dental
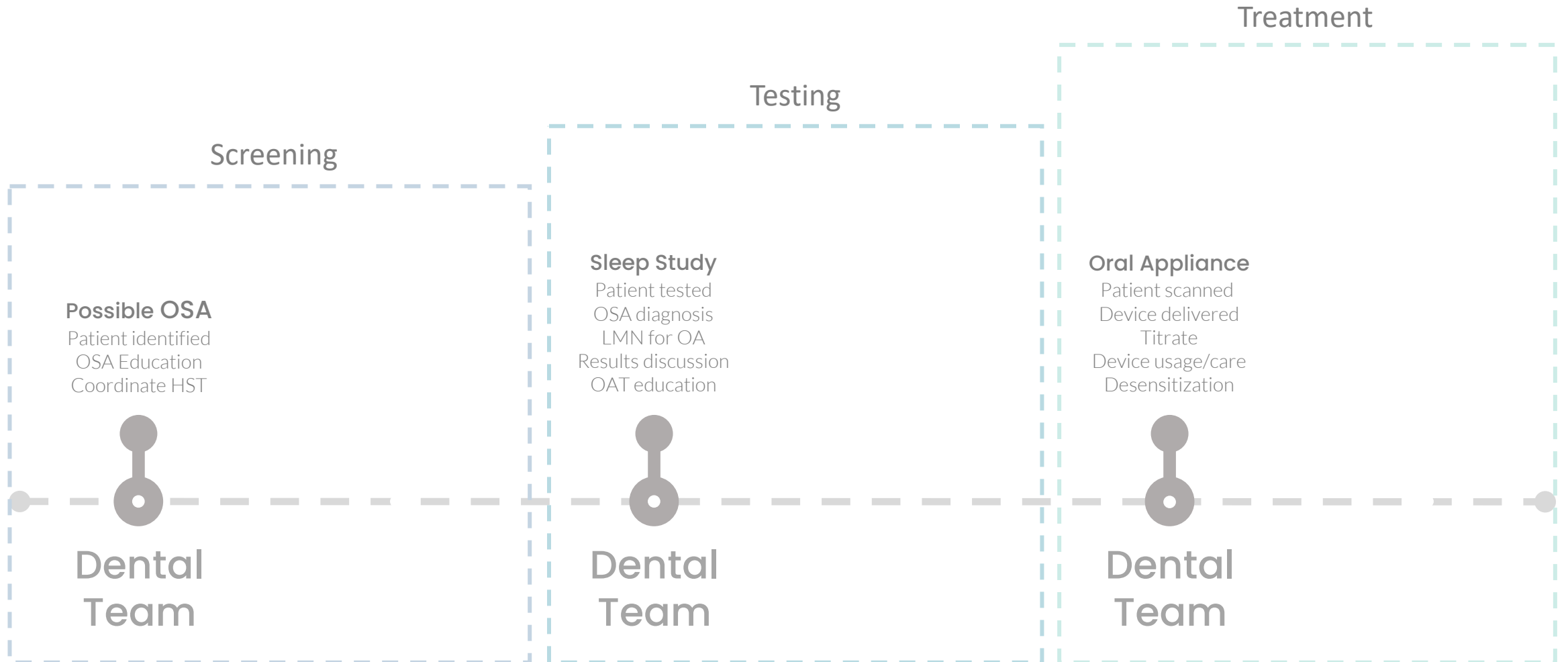# sleep coach
BY SLEEP BETTER NYC
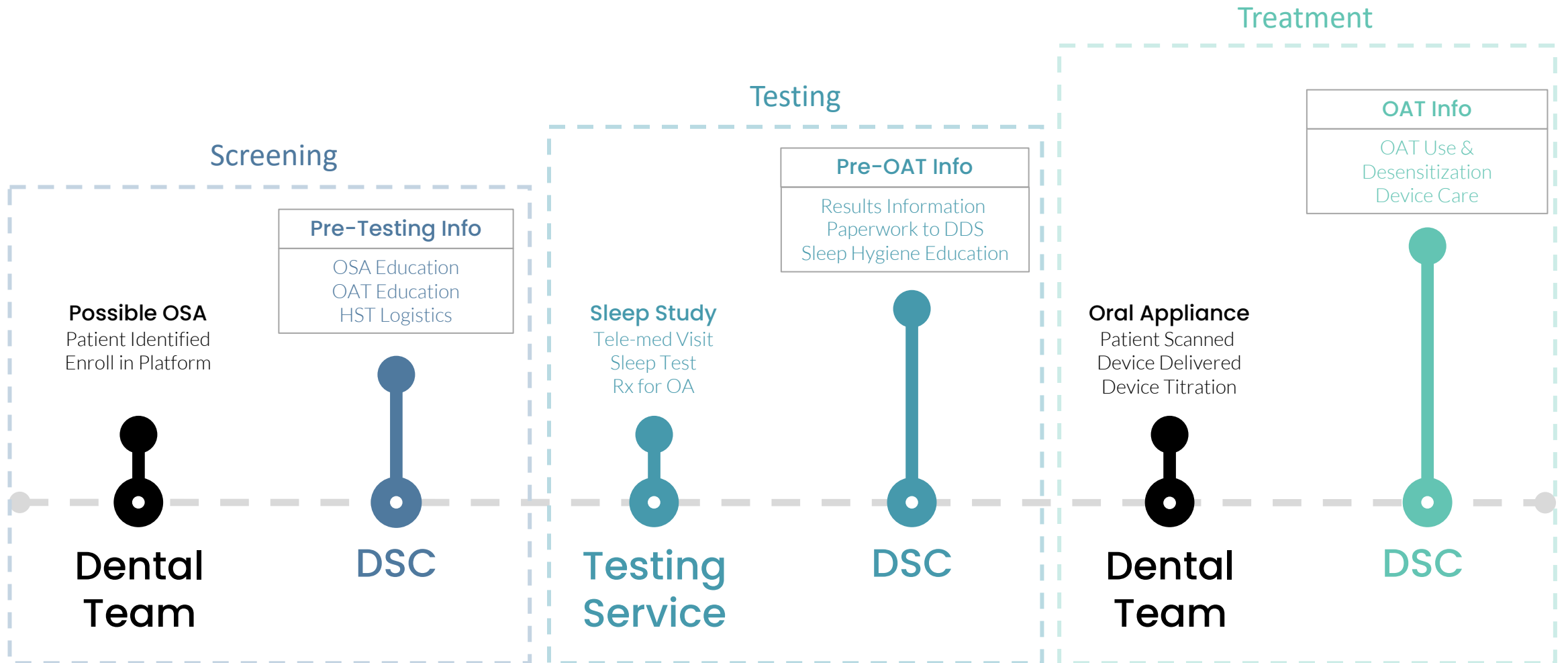
Current State

