



PreViser's numeric scores can be a powerful management tool in your practice

## Patient compliance

- Patients accept treatment when certain conditions are met:
  - They understand their need
  - They understand the costs of non-treatment
  - They have confidence the treatment is providing benefit
- PreViser analytic scores ensure these conditions are met

When patients receive understandable information about their disease and risk status, they can make the right decision regarding your therapeutic recommendations. When changes in their health state can be demonstrated, improvement will reward and encourage continued compliance while deterioration will encourage change in patient behavior.

PreViser's analytic scores establish objective and reproducible measurements that create the conditions needed to maximize patient compliance.

What does the following diagnosis mean to the average patient?

- Generalized mild and localized moderate periodontitis
- Probably very little

The terminology we sometimes use to describe oral disease can be mystifying to the typical patient.

## PreViser Numeric Risk and Disease Scores Simplify Patient Communication

### Periodontal Disease Severity

Health Score = 1	Gingivitis Score = 2-3	Mild Perio Score = 4 - 10	Mod Perio Score = 11 - 36	Sev Perio Score = 37 - 100
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### Periodontal Disease Risk

Very Low Risk = 1	Low Risk = 2	Moderate Risk = 3	High Risk = 4	Very High Risk = 5
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**When disease and risk are described numerically, they can be graphed as they change over time**

People understand their grade point averages, their cholesterol levels, or their credit scores. PreViser casts disease risk and severity in numeric terms that are far more meaningful to a patient than words can be. As scores change, graphs of those changes are shown on PreViser patient reports and serve to encourage acceptance of the therapies that are leading to improvements.

What diagnostic description will be most meaningful to your patients?

- You had Generalized mild and localized moderate periodontitis, and now you have generalized mild to moderate periodontitis, or
- Your PreViser disease score has decreased from 19 to 15. Nicely done!

With these scores, the hard to understand becomes the easy to understand. Without understanding, patients are not going to be as compliant as we need them to be.

What recall recommendation is going to make sense to your patients?

- I think you are at risk of periodontitis. As a consequence, I would like to see you every six months for a routine hygiene appointment, or
- Your PreViser risk score for periodontitis is 4, which is high. As a consequence, I would like to see you every six months for a routine hygiene appointment

The concept of disease risk is understood by most patients, but is usually not individually quantified in a way that motivates. Opinions of risk expressed by the clinician will not have the force of an objective score generated by a third party.

PreViser analytic software may identify patients at risk, or with disease that may not have been already identified

- How do you present this new information?
- “We now have new technology that allows us to scientifically identify your disease risk and diagnose periodontal disease with a new precision. Here are your results....”

In order for you to generate a PreViser analysis, you report standardized observations of bone height, pocket depths, bleeding, and so on. Although simple to record, these observations allow PreViser to identify accurately any periodontal disease that may exist in the patient populations, and it is typical that new disease is discovered by PreViser dentists. The best way to message this new discovery of disease is to emphasize the truth – you are using new technology that significantly increases the accuracy of diagnosis. Access to the best science available is just another reason for your patients to trust you as their dentist.

## New patient communication

- We use clinically validated technology to identify your risk potential and level of periodontal disease, as well as your risk of oral cancer and tooth risk. This technology will help us ensure you get exactly the care you need based on objective science.

For new patients, the message is similar. PreViser dentists are using the very best clinically validated technology for the identification of disease, ensuring the best care for their patients.

## Maximizing the value of PreViser Scores

- Use PreViser scores to 'put a number' on a patient's risk and disease state
- Changes in these scores indicate improvement and prove therapeutic value to the patient
- If scores are not improving, use the lack of improvement to motivate enhanced patient compliance in home care procedures
- If scores still do not improve, consider referral to avoid continued degradation
- Use the scores and the PreViser patient reports as an informed consent document. Patients exposed to these reports are fully informed.

Like a blood pressure measurement, PreViser analytic scores create a baseline number for periodontal disease from which the effects of treatment, or non-compliance can be measured. Positive changes in these scores demonstrate the value of your care, but when the scores deteriorate, you can use this trend to motivate compliance or to identify patients that should be referred out before they become real problems. Finally, use PreViser scores as a definitive informed consent document. Dentists presenting and discussing the PreViser analytic results shown on the patient reports will find themselves fully insulated from malpractice claims of failure to diagnose or treat periodontal disease.

Thank you!