



DENTAL HOLD

FINAL PRESENTATION



Presented by: Nathan Hackney, Rushi Faldu, and Dominic Laird

WHAT IS...

DENTAL HOLD

- DentalHold is a startup that is developing an AI voice agent for dental practitioners for patient insurance verification.
- The company aims to revolutionize dental insurance verification by making it completely automated.

All

Major Payers Supported

100%

Hands-Free Calls

30+

Min Saved Per Verification

24/7

Always Available



SAIF SALEH

THE FOUNDER

Saif is an entrepreneur out of the Raleigh-Durham area. He achieved his undergrad in Computer Science from NC State and has had strong ties to the University since. He is now an entrepreneur that uses his skills from computer science to bring ideas to life.

His Companies:

Janaza Pro

DentalHold

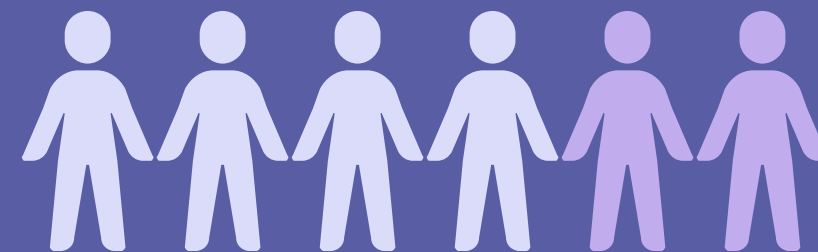
OUR ACHIEVEMENTS:

Inaccuracy

Hours Lost

Cost

Customer pain point
analysis



Conducted 53 interviews
and counting

Insurance Portals
56.1%

Manual Calling
17.1%

Dentrix PMS
14.6%

Other
12.2%

Achieved a deeper
understanding of the current
solutions in the market

OUR IMPACT

We talked to a lot of dentists and dental practices; but how does that impact DentalHold's future?

1

Greater access to information on a network of dental practices

3

Provided insight for future product design and features

2

Better understanding of customer pain points and competition

4

Recommendations on a future approach the company can take towards customers



WHAT WE MADE:

Practice Name	Phone	Email	Website	City	Priority	Notes	Called?
Lane & Associates Family Dentistry	(919) 872-7000	info@lanedds.com	https://laneandassociates.com	Raleigh	High	Large multi-location group	Yes
Triangle Family Dentistry	(919) 781-6611	info@trianglefamilydentistry.com	https://trianglefamilydentistry.com	Raleigh	High	Well-known regional group	Yes
Wells Family Dental Group	(919) 845-8212		https://wellsfamilydental.com	Raleigh	High	Multi-location modern practice	Yes
Riccobene Associates Family Dentistry	(919) 878-1810		https://riccobene.com	Raleigh	High	One of largest NC dental groups	Yes
Night & Day Dental	(919) 834-4932		https://nightanddaydental.com	Raleigh	High	High-volume + multiple locations	Yes
Midtown Dental	(919) 872-5111		https://midtowndentalraleigh.com	Raleigh	Medium	Strong local presence	Yes
Falls Village Dentistry	(919) 846-2200		https://fallsvillagedentistry.com	Raleigh	Medium	Modern practice	Yes
Raleigh Smile Center	(919) 847-6453		https://raleighsmilecenter.com	Raleigh	Medium	Established office	Yes
Parkstone Dental Care	(919) 847-0700		https://parkstonedental.com	Raleigh	Medium	Good branding	Yes
Beavers Dentistry	(919) 828-5661		https://beaversdentistry.com	Raleigh	Medium	Long-standing practice	Yes
Brier Creek Dental Studio	(919) 544-2273		https://briercreekdentalstudio.com	Raleigh	Medium	Modern office	Yes
Carolina Dental Arts	(919) 782-5665		https://carolinadentalarts.com	Raleigh	Medium	Cosmetic + general	Yes
Ashley Lloyd DDS	(919) 828-1001		https://ashleylloyddds.com	Raleigh	Medium	Smaller boutique office	Yes
Stansell Dentistry	(919) 336-2981		https://stanselldentistry.com	Raleigh	Medium	Modern branding	Yes
New Hope Dental Care	(919) 231-6024		https://newhopedentalcare.com	Raleigh	Medium	Established clinic	Yes
Renaissance Dental Center	(919) 786-6766		https://renaissancedentalcenter.com	Raleigh	Medium	Professional group	Yes
Village Dental North Raleigh	(919) 847-9777		https://villagedentalnc.com	Raleigh	Medium	Growing brand	Yes
Supremia Dentistry	(919) 322-0390		https://supremiadentistry.com	Raleigh	Medium	Modern + tech-forward	Yes
North Hills Dentistry	(919) 787-0165		https://northhillsdentistry.com	Raleigh	Medium	High-end area	Yes
Fusion Dental Care	(919) 977-4560		https://fusiondentalcare.com	Raleigh	Medium	Newer practice	Yes
City of Oaks Dental	(919) 755-0555		https://cityofoaksdental.com	Raleigh	Medium	Local branding	Yes
Better Dental	(919) 615-2888		https://betterdental.com	Raleigh	Medium	Expanding chain	Yes
Sunrise Dental	(919) 878-9992		https://sunrisedentalnc.com	Raleigh	Medium	General + family	Yes
Dental Care of Raleigh	(919) 847-6000		https://dentalcareofraleigh.com	Raleigh	Medium	Established office	Yes
Blue Ridge Dental Care	(919) 781-1948		https://blueridgedentalcare.com	Raleigh	Medium	Consistent reviews	Yes
Cary Family Dental	(919) 467-2203		https://caryfamilydental.com	Cary	High	Strong Cary presence	Yes
Preston Dental Center	(919) 467-6111		https://prestondentalcenter.com	Cary	High	Upscale demographic	Yes
Stone Creek Village Dentistry	(919) 465-0787		https://stonecreekvillagedentistry.com	Cary	Medium	Modern facility	Yes
Parkway Dental Center	(919) 859-9888		https://parkwaydentalcenter.com	Cary	Medium	Established practice	Yes
Village Dental Cary	(919) 380-3333		https://villagedentalnc.com	Cary	Medium	Multi-location	Yes



