

An Introduction to PreViser

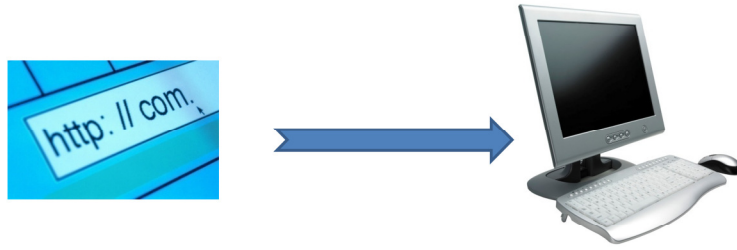
Topics

- Installation of PreViser
- What PreViser does
- Productivity impacts
- Communication impacts
- Clinical impacts

PreViser technology is easy to use, and can have significantly positive effect on your practice! *In this introduction, we will briefly look at how PreViser technology is installed, *what it does, *and how it can impact the productivity of your office, *as well as enhance practice communication both internally and to patients, *and how PreViser can ensure optimum patient outcomes.

Installation

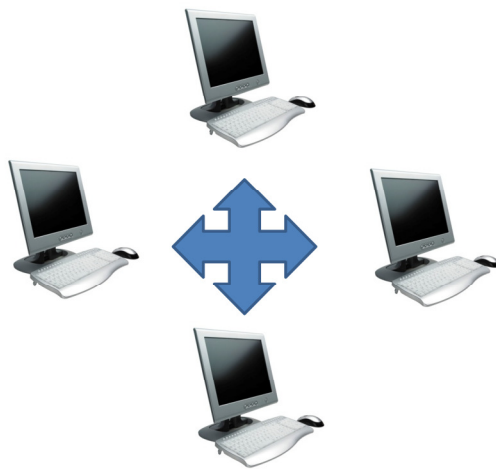
- PreViser software is downloaded to your computer for free from [www. Previser. com](http://www.Previser.com)



To install the software, you only need to visit www.previser.com, and click on the “Install” button on the right hand side of the site. A copy of PreViser software will be installed on your computer, and you will have instant access to the technology’s full capabilities for experimentation and learning. There is no cost for downloading the software, and you will have 10 free assessments after downloading.

Installation

- If networking is needed, that is set up in minutes



If your installation requires networking with other computers, just install the software on your server, and then setting up each other computer in your network takes only a couple of minutes per work station.

Installation

- Each computer now has the PreViser icon on the desktop



After installation, each computer in your office will be able to access the application and any one of them can be used to do a patient analysis.

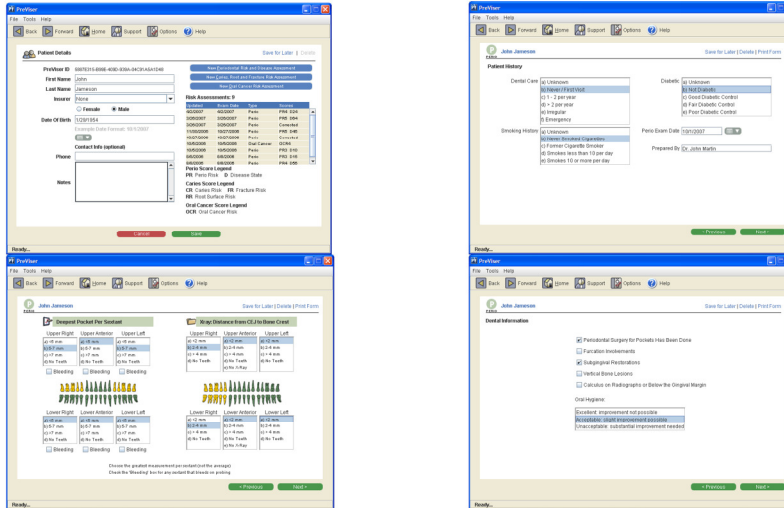
How it Works

- From a small amount of data you already collect during a standard examination, PreViser generates these scores:
 - Periodontal Disease Risk (clinically validated)
 - Periodontal Disease State (clinically validated)
 - Oral Cancer Risk
 - Tooth Risk (only uses clinically validated risk factors)

*Once installed, you will be able to enter a very small amount of clinical and patient information you are already collecting or have access to, and in a few seconds, generate individualized risk and disease scores for all major oral diseases, including periodontal disease risk and state, oral cancer risk, caries, tooth fracture and root risks.

