



# OVERJET

Data-Driven Dentistry

# Dentists are worried about practice performance



Dental market is rapidly changing: lower reimbursement rates, increased costs & growing competition



Dentist median income is 15%<sup>1</sup> lower than in '05

<sup>1</sup><https://www.ada.org/en/publications/ada-news/2019-archive/february/hpi-industry-report-outlines-new-normal>

# Current solutions don't provide a complete picture of practice performance drivers as clinical data not analyzed



**Practice Consultants**  
Expensive and Inconsistent



**Seminars**  
Not personalized



**Patient Management System Reports**  
No growth insights provided



**Financial Data Dashboards**  
Limited insights



**Overjet's software analyzes clinical data to  
increase dental practice profitability and improve patient care**

# Analyze clinical data using deep learning to extract key findings

## Available Patient Data

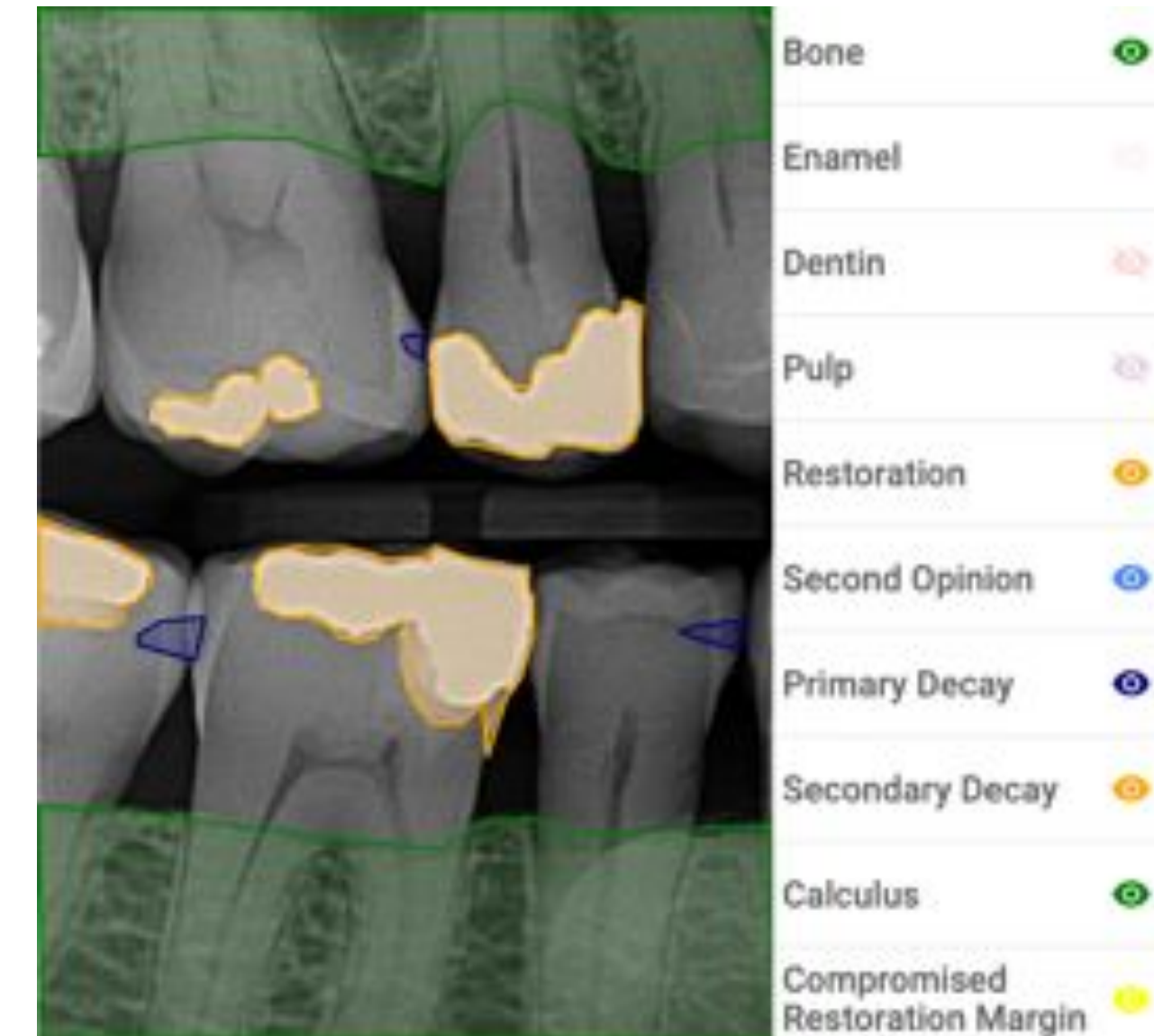
X-rays



  
AI ENGINE



## Analyzed Output



Notes

*Performed Recare. The patient's overall oral hygiene is excellent. The patient has tobacco and substance abuse habits. Patient has history of heart valve replacement*

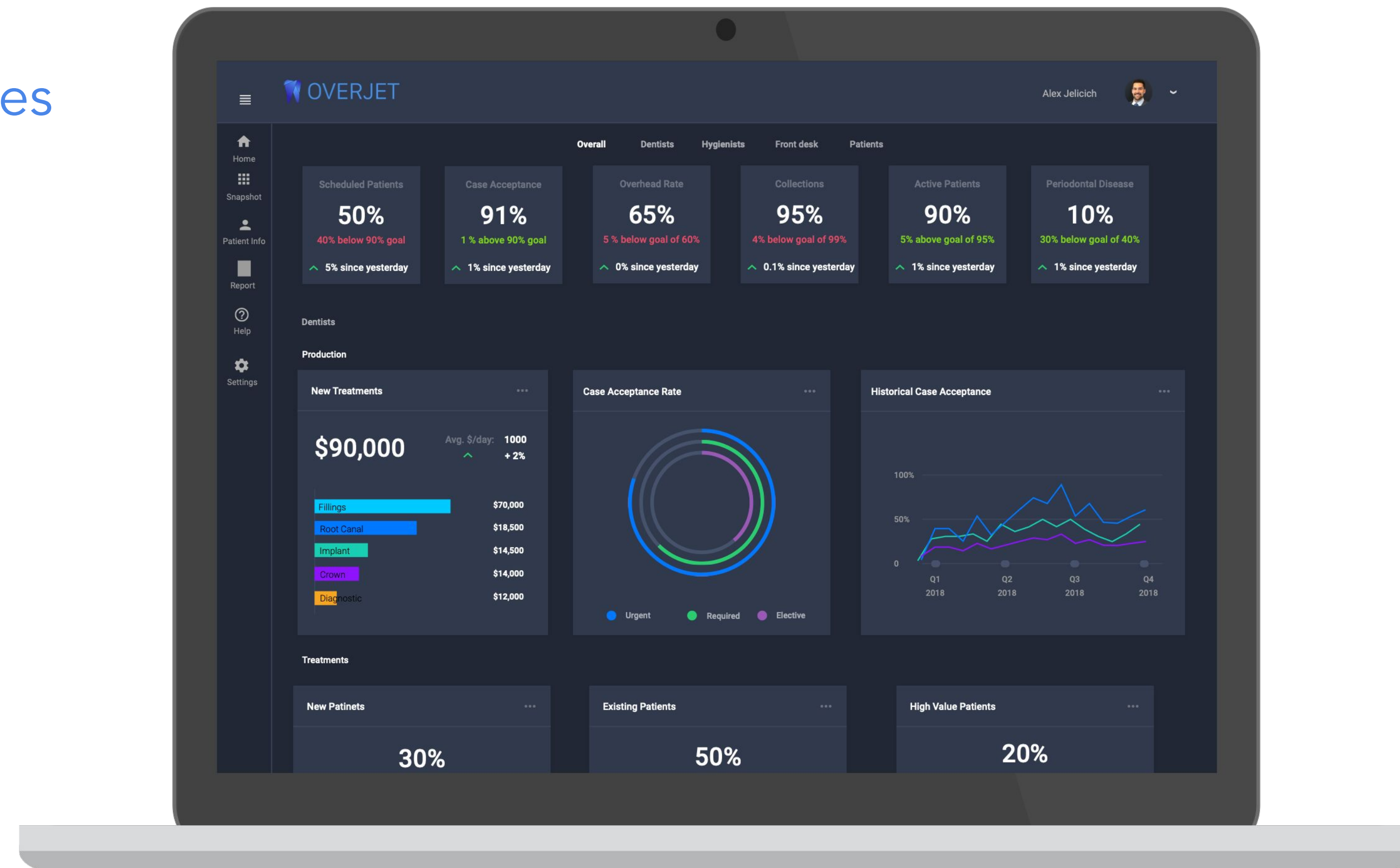
*Patient has minimal decay and mild level of cosmetic issues. I recommended treatments ...*