Typical patient journey and associated workflow in the dental sleep practice
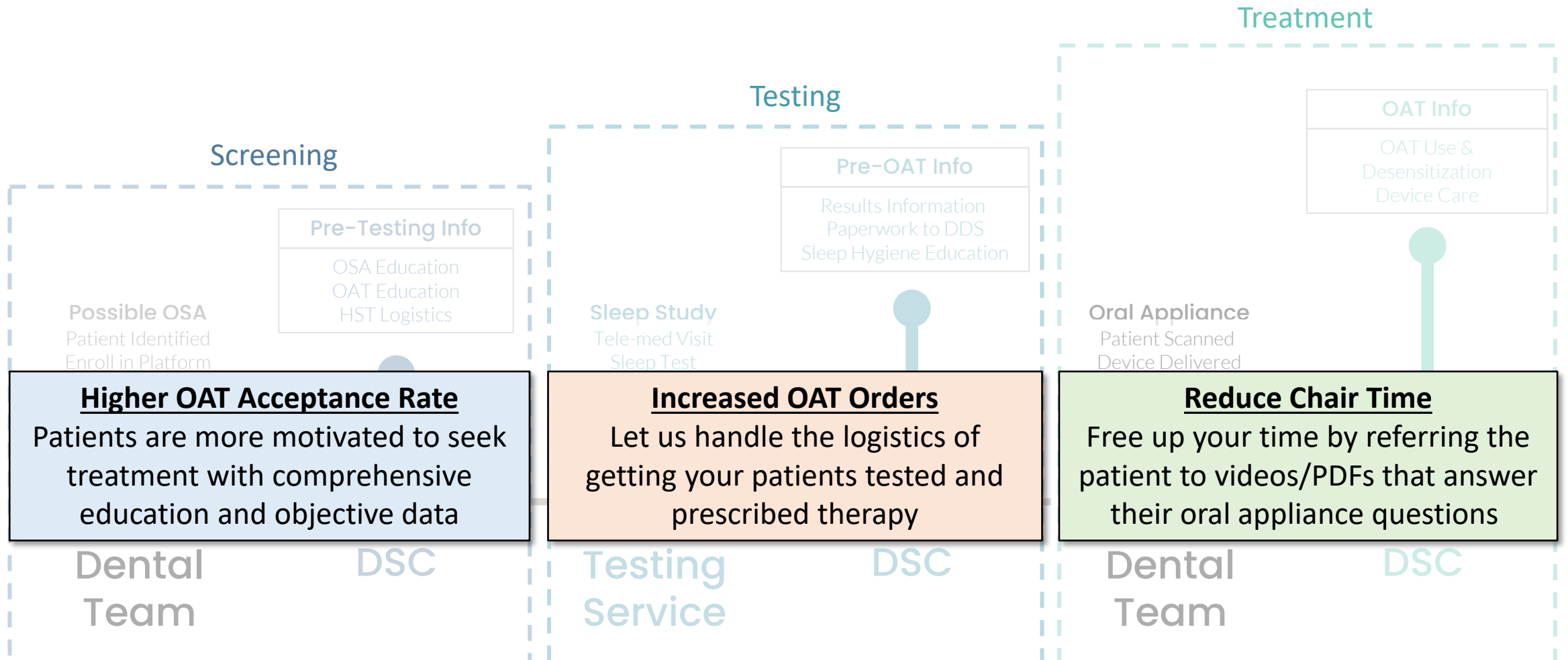

