



VETERANS SERVICE & MOBILE DENTAL PARTNERSHIP

Veteran Dental Healthcare – Urgent Gap

07|13|26

Proprietary and confidential — do not distribute

VETERANS – DENTAL HEALTHCARE URGENT GAP

EXECUTIVE SUMMARY

- Dental healthcare is **NOT a covered benefit for veterans** unless 100% total & permanent disability rating.
- There is a lack of Critical Dental care for Veterans and other underserved demographics like homeless & seniors.
 - Essential Dental Services are very **cost prohibitive** for paying out of pocket.
 - **Lack of access**/transportation.
- Veterans have voiced this concerns to VSO offices, VA, Veteran commission agencies.
- Oral health directly impacts overall health & longevity. It is linked to **mental health** issues, **quality of life**, and even **unemployment**.
- The gap in this care leads to **people ending up in ER** for dental emergencies. This is a high-cost service that could be prevented.
- VSO Santa Clara in partnership with Mobile Dental initially ran a small pilot program illustrating **81% of veterans required dental services**.

RESEARCH ON IMPACT OF ORAL HEALTH

Oral health linked to debilitating medical conditions, mental health, quality of life and longevity

Research

- Connection between oral health and chronic diseases such as **Alzheimer's**, **Diabetes** and other serious conditions
- Gum disease and **Heart disease** link
- Poor oral health linked to **Dementia**.
- Association Between **Mental Health** and Oral Health

[The Surprising Connections Between Oral Health and Well Being | College of Dentistry | University of Illinois Chicago \(uic.edu\)](#)

[Gum disease and the connection to heart disease - Harvard Health](#)

[Tooth loss in older adults linked to higher risk of dementia | National Institute on Aging \(nih.gov\)](#)

[Association Between Mental Health and Oral Health Status and Care Utilization - PMC \(nih.gov\)](#)

Challenges

- Lack of access to dental care in Primary Care setting
- Not covered by medical insurance leading to affordability issue
- Shortage of dental professionals
- Dental Services are complex procedures requiring skilled professionals and expensive equipment, tools, and supplies

VETERANS – DENTAL HEALTH CARE URGENT GAP

CASE STUDY SANTA CLARA

- Initial Pilot Program Outcome
 - **81% of Veterans** needed dental services. Many had not seen a dentist in years.
 - Several cases seen with inability to eat properly as all teeth missing and/or severely decayed.
 - VSO receiving an **influx of calls** from veterans **post events** seeking help with dental treatments.
- Services provided **2x/month on site at VSO Santa Clara and Gilroy offices since 2023**
- Services **provided at Veterans Stand Down** over 3 days at the Santa Clara fairgrounds to over 150 Veterans per year.
- Several state & county officials visited the event in person including **Senator Cortese** and witnessed the critical dental healthcare needed by our veterans.
- **Over 2k Veteran appointments since 2023** with a long waitlist
- Contract renewed for a third year despite major budget cuts.

Proprietary and confidential — do not distribute





MOBILE DENTAL

A New and reimagined dental care model – We come to you!

- We bring our state-of-the-art mobile dental van and best dental professionals to your community
- Bringing dental services to Veterans, Seniors, Nursing Facilities, Military, Non-profit Institutions & Community Clinics



ACCESSIBLE



CONVENIENT



SAFE



AFFORDABLE



About Us

Mobile Dental was founded by 2 women entrepreneurs – A Dentist in the US Airforce and an Engineer to bring dental care to your doorstep



