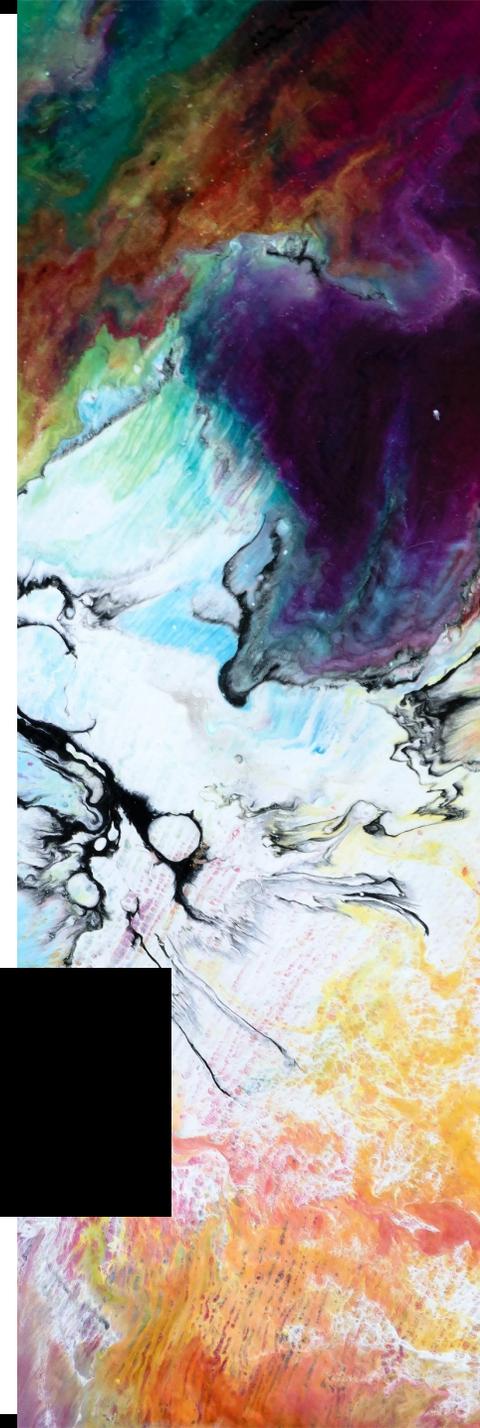


**IVORA**

*Teledentistry in Practice*



# INTRODUCTION

*Teledentistry and Ivora*

# OUR VISION AND PURPOSE

## Vision:

- Making teledentistry work for dentists and patients utilizing our unique model
- Serving underserved, uninsured patients

## Need:

- Certified dental assistant radiography under indirect supervision for new patients

## Purpose:

- Seeking your endorsement of our pursuit



# WHO WE ARE

## *Background*

### **Stephen Fabiano**

- Optum
- 10+ years of Healthcare Industry experience
- Expertise in Product Development, Strategy, Analytics
- B.S. in Economics from BYU

