A PARTNERSHIP WORTH SMILING ABOUT
BENEVIS | KOOL SMILES

About Benevis

**Benevis is a comprehensive practice services company** committed to improving healthcare access by providing non-clinical, business support services to many of the nation’s leading healthcare organizations.

**Benevis’ suite of practice support services** for clients includes accounting, human resources, billing and collections, marketing, purchasing, information technology and practice transition solutions. We help health care providers focus on what they do best: provide quality care to their patients.

**Benevis also offers industry-leading** compliance and clinical quality assurance programs built around our award-winning Boomerang Practice Management (Electronic Health Records) system to help ensure the provision of quality care.

Kool Smiles - A leader in affordable dental care

Benevis’ client, Kool Smiles, is the nation’s leading provider of quality and affordable dental care for children and families. Kool Smiles was founded to be a different kind of practice with an uncompromising focus on quality and compliance, and an unwavering dedication to improving the oral health of communities that are often overlooked or underserved. Some facts about Kool Smiles:

- **3 MILLION+ DENTAL HOMES FOR CHILDREN**
  - many of whom would not otherwise have access to dental care.

- **3,000+ TEAM MEMBERS**

- **15 STATES AND THE DISTRICT OF COLUMBIA PROVIDING QUALITY DENTAL CARE**

- **123 LOCATIONS SERVING COMMUNITIES BOTH INSIDE AND OUTSIDE LARGE METRO AREAS**

Kool Smiles’ affiliation with Benevis allows Kool Smiles dentists to utilize industry-leading compliance and quality assurance programs and suite of practice support services to help ensure the delivery of quality care and world-class patient satisfaction.

Kool Smiles is Leading the Way:

- Creating access to dental care.
- Compliance and clinical quality assurance programs.
- Utilizing preventative care to improve treatment outcomes and decrease costs.

For more information, visit the Kool Smiles website at [www.mykoolsmiles.com/pressroom](http://www.mykoolsmiles.com/pressroom).
Tooth decay is the most common chronic disease among children. 

Kool Smiles utilizes an innovative, cost-efficient practice model that harnesses economies of scale, and removes the time and stress associated with non-clinical work like billing, finance, IT and facilities, allowing our dentists to deliver dental care to a high percentage of Medicaid children and families.

Study: Kool Smiles Providers Perform Fewer Dental Services at Lower Costs

A multi-state, multi-year analysis from Dobson DaVanzo & Associates using publicly available Medicaid data found that Kool Smiles providers performed fewer dental services at lower costs than other Medicaid providers in their geographic areas.

### PROJECTED SAVINGS TO STATE MEDICAID PROGRAMS

The study also calculated projected savings to state Medicaid programs if Kool Smiles were to treat all Medicaid dental patients in these states:

<table>
<thead>
<tr>
<th>State</th>
<th>Savings (Million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nevada</td>
<td>$235</td>
</tr>
<tr>
<td>Arizona</td>
<td>$24</td>
</tr>
<tr>
<td>Mississippi</td>
<td>$44</td>
</tr>
<tr>
<td>South Carolina</td>
<td>$84</td>
</tr>
<tr>
<td>Virginia</td>
<td>$81</td>
</tr>
<tr>
<td>Georgia</td>
<td>$79</td>
</tr>
<tr>
<td>Texas</td>
<td>$59</td>
</tr>
<tr>
<td>South Carolina</td>
<td>$51</td>
</tr>
<tr>
<td>Indiana</td>
<td>$44</td>
</tr>
<tr>
<td>Louisiana</td>
<td>$41</td>
</tr>
<tr>
<td>Wyoming</td>
<td>$35</td>
</tr>
<tr>
<td>New York</td>
<td>$24</td>
</tr>
<tr>
<td>Total</td>
<td>$955</td>
</tr>
</tbody>
</table>

Bottom Line: The crisis can be addressed and both our state budgets and children can be healthy.
### Medicaid Kids With Better Oral Health Outcomes