DENTAL HOLD

Dentalhold. AI Dental Insurance Information Service Inquiry

Dentalhold addresses a primary issue faced by many doctors nationwide with insurance through its proprietary interface/software. Their interface enables doctors to collect verification information of any patient through any insurance company without the need for a dedicated person/team to gather the patient’s insurance information.

Their interface will enable a dedicated, private AI to call any insurance company to gather a patient’s verification information. The AI is capable of staying on hold on calls and collecting information like eligibility, coverage details, deductibles, frequencies, waiting periods, and reference numbers. This could potentially save hours of hospital or practice staff’s time, allowing them more time to attend to the patients and manage the practice. It would also solve the issue of delayed appointments, and a doctor’s team can easily attend to the patient as quickly as possible.

* Indicates required question

What is your primary role in a dental practice or insurance organization? *

- ☐ Office Manager/Administrator
- ☐ Dentist/Hygienist
- ☐ Biller/Coder
- ☐ Insurance Claims Specialist

WHAT WE MADE:

INTRODUCING DENTAL HOLD

Your solution to ending the hassle of verifying insurance. Forever!



OUR APPROACH

The process of insurance verification is time-consuming, frustrating, and often inaccurate. So, we developed an in-house, HIPAA compliant, Ai Agent that can do it all for you.

Phone calls.
Portals.
EVERYTHING!

WHY CHOOSE US?

Set up today, Scale indefinitely

Automated AI interface with only one time setup required.

Your frustrations, fixed

An interface built on feedback of hundreds of dentists.

Solutions shaped by your reality

No templates. A solution tailored for your business and frustrations.

PRODUCT FEATURES

- Your Own AI Voice Agent
- Ability To Talk Naturally Like a Human
- Gets Every Single Detail Accurately
- Presents Results Directly In Your Dashboard.
- Always Available 24/7



NICE TO MEET YOU,
I'M SAIF!



I started out my journey as a Computer Science gradute from NC State and came out eager to help people with my skills. Soon I idenitfied a problem I had the skills to fix; the endless hassle of verifying insurance! So I got to work coding and brought to life



DentalHold

and I can't wait for you to try it yourself!

-Saif

CONTACT US



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Raleigh, NC



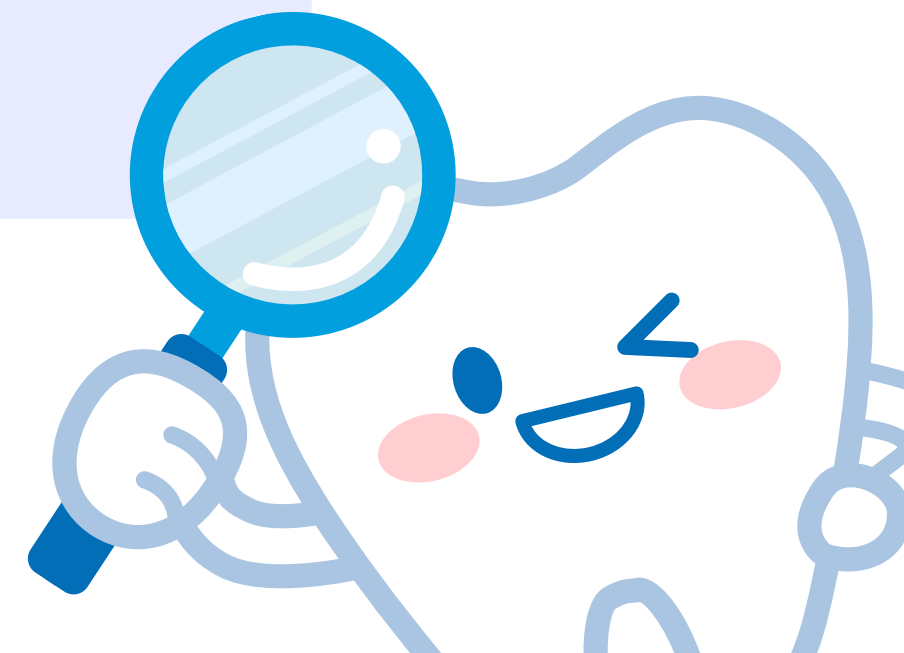
WHAT WE LEARNED

Understanding
product market fit

Importance of
knowing the job
of the product

How to create and
provide needed
deliverables

How Agentic AI
works and the use
cases



**ANY
QUESTIONS?**





THANK
YOU!!