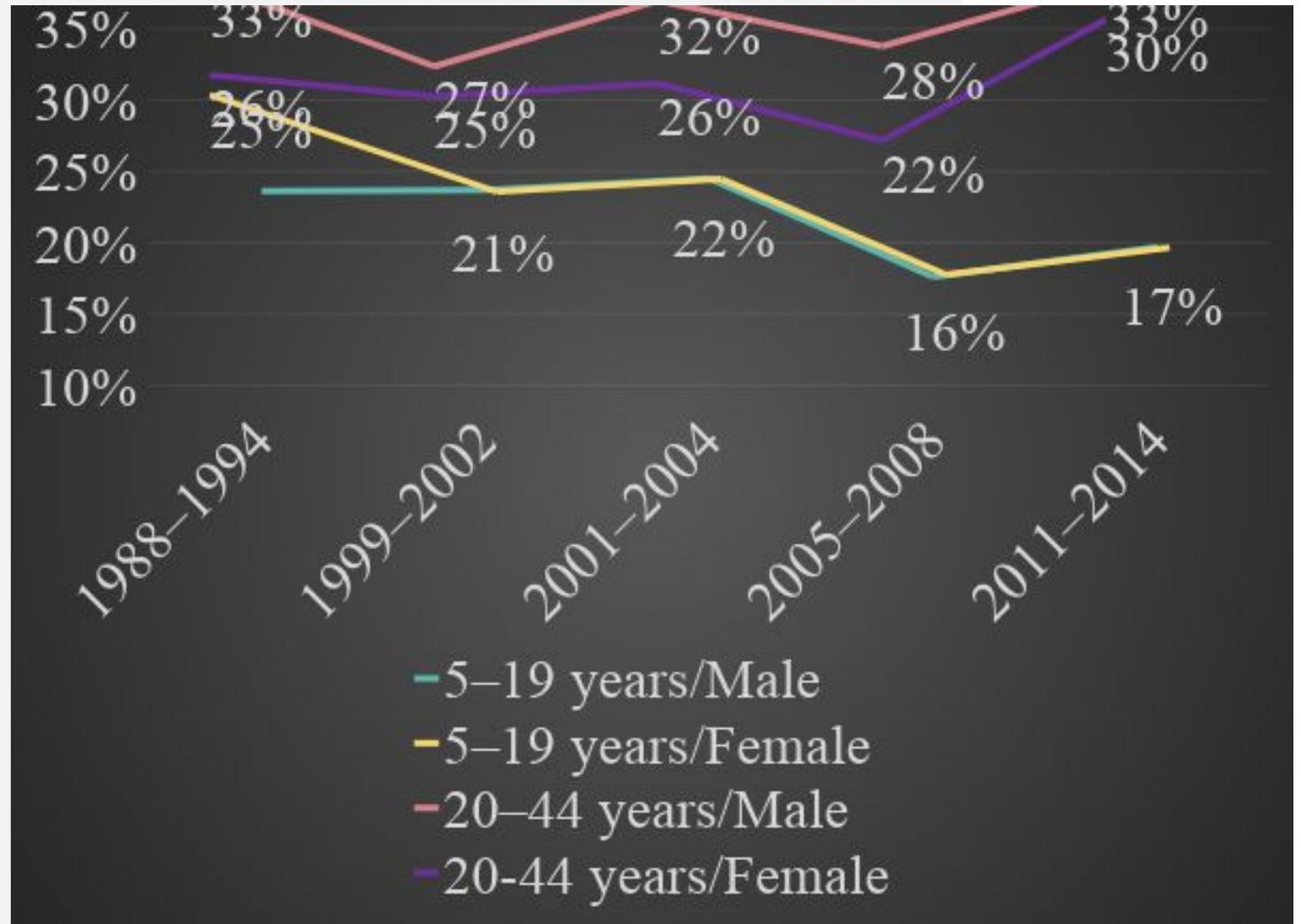
### **Dr. Greg Randall**

- Practicing Dentist
- Case Western Reserve Dental School
- Strong dental business acumen