The Benevis Foundation reviewed five years of data (2009-2014) from Kool Smiles. The data suggested that preventative care delivered in Kool Smiles offices improves outcomes and lowers costs:

**Impact of Early Care**
- If all kids had a dental visit before 3rd birthday:
  - **Total Dental Costs Drop:** 5.8%
  - **Restorative & extraction costs decrease:** 34.6%
  - **In one year alone, taxpayers would have saved:** $273 Million

**Focus on Early Care With Programs Such As Texas First Dental Home**

**Further Benefits**
- **Restorative Cost Savings:** 42.1% Reduction

**Impact of Dental Sealants**
- Kids with sealants on first molars before 10th birthday had:
  - **91.9% Lower Restorative Costs**
  - **42.7%**
  - **In one year alone, taxpayers would have saved:** $173 Million

### Improving the Oral Health of the Community

- **Percentage of kids 4-9 who had a dental visit before their 4th birthday more than doubles:**
  - 20% (2009)
  - 53% (2014)

- **Preventative to restorative ratio increases by 112%:**
  - 1.64 (2009)
  - 3.47 (2014)

- **Need for procedures that are restorative drops significantly:**
  - 39%

Source: Benevis Foundation, Medicaid Kids with Better Dental Health Outcomes
Third Party Payor Quality Scores

Dental plans that administer Medicaid benefits are beginning to provide quality scores for network participants. Results to date affirm Kool Smiles quality leadership. 2015 scores from one of the largest plans in the country showed the following results:

<table>
<thead>
<tr>
<th>Metric</th>
<th>Kool Smiles Favorability to State Averages</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost Per Patient</td>
<td>$182 vs. $276</td>
</tr>
<tr>
<td>Services Per Patient</td>
<td>4.77 vs. 6.40</td>
</tr>
<tr>
<td>Preventative Score</td>
<td>.352 vs. .307</td>
</tr>
<tr>
<td>90 Day Checkup Score</td>
<td>.342 vs. .270</td>
</tr>
<tr>
<td>Age 6 to 9 Sealants</td>
<td>.238 vs. .208</td>
</tr>
<tr>
<td>Age 10 to 14 Sealants</td>
<td>.231 vs. .202</td>
</tr>
</tbody>
</table>

Industry Leading Compliance Program

Kool Smiles’ compliance program, anchored by a robust clinical quality assurance program, is breaking new ground in dental compliance. The highlights of this program include:

- 3,723 internal dentist audits in the past four years.
- Kool Smiles has a culture of active repayment of internal audit findings and the internal repayment percentage (1.0%) nearly mirrors the outside audit repayment percentage.
- 17,983 charts audited by external board certified dentists in those four years.
- Very small repayments from outside audits (1.1% of audited procedures) since Kool Smiles started in 2002. This includes audits of 6,409 patient charts.

www.mykoolsmiles.com
Since 2002, Kool Smiles has invested more than $100 million into local communities through outreach, dental health, education and charitable giving.

Charitable Giving

Uncompensated Care
Kool Smiles was founded on the belief that every person deserves access to quality dental care, including those who don’t have insurance. We believe it is our moral and professional obligation to follow through on recommended services to prevent future health problems and struggles. In fact, Kool Smiles has provided more than $100 million in uncompensated care to patients in our offices.

Over $100 Million provided in uncompensated dental care since 2005

Make it Memorable
Through its “Make it Memorable” program, Kool Smiles gives doctors and other team members the opportunity to donate and give back to local schools, charities, and health programs in the communities where they live and work. Each month, our offices identify organizations that are making a difference in the community and support them with Make it Memorable funds. Some of the ways our team members have chosen to give back include organizing canned food and toy drives for families in the community, volunteering at health fairs to give out dental supplies and promote good dental hygiene, sponsoring service dogs at a local children’s hospital, bringing dental supplies to children overseas, donating to a GoFundMe campaign for a young patient battling cancer, and so much more. To date, the Make it Memorable program has infused tens of thousands of dollars into the local communities we serve.

