



# AI Factory and VideHealth



H A R V A R D | B U S I N E S S | S C H O O L

Copyright © President & Fellows of Harvard College

Proprietary and confidential - Use permission granted to CTO Forum.

# AI in the Field of Dentistry

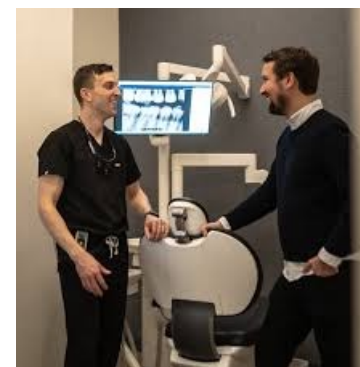


VIDEA  
HEALTH

Florian Hillen  
CEO & Founder



VIDEA  
HEALTH



H A R V A R D | B U S I N E S S | S C H O O L

# Dentist or Robot for Dental Diagnosis?

AI

Diagnostic Accuracy ↑

Pattern recognition Capability ↑

Convenience / Access

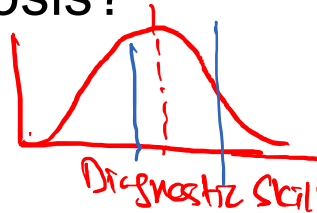
Cost → Marginal Cost ↓  
Population Health Perspective  
Scale ↑

Negatives

Quality vs Cost / Bias in data / Who is going to be sued  
Interoperability?

How big is the data context

Improvement of the system via Insurance adoption



Co-pilot?

Confidence Score

Risk of it going cost → cost

Dialog? → Insurance?  
Blackbox?  
Data Privacy issues  
Human Expert (Dentist)

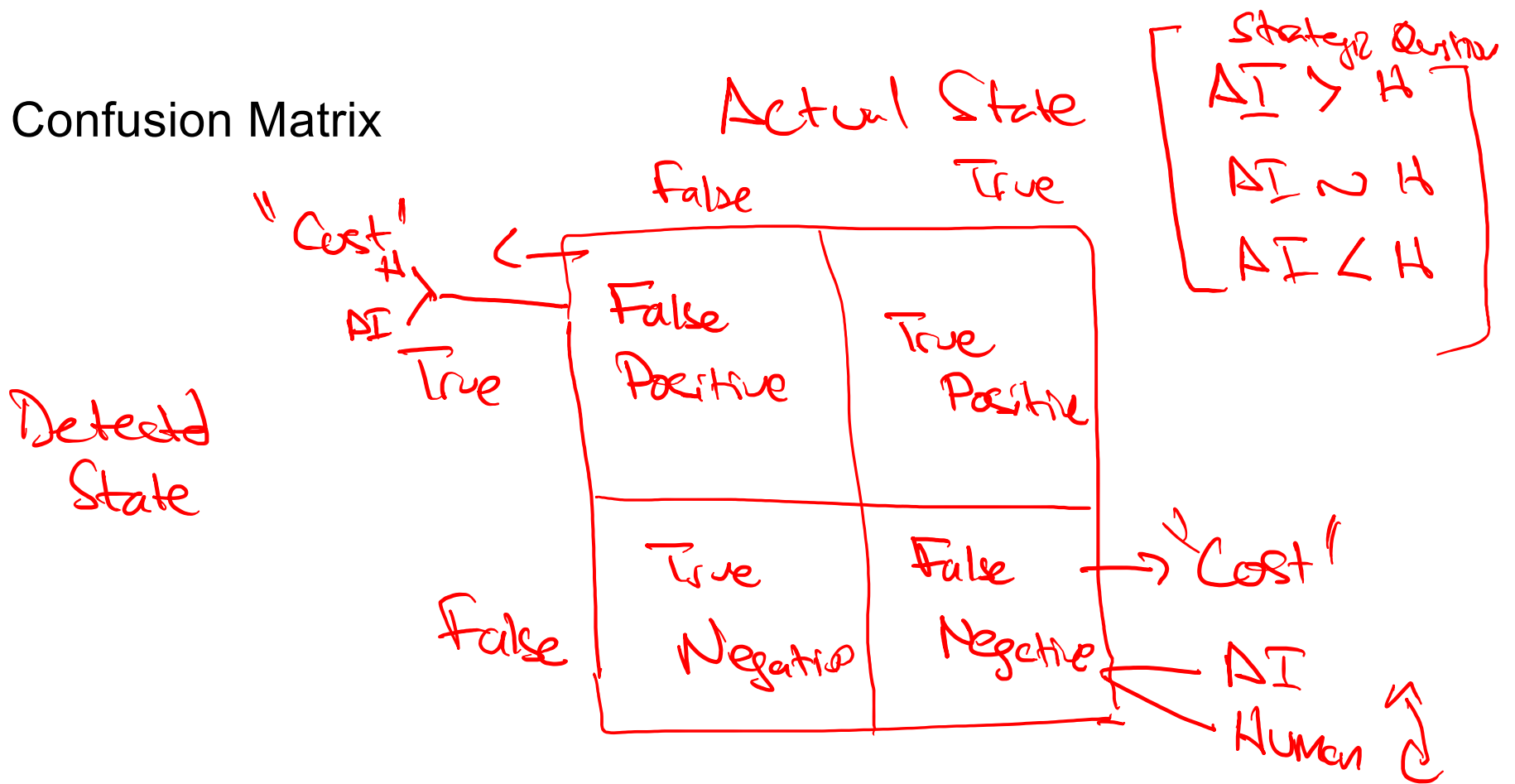
More Comfortable  
→ based on experience