# Patient Landscape and Opportunity

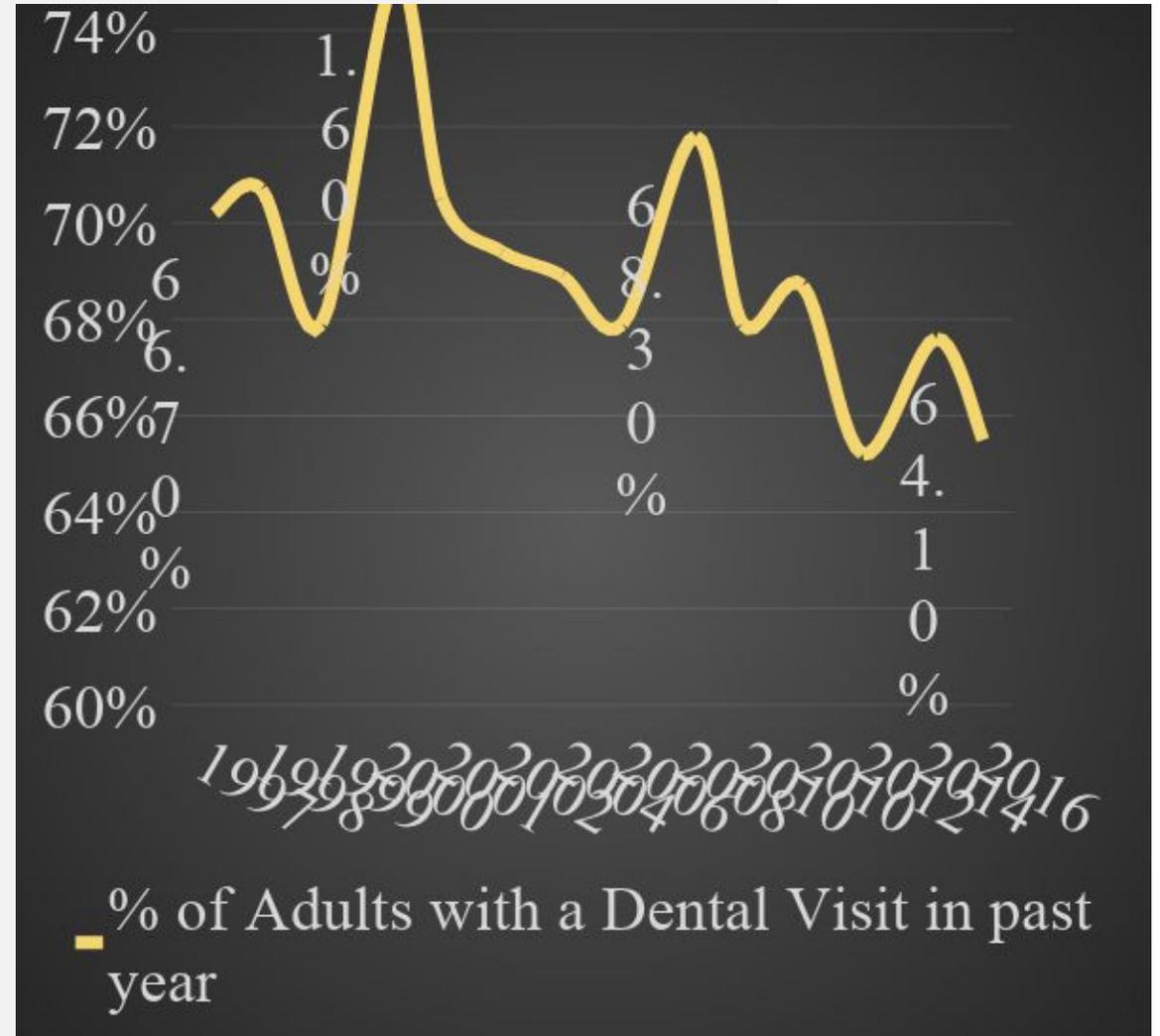
*A tremendous opportunity among the uninsured*