Kool Smiles Scholarship Program
In 2016, Kool Smiles launched a scholarship program as a way to support talented students who are passionate about making a difference in dental care. The scholarship recognizes students whose winning essay on dental health demonstrates excellence based on clarity of content, originality, creativity and persuasiveness.

Dental Health Education

Education is essential to our mission of improving dental health access and outcomes within underserved communities.

Dental Health Lesson Plans
Teachers are some of our most valued allies in our fight against childhood tooth decay. As part of our effort to bring dental health education out of the dentist’s chair and into the classroom, Kool Smiles, with the generous support of the Benevis Foundation, is proud to provide free dental health lesson plans and toothbrushes for preschool and K-5 classrooms across the country. Our lesson plans include age-appropriate curricula to facilitate a fun and interactive classroom environment.

Download our Dental Lesson Plans here!

Community Partnerships
Interested in partnering with Kool Smiles to advance oral health education efforts in your community? If your agency or organization could benefit from a partnership with Kool Smiles, please fill out our community contact form so we can route your request to a representative who can serve you.

Community Outreach

Operation Troop Treats
Our annual Halloween candy exchange, Operation Troop Treats, encourages healthy habits at home while supporting American troops serving abroad. Since we started the Operation Troop Treats program in 2012, Kool Smiles communities have donated more than eight tons of candy and sent 800 care packages to U.S. troops serving overseas.

Learn more.

Sharing Smiles Day
Sharing Smiles Day is our national day of free dental care exclusively for children, hosted by Kool Smiles dentists and staff volunteers. During Sharing Smiles Day 2016, our dentist volunteers helped more than 500 children without dental insurance receive much needed dental care at no cost.

Learn more.

Dental Mission Trips
Kool Smiles dentists partner with global organizations like Flying Doctors of America and Choice Humanitarian to bring much-needed dental care to communities around the globe. These international service trips are an important part of our mission and dream to give every child a happy, healthy smile – and to continue leading the way in creating dental access not only in communities throughout the U.S., but around the world.

Learn more.

Our doctors and other team members also participate in Missions of Mercy as volunteers donating care and dental supplies to help individuals with acute dental needs who would not otherwise have access to care.
Part of fulfilling the Kool Smiles Mission and Dream means providing needed dental care to families who don’t have private insurance or who can’t afford to pay out of pocket. Thanks to our amazing doctors and team members, Kool Smiles helped millions of families get needed dental care in 2017.

**NEARLY 2 MILLION**

patients served in 2017

**MORE THAN $18 MILLION**

Donated in Uncompensated Care

**EXPANDING ACCESS TO DENTAL CARE**

Part of fulfilling the Kool Smiles Mission and Dream means providing needed dental care to families who don’t have private insurance or who can’t afford to pay out of pocket. Thanks to our amazing doctors and team members, Kool Smiles helped millions of families get needed dental care in 2017.

**4 TONS**

of Halloween candy

donated during Operation Troop Treats.

**200,000**

Dental kits

delivered to disaster victims, schools, and other communities in need.

**78,000**

Dental health lesson plans

provided to nearly 3,000 classrooms across the country.

**500+**

children served

Provided free dental care to children and families in need during Sharing Smiles Day 2017.

**500+**

patients treated during a dental mission trip to Bolivia

Through community outreach programs like our annual Halloween candy exchange, free care days and dental mission trips, we are making a positive impact in communities around the world!

**GIVING BACK**

Through community outreach programs like our annual Halloween candy exchange, free care days and dental mission trips, we are making a positive impact in communities around the world!

**SUPPORTING THE NEXT GENERATION OF DENTAL LEADERS**

We’re committed to supporting and inspiring the next generation of dental leaders who are passionate about giving back.

**$22,000**

awarded in dental school scholarships and educational support

Ready to change lives (including your own)? Learn more at [www.koolsmilesjobs.com](http://www.koolsmilesjobs.com)