Impact on dentistry  
long term impact  
who benefits?

Negatives

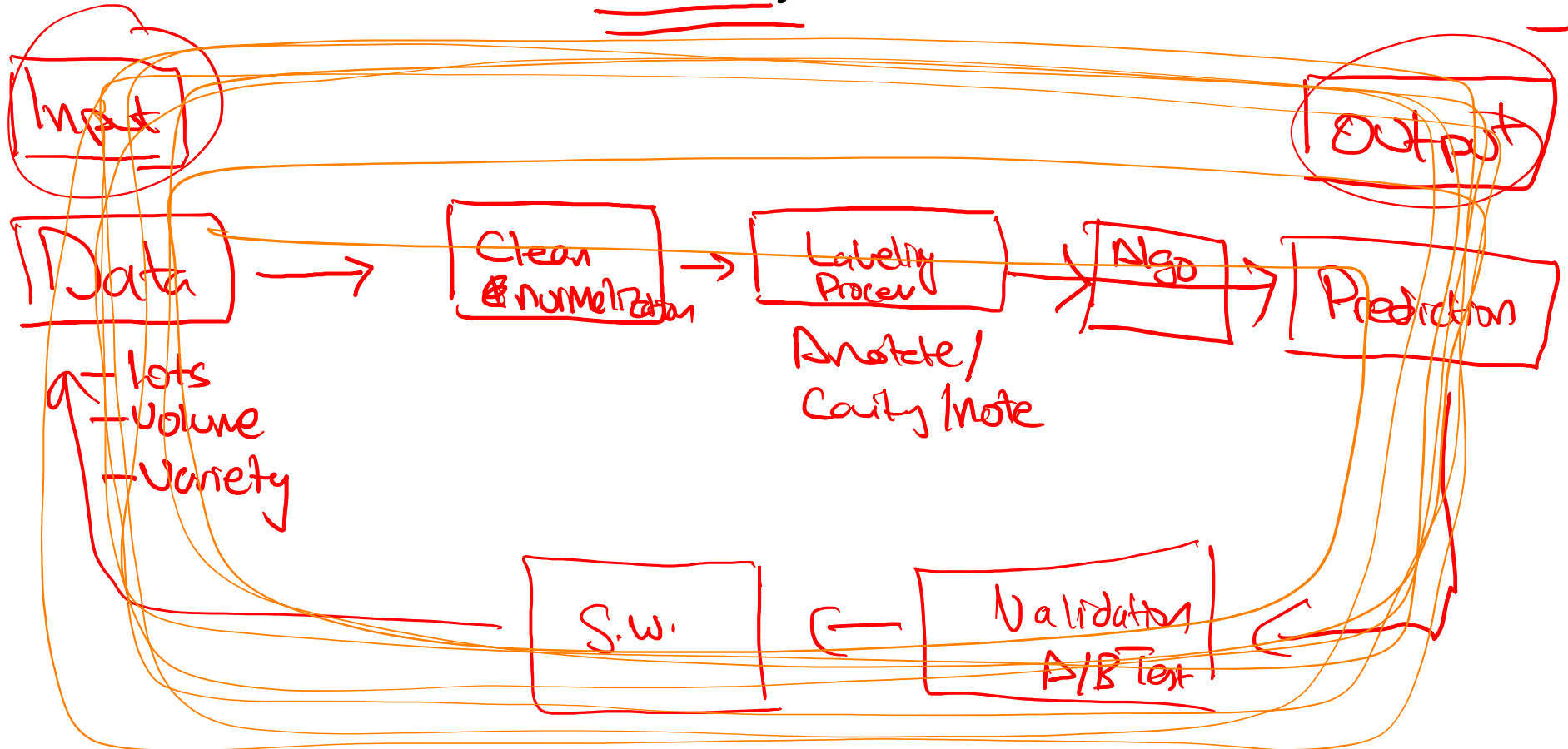
HARVARD BUSINESS SCHOOL

## Confusion Matrix



# From Zero to One for an AI Factory I

[Supervised ML] [End to end]