# PERCENTAGE OF POPULATION WITH UNTREATED DENTAL CARIES



\*Data from CDC Oral Health Surveys

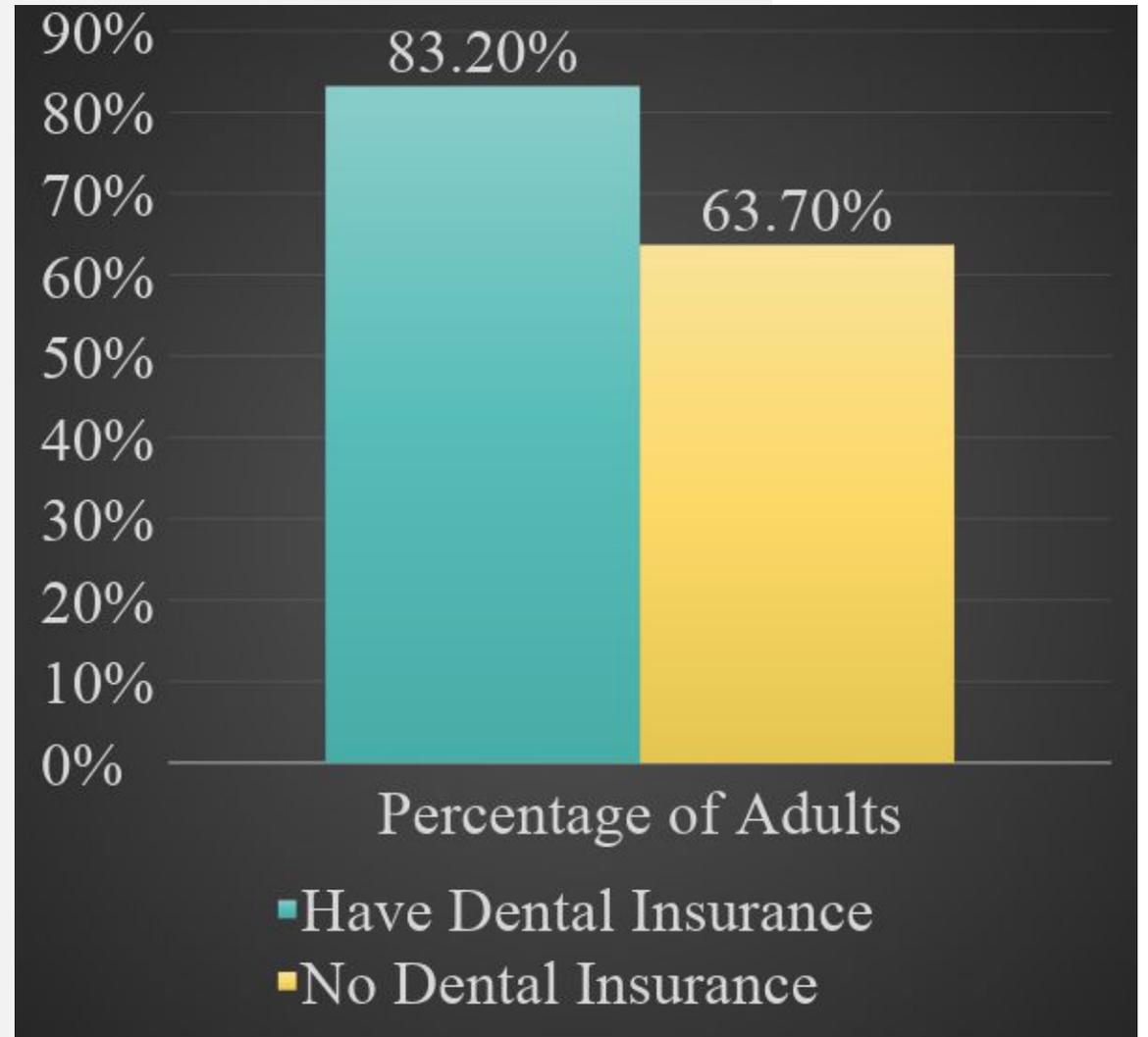
# PERCENTAGE OF UTAH ADULTS WITH A DENTAL VISIT IN THE PAST YEAR



\*Data from CDC Oral Health Surveys

*Time Series*

# PERCENTAGE OF UTAH ADULTS WITH A DENTAL VISIT IN THE PAST YEAR



*Figure differentiated by those with and without dental insurance (2001)*

\*Data from CDC Oral Health Surveys

# Future of Teledentistry with Ivora

*The current trajectory with Ivora*

# HOW TELEDENTISTRY CAN WORK

- Teledentistry can connect dentists with more patients
- Hygienists can practice independently in public health
- They will continue to push for private practice



# HOW TELEDENTISTRY CAN WORK

- We can make teledentistry work for dentists
- Certified Dental Assistants performing radiography under indirect supervision for new patients
- Medical Histories are reviewed
- Radiographs are reviewed same-day



# The Ivora Difference

*Our Model*

## HOW IVORA HELPS PATIENTS

- Better access to dentist
- Saves time and money
- Educated on what options are available
- Better understanding of why dentistry is subjective
- Able to find a dentist they trust and agree with fostering long lasting relationships



## HOW IVORA HELPS DENTISTS

- Higher fee for service NP flow
- Patient Education
- Doctor/ patient relationships should last longer if patients find a dentist they agree with from the start.
- Immediate payments
- Dentists can save time
- Patient surveys



