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

*Data from CDC Oral Health Surveys

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