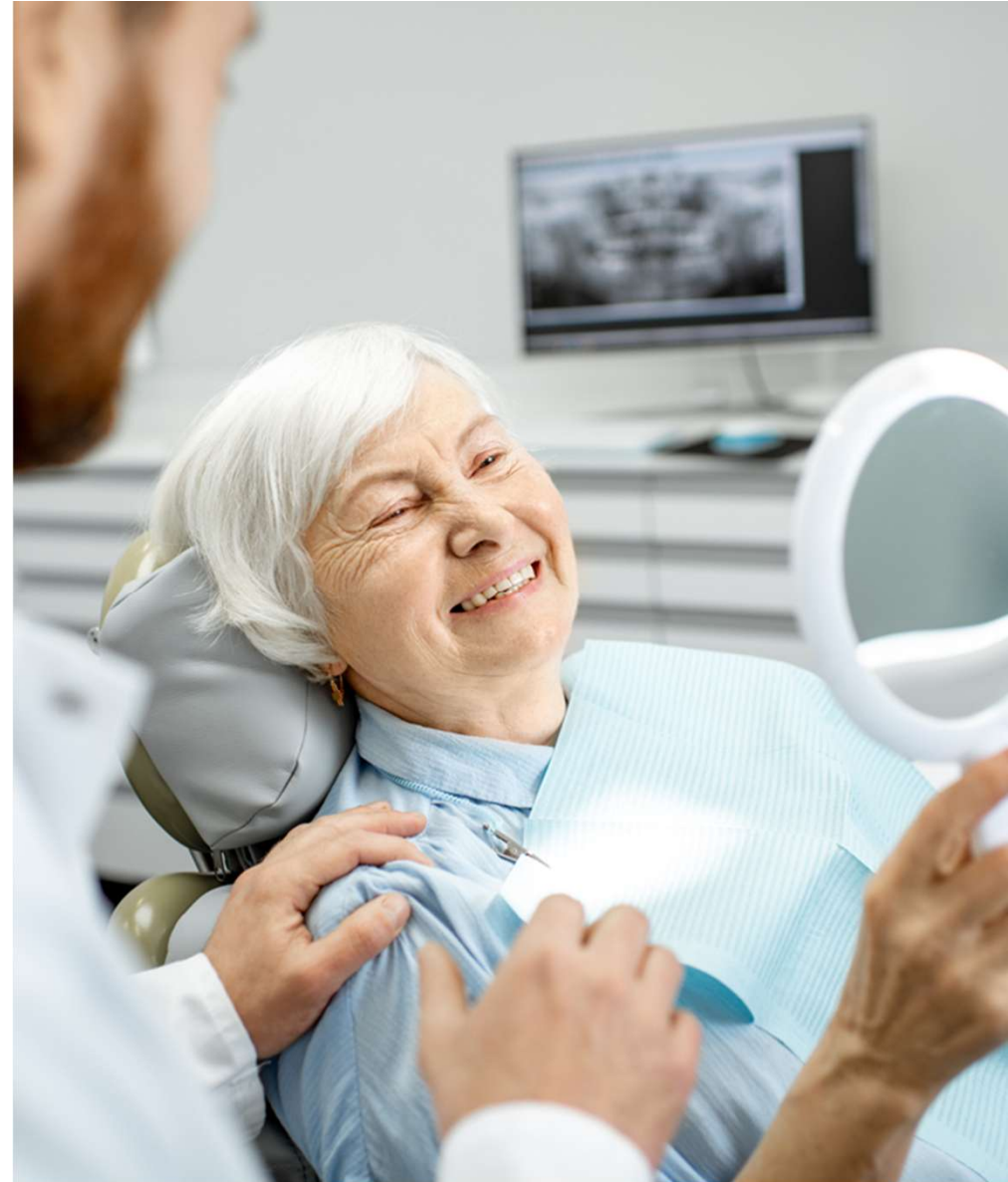
VETERANS – DENTAL HEALTH CARE URGENT GAP

DENTAL SERVICES PROVIDED DURING EVENTS

- Dental Exams and Consultation
- X-Rays
- Fillings (Composite)
- Emergency & Non-Emergency Extractions (non impacted)
- Prophylaxis (Cleaning)
- Gum treatment (Scaling & Root planning)
- Oral Cancer screening
- Treatment Plan
- Referral to County Health office