Screening

Possible OSA
Patient identified
OSA Education
Coordinate HST

Dental Team

Testing

Sleep Study
Patient tested
OSA diagnosis
LMN for OA
Results discussion
OAT education

Dental Team

Treatment

Oral Appliance
Patient scanned
Device delivered
Titrate
Device usage/care
Desensitization

Dental Team

Our Solution

Improvement in patient journey and OAT acceptance with dental sleep coaching

The Value of Dental Sleep Coaching

Treatment

Testing

Screening

OAT Info

OAT Use &
Desensitization
Device Care

Pre-OAT Info

Results Information
Paperwork to DDS
Sleep Hygiene Education

Pre-Testing Info

OSA Education
OAT Education
HST Logistics

Possible OSA
Patient Identified
Enroll in Platform

Sleep Study
Tele-med Visit
Sleep Test

Oral Appliance
Patient Scanned
Device Delivered

Higher OAT Acceptance Rate	**Increased OAT Orders**	**Reduce Chair Time**
Patients are more motivated to seek treatment with comprehensive education and objective data	Let us handle the logistics of getting your patients tested and prescribed therapy	Free up your time by referring the patient to videos/PDFs that answer their oral appliance questions

Dental
Team

DSC

Testing
Service

DSC

Dental
Team

DSC

Sleep Coaching for Dental Patients

Support your patients
Reduce chair time