# OUR PROCESS ESSENTIALS

Small cohort of dentists  
produce blind treatment plans  
and submit to patient



Patients choose tentative  
treatment plan



New Patient Exam in selected  
doctor's office



Treatment is administered



Payment is Disbursed

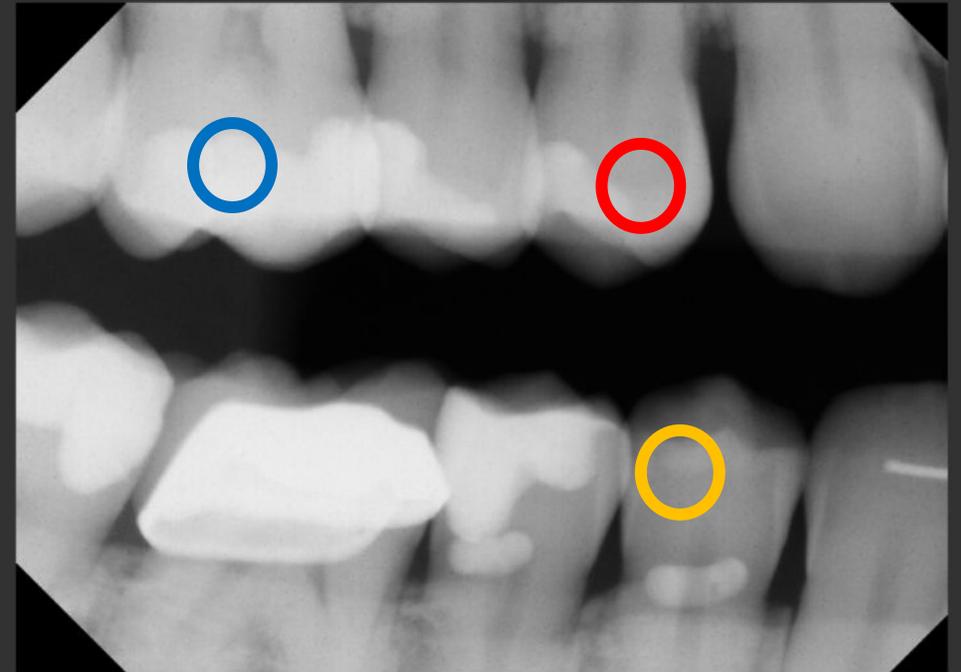
# Example Imagery

*Radiographs and Video*