32 appointments per event

Proprietary and confidential — do not distribute

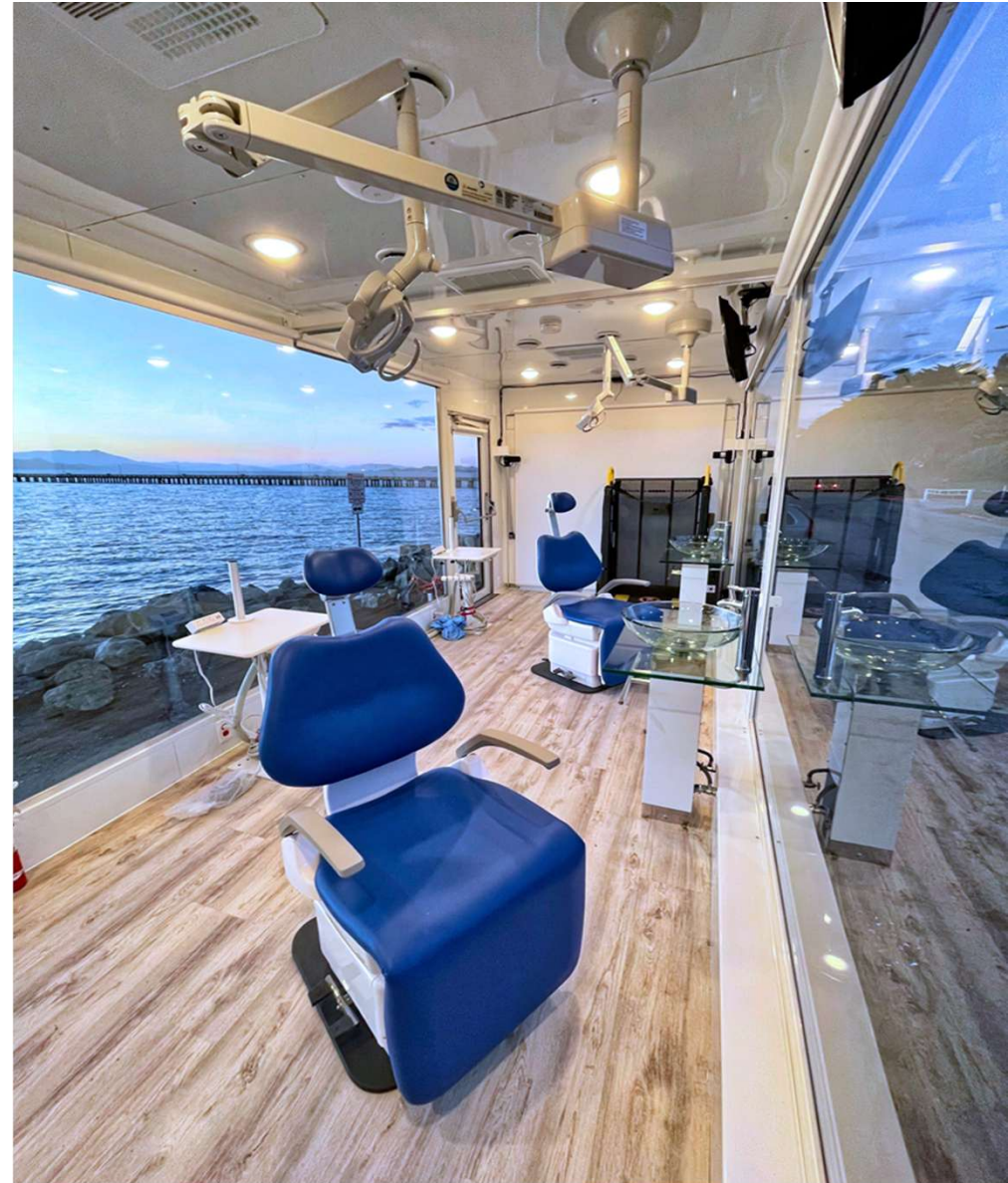


VETERANS – DENTAL HEALTH CARE URGENT GAP

WHY – MOBILE DENTAL

- Unique services and service model
 - **State-of-the-art** motorized and self-powered w/ generator
 - **Full equipped** with two oral surgery operatories
 - **No other company in market** provides this combination of services, operatories, equipment, staffing
- Business cofounded and run by an experienced dentist who is also a Lt. Colonel in the US Air Force Reserve and a member of Milpitas Veteran Commission. Co-founder an engineer and experienced IT professional running lean business operations. Proactive members of the community and champion of veteran causes
- Cost effective (**services 53% less** than average market price)