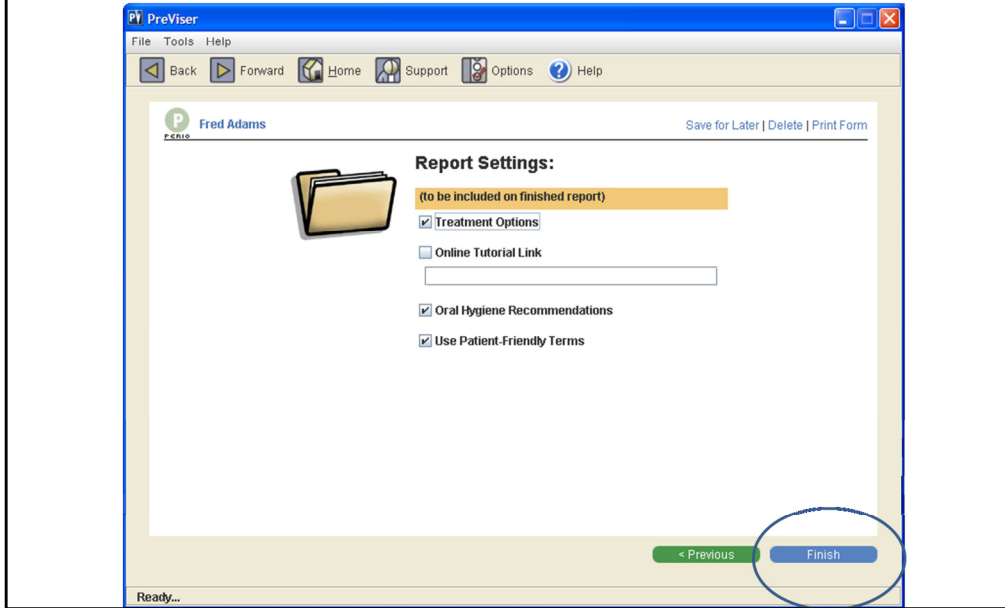
How it works

- A patient record is created, and with a few keystrokes, all needed data is entered



It literally takes just seconds to enter the data PreViser needs for its analysis. To generate a periodontal disease risk and status report, a maximum of 21 data point are required. For oral cancer, as few as 10 keystrokes are typically required, and for tooth risk, as few as 8 entries are needed. It's that simple!

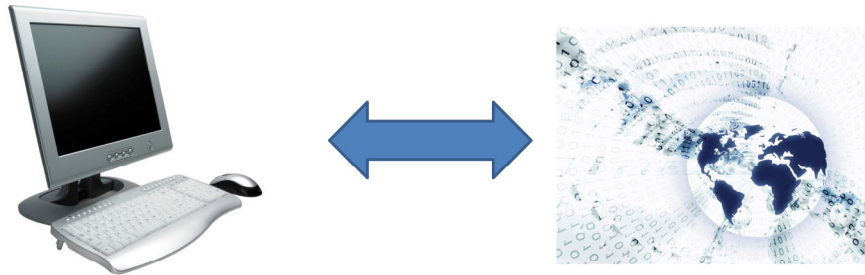
How it works



Once the data is entered, simply hit the PreViser Finish button.

How it works

- The data is then sent over the Internet to PreViser from your computer, and an analysis is returned



Your data is then sent to PreViser computers where the analysis is completed in seconds and returned to your computer.

How it works

- PreViser scores accurately describe the patient's disease state in terms they really understand. Which is the most effective communication to most likely result in case acceptance?

“Mrs. Jones, you had generalized mild and localized moderate periodontal disease, and now you have generalized mild to moderate disease – Nice going”or

“Mrs. Jones, your disease scores have declined from 32 to 28. We're making progress!”