# EXAMPLE RADIOGRAPH



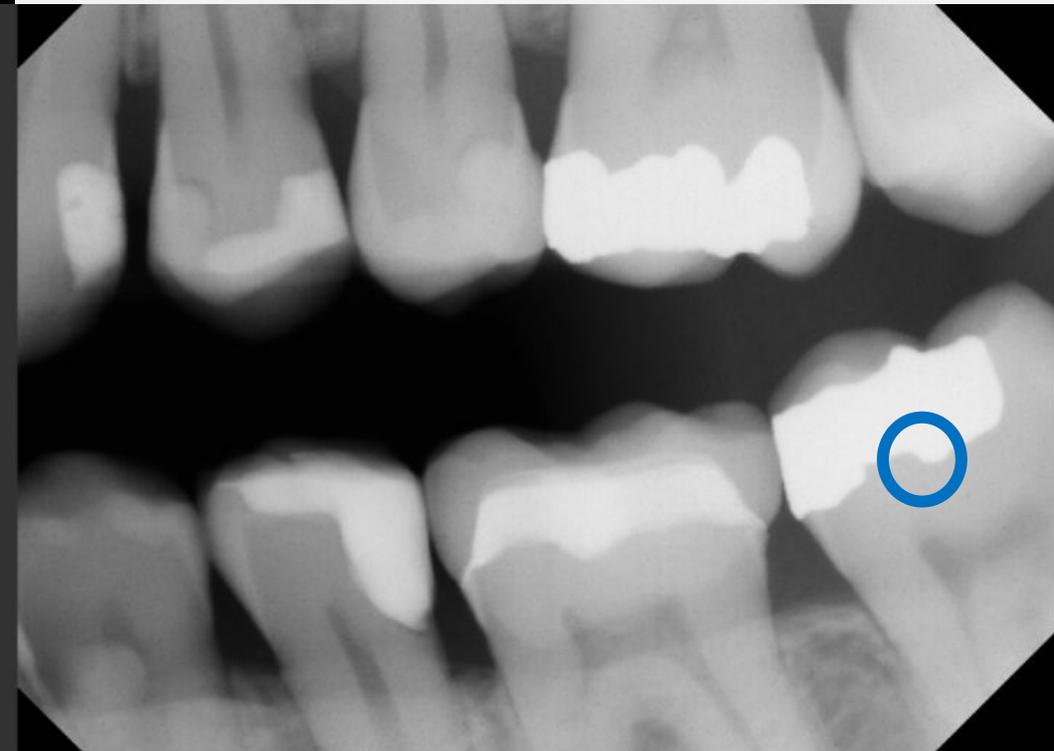
Greg Randall 10/30/2018



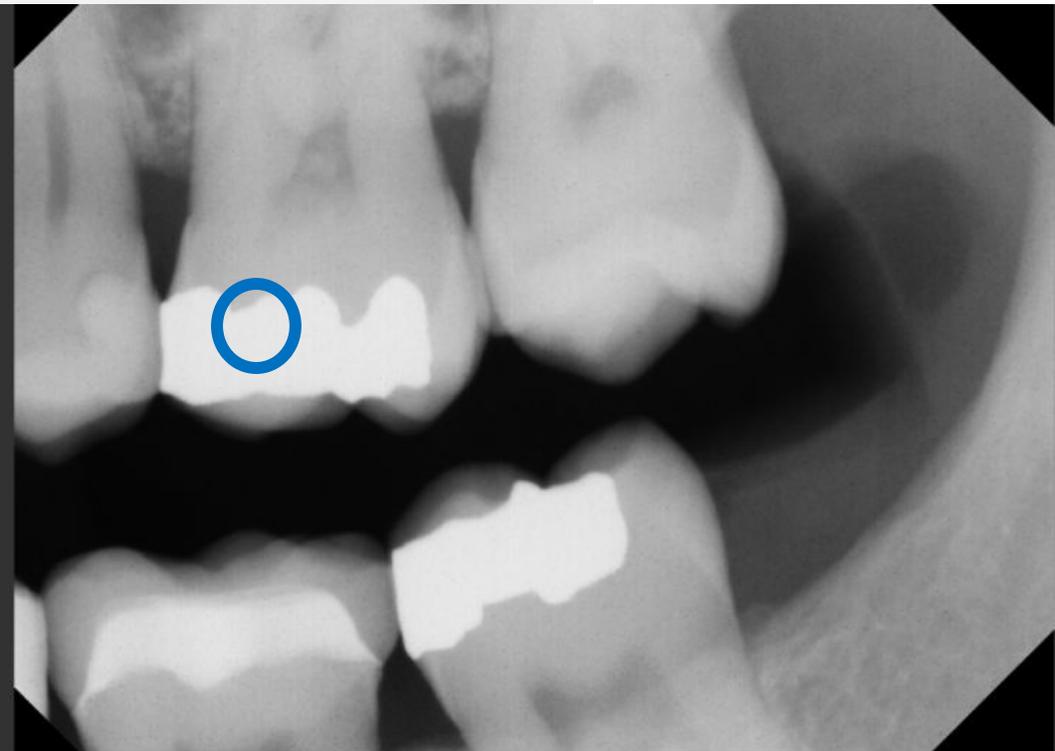
Greg Randall 10/30/2018

1. Treatment that needs clinical evaluation indicated at blue circle
2. Treatment that is a possible watch at yellow circles
3. Treatment that needs to be addressed at red circles