- Proven service model via 3-year performance with Santa Clara County, corporate events including the 49ers, U.S. Air Force, U.S. National Guard, and various Veteran's Stand Downs

Proprietary and confidential — do not distribute



VETERANS – DENTAL HEALTH CARE URGENT GAP

PRICING COMPARISON – DENTAL TREATMENTS

Average Market Price

Treatment	
PREVENTATIVE	
Exam	\$60
Xrays	\$70
Prophy (Cleaning)	\$120
TOTAL	\$250
BASIC	
Cavity	\$330 - 650
Extraction	\$350-1100
AVERAGE	\$500

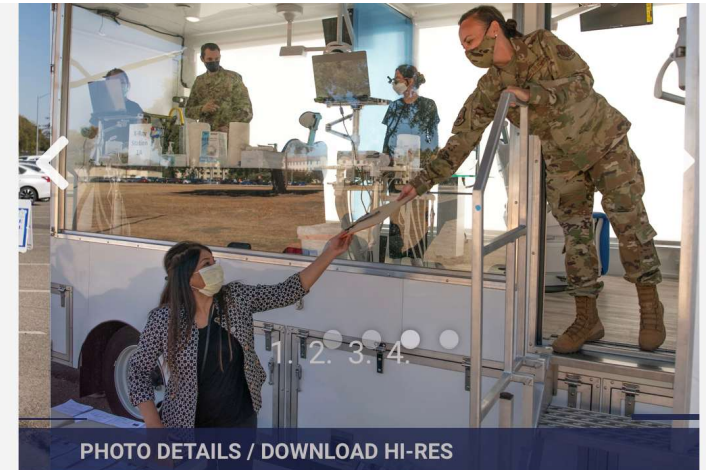
Mobile Dental Price

Our Treatment Price \$350

**Average Industry Price of
treatment Per patient**

\$750

Proprietary and confidential — do not distribute



About 70 Reserve Citizen Airmen received their annual dental exams last weekend thanks to Maj. Puneet Pande, who brought her private practice mobile dental clinic to Travis Air Force Bas...