Medical Condition	Heart valve replacement
	Drugs
Substance abuse	Tobacco
Recommended Treatments	Flouride SRP

# Practice Snapshot: Identify practice growth areas

## Tracked metrics vs industry best practices

- Untreated disease
- Untreated defective restorations
- Missed billing codes
- Recall and cancellation rate
- Treatment acceptance rate
- Patient pool size growth or decay
- Rate of faulty restoration placement



# Actionable Insights: Daily checklists to guide practice growth

## Optimized Patient Recall

Prioritized list of patients to contact and the optimized appointment duration

## Patient Specific Reminders

- Additional appropriate procedures
- Talking points to increase rapport
- Visual aids for patient education

The dashboard is divided into three main sections: Front desk, Dentists, and Hygienists. The Front desk section contains three recall lists: 'Missed Treatment Patients to Recall', 'Unscheduled Hygiene Patients to Recall', and 'Unscheduled Treatment Patients to Recall'. The Dentists section contains a checklist table with columns for Patients, Reminders, Insurance Cap Gap, and Case Acceptance.

	Patients	Reminders	Insurance Cap Gap	Case Acceptance
1	8:00-9:00 Jones All	Add incipient caries tooth #1	\$800	100%
2	9:00-10:30 Jacob Kets	Signs of generalizied horizontal bone loss	\$500	25%
3	10:30-11:30 Allison Jelik	Birthday coming up	\$200	50%
4	11:30-12:30 Rachel bloom	Previous x-rays show 5 untreated diseases. Patient does not floss	\$100	70%

# Overjet's team has dental, business and technical expertise



**CDO: Dr. Alex Jelichich**  
Harvard DMD, MIT BS



- Practiced at Harvard Clinic
- Practiced at Dimock Community Clinic
- Researcher, HSDM Department of Oral Health Policy and Epidemiology
- Founder, Sacramento Oral Health Academy



**CEO: Dr. Wardah Inam**  
MIT EECS PhD



- Lead Product Manager, Q bio (funded by a16z, Founders Fund)
- Led development of AI biomedical sensing device at MIT CSAIL
- Founder uLink, (commercialized PhD research, transferred autonomous grid tech to utility partners)
- Work experience at Apple & GE



**CTO: Dr. Deepak Ramaswamy**  
MIT PhD, Cornell MBA



- 17y experience in computational sciences
- Software Manager, Amazon
- Head of Computation, Q bio - biomedical imaging startup
- Director, ANSYS
- Manager, Ansoft (Acquired)
- Scientist, AltraBroadband (Acquired)



# Advisors & Support



**Bruce Donoff, DMD & MD**

- Dean of Harvard School of Dental Medicine
- Published more than 90 papers and authored dentistry textbooks



**Faheem Rasool, DMD**

- Owner of 4 dental practices
- Fmr. Head of Prosthodontics at Harvard School of Dental Medicine



**Richard Goren, DDS**

- Fmr. Director, Guardian Insurance
- Fmr. Chief Dental Officer, Liberty Plan
- Fmr. Regional Director, CIGNA Dental



Member MIT CSAIL Startup Connect



Winner, Post-Hack Prize



Harvard  
innovation lab

Semi-Finalist, President's Innovation Challenge