

5 days
15+ Experts
20+ Sessions

Expert Talks
Panel Discussions
Fireside Chats



Ingenium
Digital Health
Advisors

DIGITAL HEALTH SYMPOSIUM

March 1-5, 2021

Attend Live for FREE

IngeniumDigitalHealth.com/symposium

**Beyond Covid:
From Virtual Care
to Connected Health**



Our Sponsors



**Beyond Covid:
From Virtual Care
to Connected Health**

Teledentistry: Exactly how do you do that?

Howard Reis, MBA

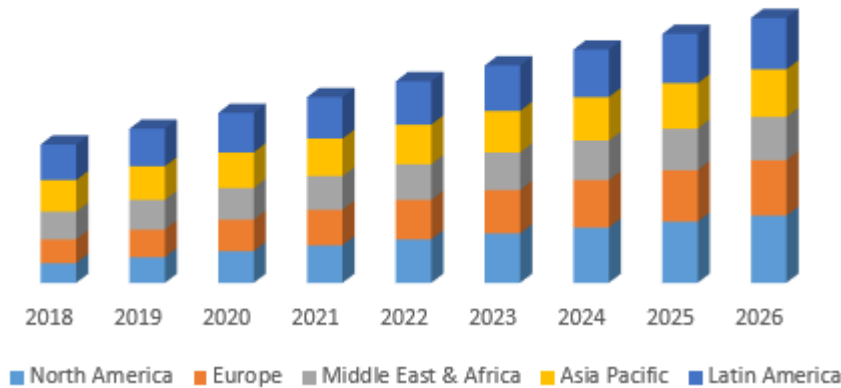
Fri, March 5 @ 11:00 AM EST

Ingenium
Digital Health
Advisors



Beyond Covid: From Virtual Care to Connected Health

**Telemedicine Technologies and Service Market,
by Region**



Telehealth Has Exploded

McKinsey has estimated market size at \$250 Billion

Teledentistry market estimated at \$2.6 Billion

New Frontiers for Telemedicine

Specialty Care

Remote Patient Monitoring

E-Commerce

Population Health

Specialties - Available Today



THE FACTS

“Overall health must include oral health!”

Aetna and Columbia University College of Dental Medicine announce results of their collaborative DMI Program showing relationship between periodontal treatment and a reduction in the overall cost of care for thee chronic conditions.

-Hartford, Conn., March 20, 2006

Telehealth is growing faster than any other place of care.

Visits and remote patient monitoring grows as much as seven-fold. —*Frost & Sullivan*

Seven-fold growth in telehealth by 2025.

27% lower risk scores

25% lower preterm delivery rates

12% lower medical costs

34% fewer incidents of low birth weight



HOLLAND
HEALTHCARE®



TheTeleDentists®

THE OPPORTUNITY



\$2.7B

Existing Market

\$2.7B is spent at hospital ERs for dental complaints.



180M

New Market Opportunities

180M people in the US did not see a dentist last year.



\$270M

2021 Goal

10% of the \$2.7B existing market by 2021
10% of new market (180M needing care) by 2021