HARVARD | BUSINESS | SCHOOL

# VideaHealth is the leader in dental AI designed and delivered for leading DSOs

Leading dental AI



VideaAI is used by **over 4,000 dental clinicians** across the US daily. Analyzing several million patients and over **50M x-rays** per year.

Backed by top investors



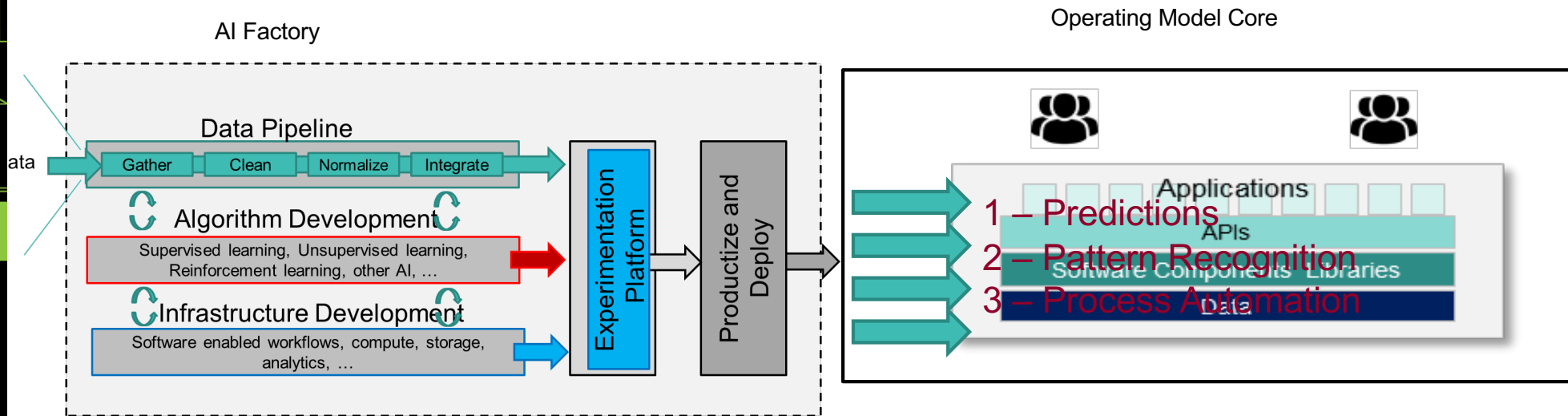
**\$27M in capital** raised so far from leading investors including Spark Capital, Pillar VC, and Zetta Ventures (Investors in Twitter, SmileDirect, SnapChat)

Strategic partnerships

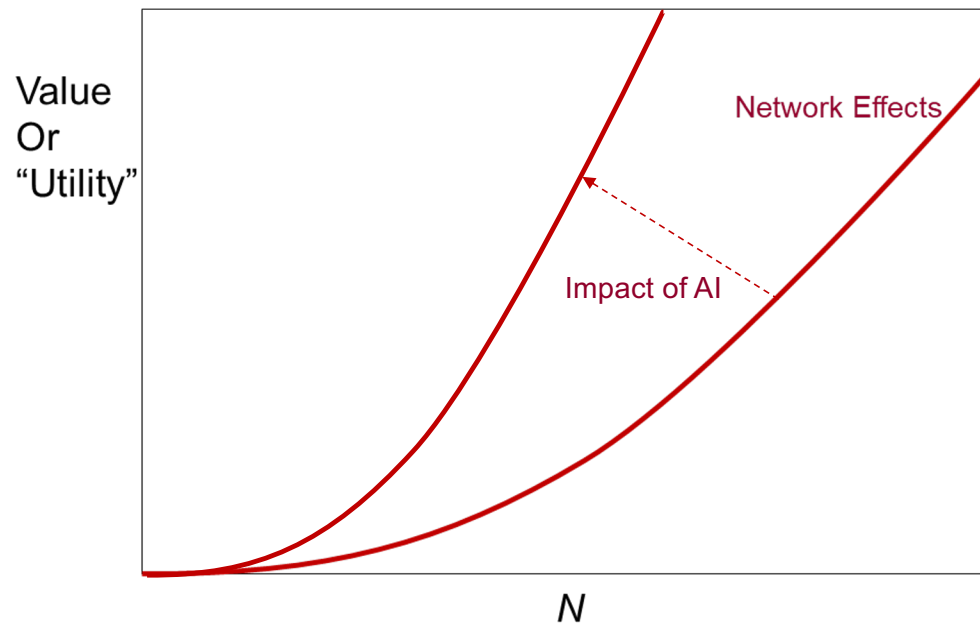


**Integrated into 10s of thousands of offices.** Access to largest data set in the world.

The AI factory feeds data and models systematically into the software enabled operating core of the firm.



