

Project	What's the product?	What's the problem?	Comments / questions to the team
Overjet	AI system designed to analyze data from dentistry to help increasing efficiency and avoid missing information due to time constraints	Dentistry consultations are short and insufficient to analyze all the data from exams.	This will increase the costs from dentists. What benefits will they have that will justify their cost?
Overjet	Software to analyze clinical data using deep learning to improve business profitability	Dental practice performance is not analyzed effectively reducing profit	What will be the cost of your software solution? How will you get clinical data to teach your deep learning algorithm? What are the competitors?
Overjet	Software product analyzing clinical data to increase revenue; to identify missed patient care opportunities	Dentists are making less money - due to consolidation/competition and lower reimbursement	Does the software perform a diagnosis of untreated disease? Can the dentist get reimbursement for the diagnosis?
Overjet	Software (as a service?) for helping dental practices track patients and maximize care and profitability	Dentists are looking to make more money and shouldn't be just increasing procedures so there are currently issues with pressures to do unnecessary procedures while others that should be done, aren't being done because of time.	Are there issues with privacy? Will the algorithms be advanced as each practice uses them or implemented separately? Is this software as a service? Do you have a sense of the increase in profitability expected from people using this service? Are there current softwares that dentists use? How easily does this integrate?
Overjet	A software for practice performance in dental practices to analyze drivers using clinical data that is analyze using AI.	Currently there is a performance going down in dental practices as clinical data is not analyze to measure performance (only financial and administrative parameters)	Would the company do the work needed to get the insights from the platform or is can this software be used by administrative/billing staff from dental practices? Is user friendly enough for non-experts users to use the software and take actions based on the data?
Overjet	software to analyze clinical data and combine with financial data	dentists' income is becoming lower and they are focusing on a wrong strategy	

Overjet	Analyze dental clinical data with deep learning. Consultant to work with Dentists to improve practice performance and patient care.	Dentists are worried about practice performance and lack time to provide optimal patient care	Is this just to improve dentist's practice or help patients directly with dental care? Can not a dentist institute many of these measures on their own? Is this for dentist's having troubling operating their practice?
Overjet	Software that incorporates patient dental data with operational costs and profit analysis	Dental facilities are in increasing financial trouble	While preventative care is absolutely better for individuals and populations, won't it decrease profits for the dentists?
Overjet	software that uses deep learning to analyze data from dental practice and recommends improvements	challenge to improve performance in dental practice.	I would think that at some point in the process, human consulting will be needed, probably when people want to implement given recommendations. I understand there is a help for implementation within the software, but how much can it help with specifics? Shortly asked, what are the limitations of the software and ways to go around it?
Overjet	Missed the presentation, unfortunately, but will be very interested to follow-up		
Overjet	software to improve dental practice profitability		I have concerns about this product. It feels as though the problem you are trying to solve is declining salaries for dentists. I'm not convinced that this is a problem that requires an AI solution. It feels like they are already trying to solve the problem by doing more procedures, and you are trying to aid them in that by pointing them at specific patients. Maybe that's good for patients? It would be more compelling if you could give an example of an improvement of a patient case study as a result of use of this system. My overall takeaway from this presentation is discomfort.
Overjet	AI software to measure performance for dentists and provide daily recommendations to improve their practice and profitability	Dentists are underperforming in both patient care and profits by not identifying patients with periodontal diseases.	<ul style="list-style-type: none"> - Explain better with examples of the problems that dentists are facing. Are MA dentists facing the same problems than Ohio? - How many dentists have you found that said; yes, I need it?

Overjet	Device who controls clinical dental data.	The non efficient patient management data.	
Overjet	a software that analyze clinical data that helps dentists to plan therapeutic strategies.	The income of dentists decrease in recent years. That makes that their practice strategies change and do not address properly time consuming problems.	Identification of key characteristics that distinguish this system from others present in the market.
Overjet	management software for dentist that takes into account not only financial data but also patient care and outcome	Income of dentist has lowered in the last 10 years	A lot of information was given and one can get lost at times, maybe try to simplify a bit and stick to the important points of your value proposition
Overjet	AI intelligence engine analyzes clinical data using deep learnings to extract key findings to improve diagnoses, limited to financial drivers to identify practice growth areas	Dentists are seeing lower income, increased costs, lower reimbursement; they have a limited perspective on how to improve their practice parameters	Would like to see competitive landscape; what is current status of the project; what are milestones and what is go to market strategy; how much money was raised; will you sell software, or will you give the software away and base pricing on improvement in practice parameters? How linked to technology present in the offices is the benefit of the software?
Overjet	a data driven product to assist in profitability and better patient outcome	decline in dental income, current models don't link the business and technology	is this product an additional test to traditional X-ray or replacement?
Overjet	Dashboard for dental practice	Not sure	<p>Is this a dental EMR? or is it analytics for existing EMR?</p> <p>It would help if explanation of dashboard were more concrete. What information is included, what is the source of the information (does the dental practice have to provide it manually?)? Still has the feel of having lots of data, but not clear what is actionable; also not clear that user will be motivated to act on actionable data.</p> <p>AI sounds cool, but not sure what it is intended to do, or how you build and validate your AI tool.</p>