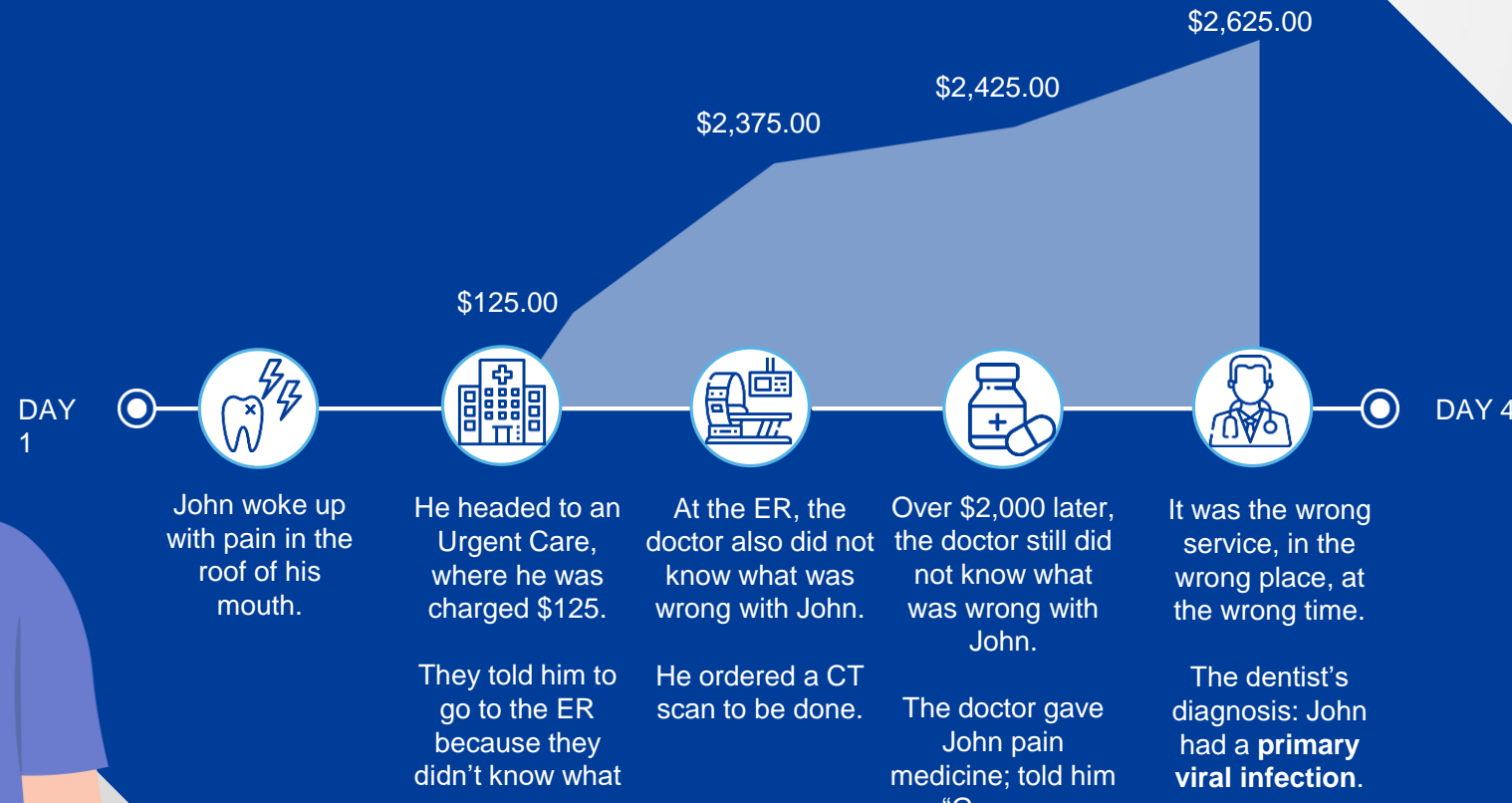


HOLLAND
HEALTHCARE®



TheTeleDentists®

JOHN'S STORY

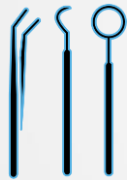


HOLLANDIST HEALTHCARE® The TeleDentists®

JOHN'S STORY... with Teledentistry



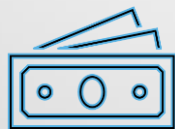
30 minutes



Right specialists



Right prescription



Right price



HOLLAND
HEALTHCARE®



TheTeleDentists®

Virtual Dentist Benefits



Connect patients instantly to a virtual dentist



Patients pick up a prescription or purchase oral health supplies



“Neighborhood Healthcare Center” – not only “Your Local Pharmacy”



The dentist is IN at – giving a competitor edge and building further customer loyalty



HOLLAND
HEALTHCARE®



TheTeleDentists®



TheTeleDentists[®]



Introducing The
TeleDentists
A virtual dentist
available 24/7/365
wherever, whenever a
dentist is needed.

The Covid-19 Pandemic – Impact on Dentistry



- Patients have delayed or postponed routine dental care
- 1 in 3 parents say dental care for their children is hard to find during Covid
- Dental Offices feel extra strain to retain patients and attract new ones
- Staffing Shortages will continue to impact the industry.

The Covid-19 Pandemic Changed All the Rules

- Telehealth visits surged >50% amid the coronavirus pandemic
- Analysts now expect telehealth visits to top 200 million this year, up sharply from their original expectation of 36 million visits for all of 2020.
- Prescribing controlled substances
- Cross State Licensure
- Relaxed HIPAA
- Teledentistry reimbursement codes now available

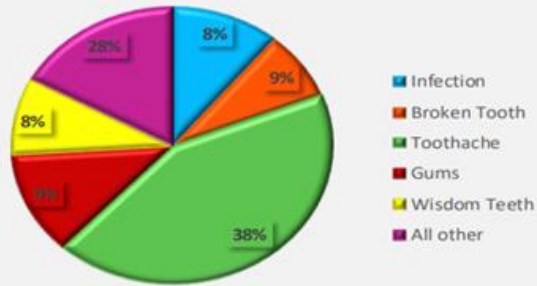
At the point of pain, The TeleDentists...