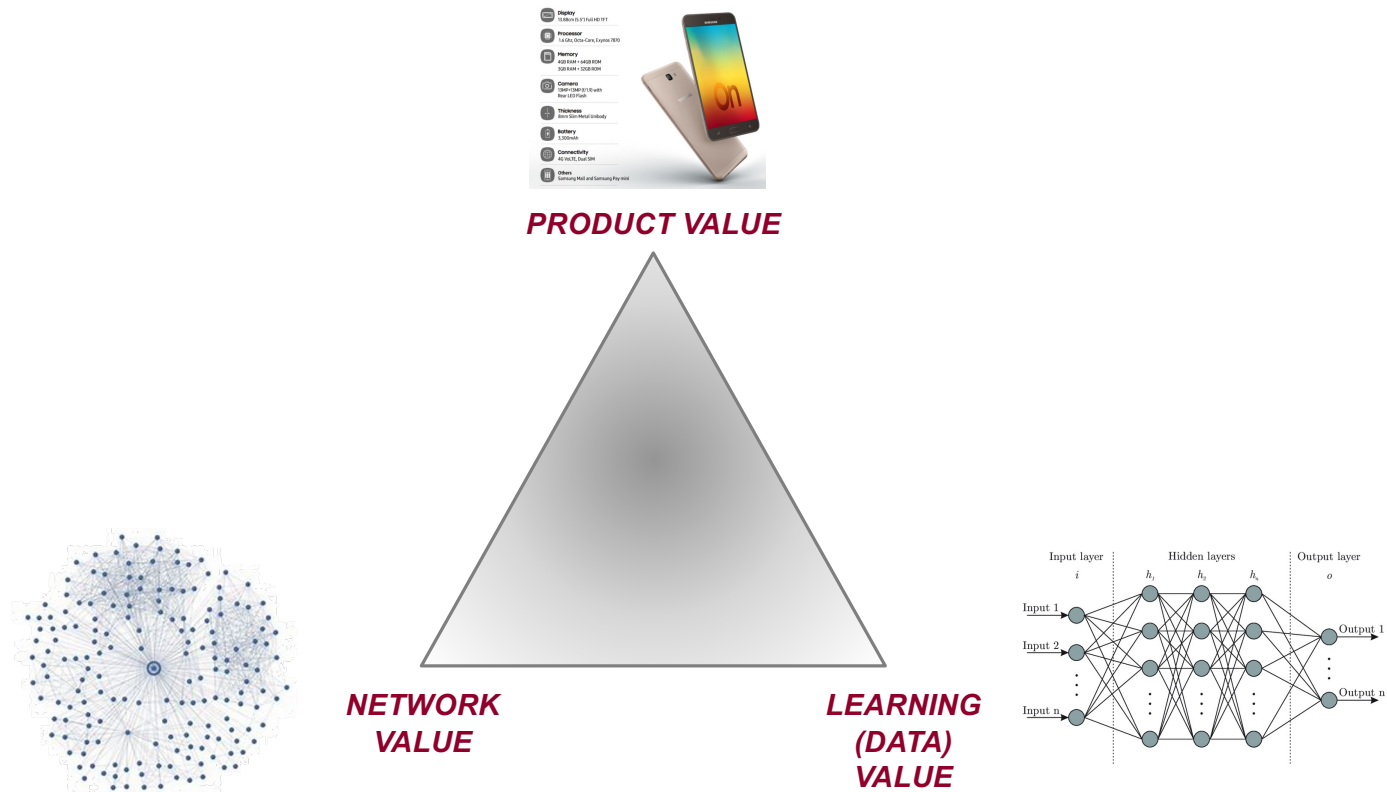
## Digital Operating Models have Near Zero Marginal Costs and can Generate “Network” and “Learning” Effects



H A R V A R D | B U S I N E S S | S C H O O L



# Digital business models create value along three fundamental axes



H A R V A R D | B U S I N E S S | S C H O O L