

Central Colorado Region Clinical Culture

Every PDS Health owner dentist in the **CENTRAL COLORADO REGION** believes in, supports, and implements the following tenants of clinical philosophy as **universal operating principles** to achieve patients for life, clinically excellent results, and business success.

Our Regional Clinical Standards

PPE

CONNECTING with patients
Raising **AWARENESS**
Inform of **CONSEQUENCES** of condition
Demonstrate **CONCERN**
Creating viable **TREATMENT** options
Transferring trust via the **HC HAND-OFF**
Making dentistry affordable by offering **FINANCIAL OPTIONS**
Providing **CLINICAL EXCELLENCE** in a caring and comfortable atmosphere
Following up with patients over time by converting them to **PATIENTS FOR LIFE**

Same-Day Dentistry

Same-Day Dentistry is offered to patients to help make dentistry more convenient and obtainable for our patient population.

Same-Day Dentistry is long lasting CEREC Restorations- completed today.

Same-Day Dentistry is offering to start dentistry today on our examination patients for convenience and to become the patients dentist in the case of new patients.

CEREC Utilization

CEREC is a key differentiating **TECHNOLOGY** that exists in every PDS office.

CEREC allows for **CLINICAL EXCELLENCE** by providing providers constant real-time feedback and supports them in the improvement of their hand skills.

CEREC improves **PATIENT EXPERIENCE** because of the single appointment / Same-Day capability of CEREC technology.

MBC

The Mouth-Body Connection

MBC- The Mouth-Body Connection is the future of dental medical integration and is a focus of PDS Health offices. When implemented well, it serves patients' overall health as well as their immediate dental concerns. MBC starts with salivary diagnostics that are predictive, preventative and personalized.

Proactive vs. Reactive- Chronic inflammation is an insidious killer of tissues in the body. Not only does the inflammation destroy the bone around teeth, but it also affects other tissues, which can have far more serious consequences than losing teeth. We believe that being proactive not only saves teeth but lengthens lives. The oral conditions connected to the rest of the body are periodontal disease, dental infections, oral cancer, and obstructive sleep apnea. We choose to be proactive, treat what we can treat, and collaborate with our physician colleagues to encourage a more holistic approach to health care.

Objective Data- We utilize multiple proven technologies to objectively identify and track over time the inflammation that results from oral conditions.

Alignment / Coaching

2 Day Prep- is completed by both the front office and the providers.

Morning Huddle- is a non-negotiable key to a successful day.

Clinical Culture Documents- help providers focus their treatment to their own stated clinical belief, and ensure that PDS Health support is able to help them achieve their objectives.

Structured Meetings provide the structure necessary to identify and correct small problems before they have a chance to become larger problems. A regular cadence and agenda is a best practice for PDS Health supported practices.

Smart Scheduling- A well-crafted and **well-thought-out schedule** will provide sanity to our providers, peace to our patients, and promote clinical excellence. The schedule rules are created by the provider, implemented by the operators, and reviewed before the day to ensure a robust, profitable, and same day for everyone.

Template Autonomy- Providers own their own template.

Closing Out the Day (Charge Capture)- in order to ensure timely filing of claims and accuracy of the dental/medical record all charts must be completed and signed by the end of the day.

Clinical Excellence Coaching- Our Owner Doctors are in charge of achieving clinically excellent results and are invested in the outcomes of their unique practices. When an office produces clinical excellence more of our patients become "patients for life" and the satisfaction of each provider soars.

Clinical On-boarding (Oversight)- The PDS Health platform works but it needs to be taught and its implementation evaluated for every new hire that joins our practice to ensure its effectiveness. Clinical oversight is essential for quality control and is the responsibility of the Owner Doctor.

Modern Technology

CBCT is a key differentiating **TECHNOLOGY** in every PDS office, providing unparalleled information on infections and pathologies that would otherwise be difficult to identify.

Epic - Our electronic health record is the best in the industry and continues to improve weekly. Leaning into our investment in EPIC will open doors to the medical community, increase operational efficiencies, and improve our practices.

Lasers allow clinicians to reduce inflammation and improve clinical attachment loss, thereby improving periodontal and systemic health. Lasers are proactive.

Curodont allows clinicians to provide patients the chance to regenerate damaged enamel. Curodont is proactive and a tremendous benefit to our patients.

Salivary Diagnostics allow providers to obtain quantitative, objective data on a patient's biofilm and immune response.

Velscope helps providers focus on what could be the most catastrophic pathology in a person's mouth. All patients should be afforded the opportunity to choose this screening modality.

Intra-oral cameras allow clinicians to identify and communicate not only obvious disease and damage but also the beginnings. When patients can see what is actually happening, they are more likely to engage in proactive dentistry.

2D AI X-ray Diagnostic Tools-Software is designed to identify early changes in enamel and bone density which helps our providers give proactive advice to our patients.

Robust Periodontal & Hygiene

CCX -The CCX patient is proof that we are serving our **patients for life**. The better we serve our patients, the better our retention will be. We strive to see our patients regularly so that we can catch minor problems before they become more significant and more challenging problems. This approach is proactive.

Periodontal Success -The success of patients' dentistry is rooted in their periodontal health. Our hygienists are our non-surgical periodontal specialists and are integral to our success. Each office's providers creates their own periodontal and hygiene clinical culture document and have it on display.

Quality Specialty Referrals

-Our **integrated specialty practice**, which includes our hygienists, represents more than half of our revenue and a substantial portion of our profits. More importantly, by having the best-trained providers available to treat the most challenging cases, we elevate dentistry in our offices and achieve **CLINICAL EXCELLENCE**.

-Each office is committed to supporting at least one successful day from each of our surgical specialist: Oral Surgeon, Periodontist, Endodontist. Additional days are to be added at OD discretion depending on clinical culture.

Clinical Mentorship

-**PDS enhances dentists' lives** by bringing together providers and the best practices available to serve them in a way that is better than any other option. Our goal is to engage providers, support them at their current stage of professional development, and help them achieve their goals. Our ODs want to be known for our culture and support. A winning culture will allow us to attract the best possible candidates and future partners.