- Differential Diagnosis
- Prescribe appropriate medication
- Triage to a dental office (if necessary)
- Educates and consults about the condition
- Second Opinion available on proposed treatment plans

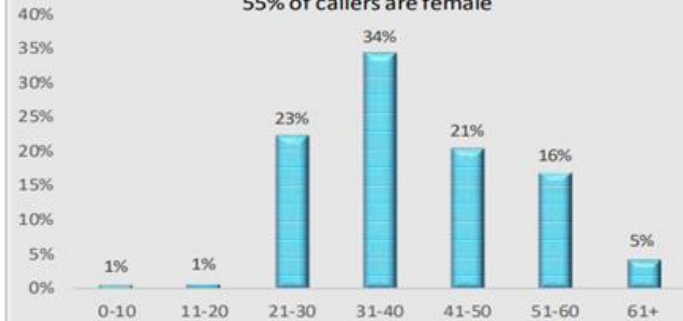
TeleDentists Activity Summary

Reason for Calling

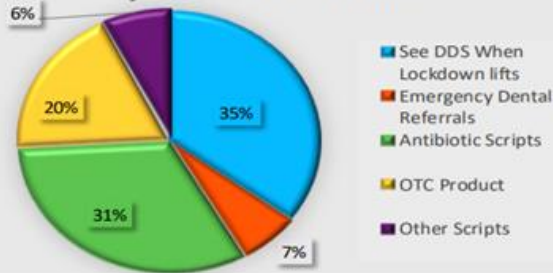


AGE DISTRIBUTION

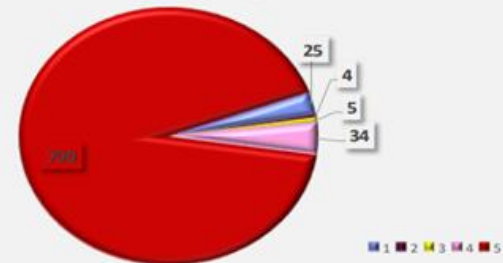
55% of callers are female



Disposition Outcome



Star Rating*



*As of 7/14

Teledentistry- How Do you Do that?

Toothache	Broken Tooth	Filling fell out	Crown came off	Canker Sore	Broken Denture	Thrush (Candida)
Viral Infection	Gum infection/ bleeding	Ulcer/ viral infection	Denture/ partial sore	Malocclusion/ crowding/ spacing consultation	Abfractions	Second Opinions
Oral Hygiene	Gingival inflammation	Chewing tobacco use-deterioration	Tori/ growths	Herpes Lesions	Aphthous Lesions	Decalcification
Broken teeth	Restorations	Missing teeth	Presence of sealants	Staining	Whiteness	Smoking stomatitis
Candida Infection	Fistula— Gum boil	Swelling	Pre-surgical screening	Oral Cancer Screening	Dental/ Medical Integration	TMJ Dry Mouth

TELEDENTISTRY- Where can we do that?

Over 260
Telemedicine
Companies



Telehealth Cos.

At Home



Employer Clinics



Hospital ERs



Mobile Health



Long Term Care



DSOs



Urgent Care



EHRs



Retail Pharmacy



Insurance



FQHCs



Student Health



Travel Health



International

International Opportunities



- License The TeleDentistry System for teledentistry in individual countries
- Global Second Opinions from U.S. based dentists
- Support for under-served countries
- Spanish language site- <https://www.teleodontologos.com/>
- Translation into other languages available

TeleOdontólogos

INICIO

QUIÉNES SOMOS

ACCESO AL SERVICIO

NOTICIAS

SOLICITA UNA SEGUNDA OPINIÓN

CONTÁCTANOS

HABLA CON UN ODONTÓLOGO AHORA

SOLICITA UNA SEGUNDA OPINIÓN

¡No esperes en casa a que te duela más! Alivia tu dolor dental con un Teleodontólogo en línea

RECIBE UNA CONSULTA DENTAL VIRTUAL DESDE TU CASA

¿Cómo Funciona?

¿Es seguro y confiable?

¿Es Fácil?

¿Cuánto Cuesta?

New For 2021.....

TelScopeCare24/7

- Examine, Capture, Connect
- Remote Patient Monitoring
- Distribution in retail clinics
- Medical-Dental Integration



TELSCOPE TELEHEALTH SYSTEM



EXAMINE

Examine the patient with the TelScope Telehealth System.



CAPTURE

Capture a superior quality intraoral image.



CONNECT

Connect that image to a professional instantly.

