

## Dental Monitoring Costs

24-Month Tx time  
Full Braces Starts



Braces 3D Monitoring Costs (for a specific number of Pt. Starts/Year)						
Number of Patient Starts/Year	Monthly Cost per 1 Pt. Start	Monthly Cost for ALL Pt. Starts	Total Cost for 24 mo of ALL Starts	% Increase in Tx Fee of \$5,000	% Increase in Tx Fee of \$5,500	% Increase in Tx Fee of \$6,000
1	\$15.90	\$15.90	\$381.60	7.6%	6.9%	6.4%
2	\$15.90	\$31.80	\$763.20	7.6%	6.9%	6.4%
3	\$15.90	\$47.70	\$1,144.80	7.6%	6.9%	6.4%
4	\$15.90	\$63.60	\$1,526.40	7.6%	6.9%	6.4%
5	\$15.90	\$79.50	\$1,908.00	7.6%	6.9%	6.4%
6	\$15.90	\$95.40	\$2,289.60	7.6%	6.9%	6.4%
7	\$15.90	\$111.30	\$2,671.20	7.6%	6.9%	6.4%
8	\$15.90	\$127.20	\$3,052.80	7.6%	6.9%	6.4%
9	\$15.90	\$143.10	\$3,434.40	7.6%	6.9%	6.4%
10	\$15.90	\$159.00	\$3,816.00	7.6%	6.9%	6.4%
11	\$15.90	\$174.90	\$4,197.60	7.6%	6.9%	6.4%
12	\$15.90	\$190.80	\$4,579.20	7.6%	6.9%	6.4%
13	\$15.90	\$206.70	\$4,960.80	7.6%	6.9%	6.4%
14	\$15.90	\$222.60	\$5,342.40	7.6%	6.9%	6.4%
15	\$15.90	\$238.50	\$5,724.00	7.6%	6.9%	6.4%
16	\$15.90	\$254.40	\$6,105.60	7.6%	6.9%	6.4%
17	\$15.90	\$270.30	\$6,487.20	7.6%	6.9%	6.4%
18	\$15.90	\$286.20	\$6,868.80	7.6%	6.9%	6.4%
19	\$15.90	\$302.10	\$7,250.40	7.6%	6.9%	6.4%
20	\$15.90	\$318.00	\$7,632.00	7.6%	6.9%	6.4%
21	\$15.90	\$333.90	\$8,013.60	7.6%	6.9%	6.4%
22	\$15.90	\$349.80	\$8,395.20	7.6%	6.9%	6.4%
23	\$15.90	\$365.70	\$8,776.80	7.6%	6.9%	6.4%
24	\$15.90	\$381.60	\$9,158.40	7.6%	6.9%	6.4%
25	\$15.90	\$397.50	\$9,540.00	7.6%	6.9%	6.4%
50	\$14.90	\$745.00	\$17,880.00	7.2%	6.5%	6.0%
75	\$13.90	\$1,042.50	\$25,020.00	6.7%	6.1%	5.6%
100	\$12.90	\$1,290.00	\$30,960.00	6.2%	5.6%	5.2%
300	\$11.90	\$3,570.00	\$85,680.00	5.7%	5.2%	4.8%
500	\$10.90	\$5,450.00	\$130,800.00	5.2%	4.8%	4.4%
750	\$9.90	\$7,425.00	\$178,200.00	4.8%	4.3%	4.0%

If the \$382 (or \$238 >500 starts) cost of Dental Monitoring (DM) *per start* is not passed on to the patient it will result in a direct drop in your net. Consider if your market can absorb a \$300-\$400 fee increase.

The anticipated reduction in the number of total patient visits/start will be minimal if at all, but when it is possible it can save about \$250 per 30-min visit in daily production.

Production-wise you would need to save about 60 minutes of appointment time per start to absorb the DM \$ fee increase. But this only applies if you are efficient and fully booked every day.

The big savings is in reducing run-on cases, prevalent with >10-week appointment intervals. It typically takes 2-4 extra, 30-min appointments to clean them up, wasting \$500 to \$1,000 in production time.

Minimally, the DM service should be advantageous when used on selected patients with complicated cases, or when they seem uncooperativesome, or when you are trying a new Tx mechanotherapy.

Cost of GoLive Aligner Monitoring	Tx Cost, months	\$4,500, 12-mo Tx		\$6,000, 24-mo Tx	
Fixed cost per Aligner Start = \$7.90 per month	Total Cost & %	\$95.00	2.1%	\$190.00	3.2%
3-D Dental Monitoring might be appropriate for Aligner starts since their lab fees are 7 to 10 times the DM fee and are not as noticeable when added into the Aligner Tx fee.					