*By expressing health as numeric scores, PreViser technology makes understandable health realities that may normally be less than clearly understood. *For example, if explaining to the patient what value you've provided in improving their health, would you rather say: “Mrs. Jones, you had generalized mild and localized moderate periodontal disease, and now you have generalized mild to moderate disease – Nice going”or “Mrs. Jones, your disease scores has declined from 32 to 28. We're making progress!” We think the answer is clear.

Fees

- You are charged less than \$6.00 for unlimited assessments on a single patient for 12 months
- Volume discounts are available
- There are no other fees or charges of any kind
- support@previser.com

Costs are inexpensive. *For \$6.00 you can assess a patient as many times as you like over a twelve month period without incurring additional fees. *For more details on volume discounts, please visit the PreViser website, or call or email us *at support@previser.com.

Productivity Impacts

- Using PreViser can significantly increase practice productivity and revenue
- Productivity goes up because:
 - The doctor can quickly see changes in patient status – whether improving, stable, or deteriorating – time savings
 - Charting and recordation requirements are reduced – more time savings

The effects reported by dentists using PreViser can be very positive. *Productivity typically goes up for some simple, but dramatic reasons. First, the time the doctor currently spends looking at charts or reviewing clinical observations for a hygiene patient can go from 5 to 10 minutes to just a minute or two. *In fact, some PreViser hygienists simply write down the before and after periodontal disease risk and status scores on a yellow sticky note, and hold it up to the doctor while he is doing other productive dentistry. If the scores are improving, there is very little the dentist can do to gain a better understanding of patient status than simply considering the meaning of the change in PreViser scores. Under these circumstances, the dentist may not feel the need to leave one patient in the chair for the sake of a review of a hygiene patient. In other words, the Hygiene Department becomes optimized for productivity, and the value of the hygienist goes way up. For the hygienist, the amount of time spent charting and recording data can go down because the PreViser scores are so much more meaningful than much of the data current recorded on a hygiene patient.

Productivity Impacts

- How does your patient know you are delivering value?
- They may not...
- With PreViser, they can see the effect of your clinical excellence in the improvement of their scores!

*When patients are asked how they know their dentist is a great dentist, *they frequently shrug their shoulders. Unlike a visit to the barber, or a restaurant, judging the value of services rendered during a visit to the dentist can be difficult unless the patient presents with a restorative need that can be definitively repaired. But great practices have many patients who come to them not just when they are in pain, or because they need a tooth filled, but because they view their dentist as an important health care professional helping them achieve maximum oral health. *When patients are shown PreViser disease and risk scores on their individualized reports, the value of the dentist's services are obvious. The result? Better compliance, retention and profitability.

Communication Impacts

- The use of PreViser introduces a standardized way of measuring and describing disease risk and status
- When PreViser scores are used to describe disease, everyone understands their meaning
 - Dentist, Hygienist, Front office staff, and most importantly
 - The Patient!

PreViser scores help streamline communication between members of staff and between the hygienist or dentist and the patient. *By creating a standardized way of describing disease, it really doesn't matter which hygienist or dentist collects the data for the reports, the analysis will be accurate. *The result is less confusion and greater efficiency in determining the best treatment and communicating it to all stakeholders.

Clinical Impacts

- No patient with periodontal disease that is PreViser assessed will be missed
- No patient that is PreViser assessed will be uninformed of their health status, or of changes in that status
- Compliance goes up, diagnostic precision goes up, and outcomes improve.

PreViser scores accurately describe periodontal disease status and oral disease risk.

*When the tool is used, it is virtually impossible for a patient with periodontal disease to slip through the cracks. *Further, each patient seeing their individualized report understand their status, and are more easily motivated to be compliant with homecare recommendations. *The result will be optimized clinical outcomes that benefit the patient, and the practice that delivers them.

Conclusion

- For the typical practice, PreViser is a productivity tool that enhances current clinical operations
- The 2 – 3 minutes it takes to collect and use the tool come back to the practice in time savings for the dentist and hygienist
- The cost of use of the tool is more than offset by the economic benefits of its usage

*PreViser is quick and easy to use, and one of the simplest ways to improve practice productivity available. *When measured against the benefits, the cost and time to use PreViser *is not very significant. The simple way to find out for yourself how PreViser might fit into your practice, just download a free trial of the software and give it a try.

Thank You!