and underlies most cardiovascular disease; its diagnosis and control should be of concern to all health care providers.

Q: Where do I find out if our patient is under group #12026, #1055, or #11386?

A: The DDCO fax back on benefits will show the group number directly below the disclaimer. You can also find what group number a patient belongs to by looking up the patient on the secure provider portal at deltadentalco.com. Finally, you can also contact our customer service department customer_service@ddpco.com or 303-741-9300.