# EXAMPLE RADIOGRAPH



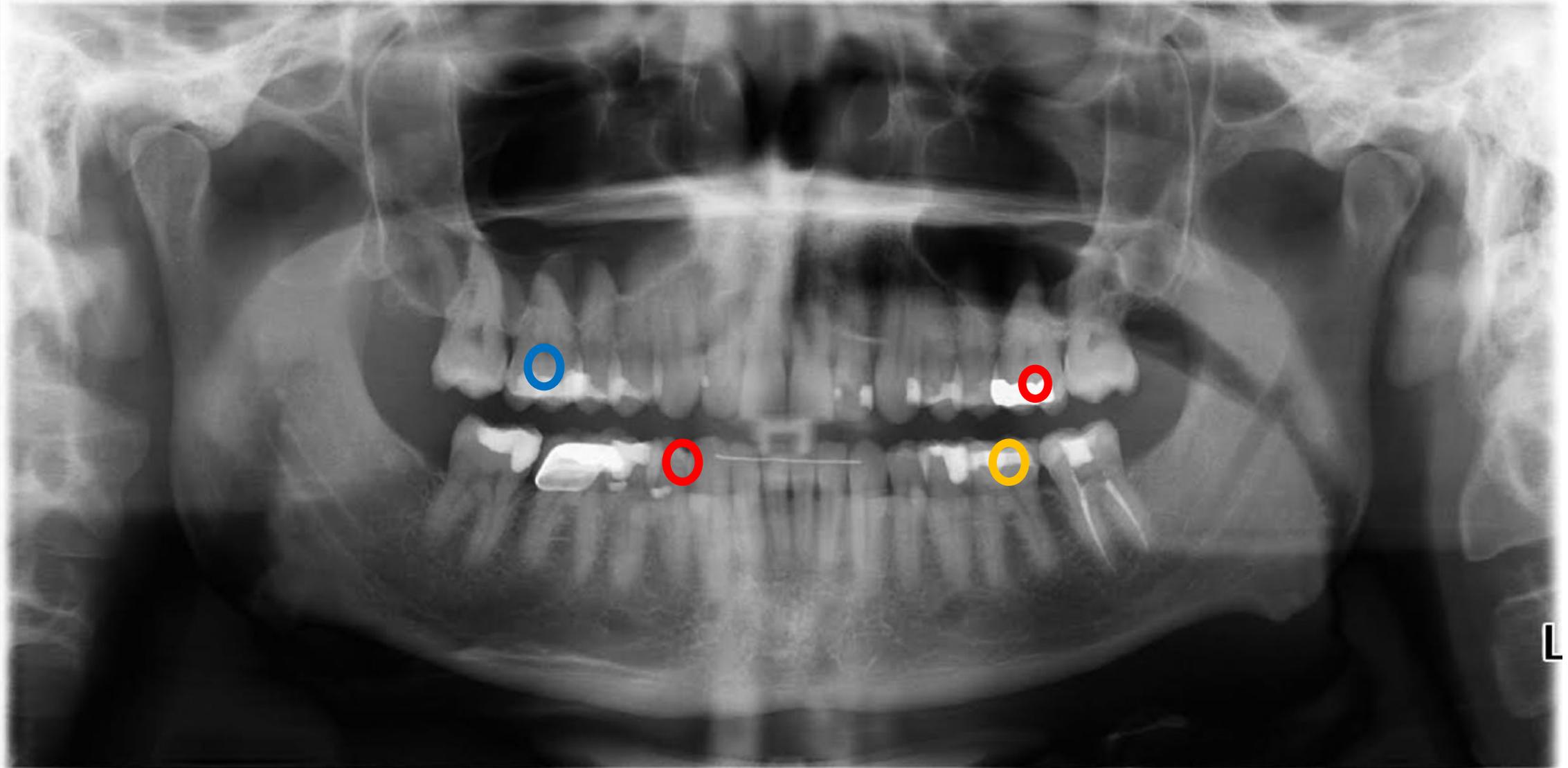
Greg Randall 10/30/2018



Greg Randall 10/30/2018

1. Treatment that needs clinical evaluation indicated at blue circle
2. Treatment that is a possible watch at yellow circles
3. Treatment that needs to be addressed at red circles

# EXAMPLE RADIOGRAPH



# EXAMPLE INTRAORAL VIDEO



# CONCLUSION

*A framework for  
success in Utah*

# OUR VISION

## Our Impact:

- Long-term patient relationships
- Access to care for uninsured patients

## Our Need:

- ***Certified*** dental assistants taking radiographs under ***indirect supervision*** for ***new*** patients.

## Our Appeal:

- Your endorsement of our business



# THANK YOU

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 <http://ivoradv.com>