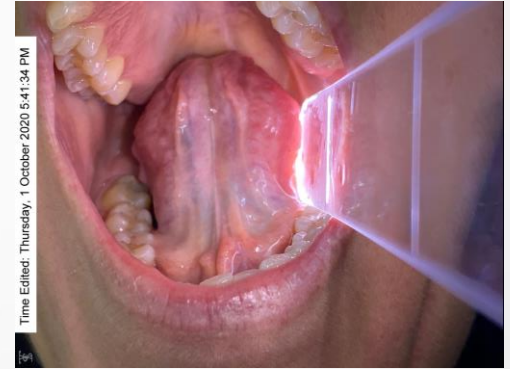


HOLLAND
HEALTHCARE®



TheTeleDentists®

TELESCOPECARE24/7 IMAGES



HOLLAND HEALTHCARE®



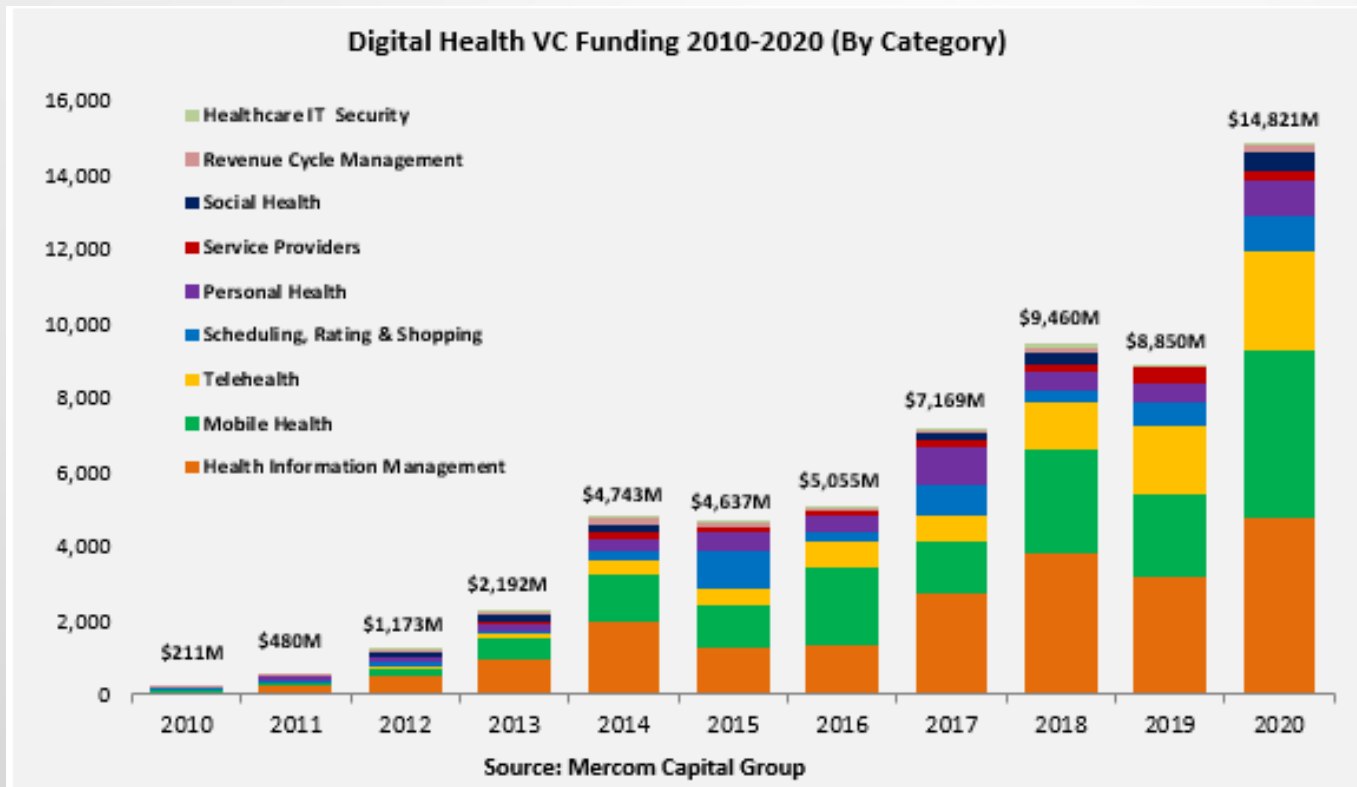
TheTeleDentists®



New Initiatives - 2021

- Increased consumer awareness
- Integration with electronic medical records
- Automated claims processing
- Medical-dental integration
- Expanded e-commerce with the ability to promote dental products (both prescription and non-prescription based)
- Examination of uses for Artificial Intelligence
- International expansion

Telemedicine/Telehealth a Great Place to Invest



What about TeleDentistry?

Thank You

“Companies that most effectively appeal to consumers in their moments of need are the ones that come out ahead.”

[Shanna Johnson](#)

- Howard Reis, CEO

Contact: Howard Reis, CEO

howardr@theteledentists.com

845-392-2915

www.theteledentists.com

THANK
YOU!

5 days
15+ Experts
20+ Sessions
Expert Talks
Panel Discussions
Fireside Chats



Ingenium
Digital Health
Advisors

**DIGITAL HEALTH
SYMPOSIUM**

March 1-5, 2021
Attend Live for FREE
IngeniumDigitalHealth.com/symposium

Beyond Covid: From Virtual Care to Connected Health

