New value-add integrating medical and dental care available to United Concordia Dental network dentists

Dental sleep medicine continuing education discount now offered through Nierman Practice Management collaboration



CAMP HILL, Pa. (July 9, 2024) — A new value-add integrating medical and dental care is available to United Concordia Dental network dentists. To increase awareness and assist practices interested in implementing Dental Sleep Medicine (DSM) treatment, providers can now receive a discount for select continuing education courses through a new collaboration with Nierman Practice Management.

“Since a number of its signs are observed in the mouth, dentists can often be the first clinicians to detect sleep-related breathing disorders like sleep apnea in patients,” said Ed Shellard, DMD, president and CEO, United Concordia Dental. “This new offering — the first of its kind for the company — will better prepare our network dentists to implement DSM treatment, while also providing them a good framework to collaborate with medical doctors in delivering comprehensive care plans for our members.”

To help educate United Concordia network dentists on the fundamentals of DSM treatment, including implementation and medical billing, select DSM courses through Nierman Practice Management’s online learning platform are available at a 60% discount. Two mini courses are also being offered at no cost. View additional details on this offering.

It’s estimated that 1 in 5 adults suffer from sleep apnea, and poor sleep can affect a person’s oral and overall health. According to a Clinical Oral Investigations study, sleep disorders are associated with a weakened immune system and higher levels of gum inflammation, which can lead to an increased risk of gum and heart disease. Additionally, sleep apnea accompanied by dry mouth boosts the risk for tooth decay and gum disease.

“Sleep disorders are just one of many chronic conditions impacting your oral and overall health. Because dental health is such an important part of well-being, we prioritize developing educational opportunities, programs and benefit designs that take an integrated approach to patient care. The more dentists and other clinicians can work together to create comprehensive treatment plans for their patients, the greater the likelihood that any potential health issues can be caught early on,” said Shellard.

For more on oral health, including dentists’ role in sleep apnea detection, visit the Oral Health Resources section at UnitedConcordia.com. Sign up to get the latest company news.

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