Increase profitability

- Educational modules to cover
  - Obstructive Sleep Apnea (OSA)
  - Home sleep testing (HST)
  - Oral Appliance Therapy (OAT)
  - Sleep Hygiene
- Ability to sync patient "wearable" devices
- Direct link to tele-med with a sleep physician and HST logistics for diagnosis and prescription of OAT
- Collection of necessary patient documents and reports, e-faxed directly to your practice
- Secure, HIPAA-compliant EHR with free app for patients

Monthly Profitability for Dental Practice*

Coordinating the testing process increases the number of patients that follow through with sleep testing	
Current = 4 out of 16	DSC = 10 out of 16

By providing additional education, we can improve case acceptance for oral appliance therapy	
Current = 1 out of 4	DSC = 8 out of 10

Current Model

DSC Model

4 HST

+6 HST

4 HST

1 OAT

1 OAT

+7 OAT

Dental Sleep Coach

- **$21,600**

Current Model
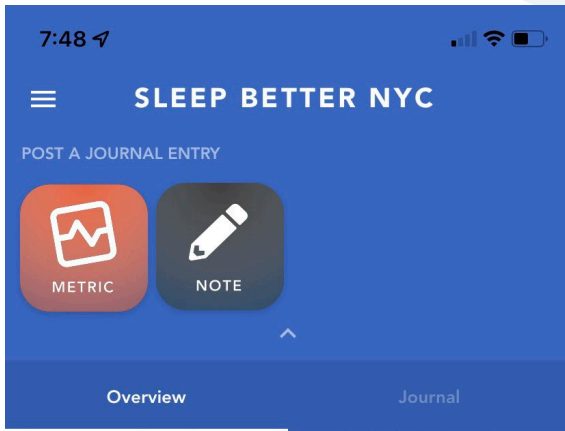
- $2,700
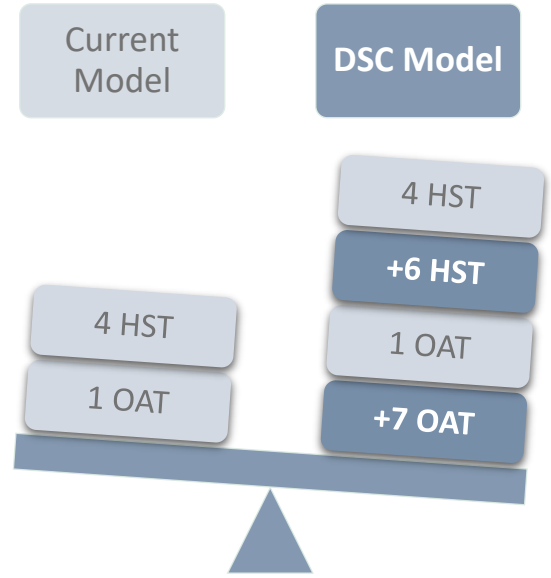
*based on 160 general dentistry patients/month
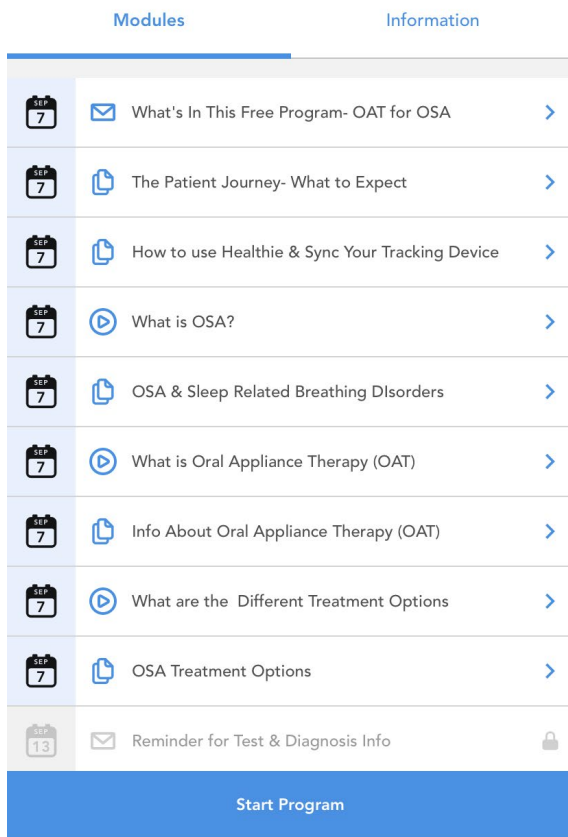
Online Education
Videos and PDFs to view or download
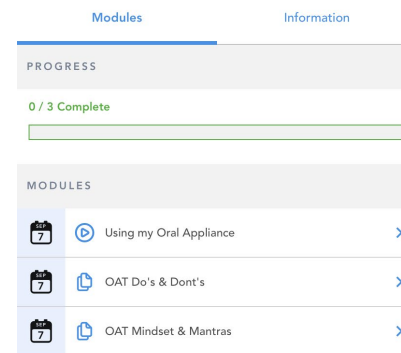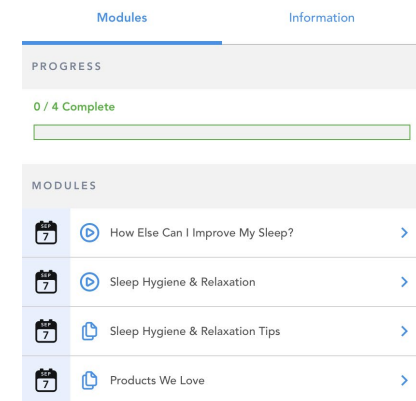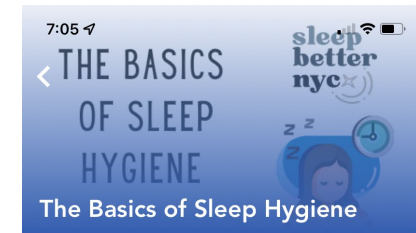
Before the HST