Overjet	Platform to increase dentistry profitability and improve patient care	Dentists have no way to optimize their practice	<ul style="list-style-type: none"> - How does your platform interact with the other dental ecosystem , referrals...etc. - How does your system interact with the other technology tools currently in the practice? - How do you compensate for the heterogeneity of care/practices within the dental community
Overjet	software tool for dental practices to help them improve patient services while meeting revenue targets	dentists are not providing optimal care due to misalignment of financial and medical incentive	<p>Do you need longitudinal data? What if patients changes doctors?</p> <p>Do you know if the average dentist has a large enough database.</p>
Overjet	a program to interpret dentistry radiographs and track practice performance	decreased pay of dentists and strain on practices	Would this also help the dental hygienists as well? Is the decreased pay for dental hygienists the same? Perhaps it could give dental hygienists automatic text for how to instruct patients in self-care based on radiograph results. That would save some time from the doctors as well.
Overjet	dashboard for dentists		
Overjet	A software to analyse clinical data for dentists. It uses deep learning to extract key findings, optimised patient recalls, patient specific reminders, etc.	dentist practical performance is limited, not personalised, expensive and inconsistent	How is the market size? Any competitor in this field? Is there any other software doing similar organisation and optimisation in similar areas, not only for dentists?
Overjet	data-driven dentistry; AI to increase profitability of dental practice.	dentists' income is down 15% wrt 2005	<ul style="list-style-type: none"> - how many cases are there when analysis of the clinical data can lead to increased revenues? Seems like the opposite can be just as true (i.e. more data = more expense) - seems promising, but need more details...
Overjet	App for dentists that incorporates machine learning for better diagnoses	Dentists are not making enough money, and patient care is therefore suffering	What is your profit model? What is your PoC? How will you track success? Do you need to be able to pitch this to patients in addition to dentists?
Overjet	software to analyze clinical data for dentists' practice	lack of tools to analyze performance data for dentists	<ul style="list-style-type: none"> - what is your revenue model? subscription service? - is there risk to push more procedures on patients as a result of

			<p>this software?</p> <p>- who are your competitors? are there similar products in the market?</p>
Overjet		<p>Dentists income is dropping and patient management is becoming challenging to manage.</p>	<p>When time is important, you don't need to dig into each individual current solution and each of their shortcomings. Just acknowledge the shortcomings and other solutions as a group.</p> <p>Does this require FDA clearance?</p> <p>Does the amount of time needed for setup and implementation of this program so costly that the return on investment is tough to capture?</p> <p>There should be a bit more of a link between patient care management to improved profitability in the presentation. There's a lot more to profitability than just throughput.</p>
Overjet	<p>Comprehensive dental practice clinical and financial platform to forecast appropriate interventions</p>	<p>Improving dental patient care by closing clinical gaps</p>	<p>Who are your competitors?</p> <p>Are other EMR's trying to do the same?</p>
Overjet	<p>financial management software</p>	<p>dentists feel that they do not make enough money anymore and start to streamline which leads to bad patient care</p>	<p>what is the interest of the team, do they want to help dentists to make more money?</p> <p>do we really need this?</p> <p>the paying patient is not considered at all ... how many patients are never going to a dentist because they simply cannot afford it</p>
Overjet	<p>software to analyse clinical data</p>	<p>I can't understand very clear the current problem or the current gap</p>	
Overjet	<p>To analyze clinical data to improve dentists practice and identify practice growth areas</p>	<p>Dentists practice performance</p>	

Overjet	Dental practice monitoring system.	Un-optimised patient diagnostic and management.	
Overjet	software to monitor profitability in dental office	decrease in dental office profitability	