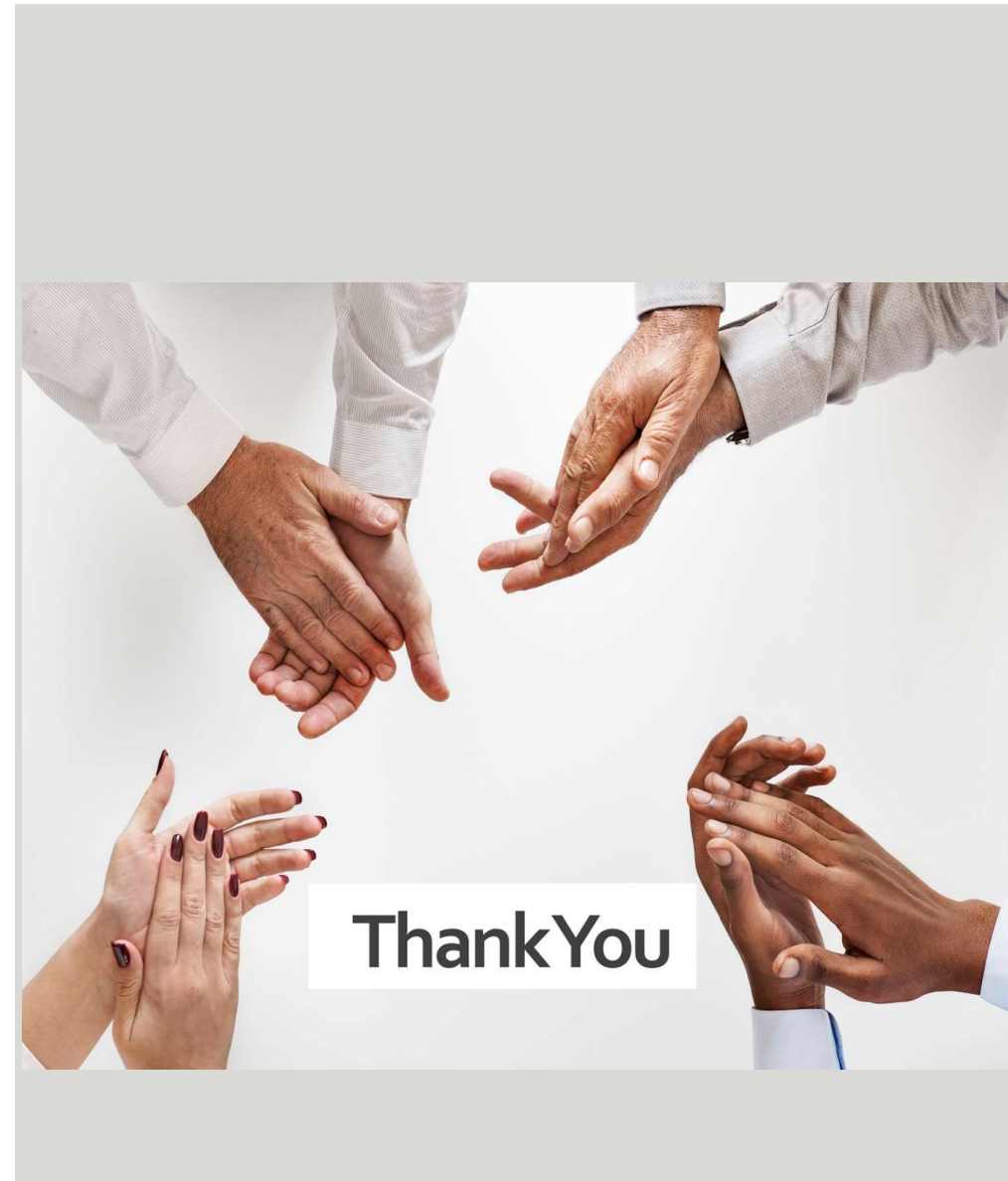
349th MDS dentist helps improve mission

VETERANS – DENTAL HEALTH CARE URGENT GAP

HOW DID WE GET THE PROGRAM STARTED?

1. VSO funded pilot events with Mobile Dental to preview program in action and gather data
2. VSO and Mobile Dental did joint presentation to Veteran's Service Commission, county supervisors and county health officers
3. VSO and Veteran's Service Commission campaigned to petition the county supervisors and county health office for funding
4. County supervisors gave directive to county health office to provide funding for services
5. County supervisors approved funding

Proprietary and confidential — do not distribute



VETERANS – DENTAL HEALTHCARE URGENT GAP

Appendix

Service Model

One Dental Van with 2 Operatories

Total Appointment = 32

Approach	Procedure	# of Veterans
Chair 1	Cleaning	16
Chair 2	Treatment	16

Staffing Needed

Staff	
Dentist (Treatment)	1
Dentist (Exam)	1
Dental Hygienist	1
X-Ray Tech	1
Dental Assistant 1	1
Dental Assistant 2	1
Patient Chart Data Entry	1
Event Coordinator	1
Driver	1
TOTAL STAFFING	9