After Diagnosis

"Care Plans" for Patients

Patients will be assigned "goals" which will be visible on their home screen and sent via email notification.

Goals include:

- Complete intake forms
- Schedule home sleep test
- Review programs
- Check documents
- Schedule appointment with dentist

Pricing Tiers

Subscription (required)
$349/month

QR code for in-office enrollment, or link through online ad

Unlimited patient access to the OSA & OAT program

Unlimited patient access to HST information and results

Secure, HIPAA compliant platform with live chat

Weekly productivity reporting on to your practice

Basic
$29/patient

- HST logistics for patients
- Review of MD notes and Diagnostic report
- Request for RX for OAT
- Collection of ESS, Insurance information, and HIPAA forms
- E-Fax of patient documents and RX directly to your practice

Standard
$120/patient

- All items included in Basic package
- PLUS ability for patients to chat online with coaches
- PLUS ability to schedule two sleep coaching sessions

Premium Add-ons
Price varies

- In-house electronic OSA screening with EHR integration (ConnectAnswer)
- Coach notes and task management in EHR (ConnectAnswer)
- OAT Monitoring (coming soon)

ConnectAnswer for OAT Order Processing

Screening
- Electronic OSA screeners to automate the screening process (potential integration with Dentrix)
- Can be emailed, texted, or captured on a tablet in the waiting room

Paperwork
- Provide an easy pathway to gather documents from external referral sources
- Capture patient medical info, signatures, and insurance info directly in the platform

Insurance
- One-click eligibility verification
- Outsourced authorization submission and tracking
- Auto-generated patient financial responsibility

Tracking
- Know where the patient is through every step of the process
- Set automated notifications to inform you when there are delays

Claims
- Automate the claim submission process after device delivery (significant cost savings compared to other DSM softwares)
- Manage denials or requests for additional clinical justification

CONNECT ANSWER