Open Dentist (Clear Insight): Founding Dental Partner Proposal

Why Open Dental Is Ripe for Disruption · Live AI-Native Practice OS · $17,900–$37,100/Yr Practice Cost Savings · 10% Founding Partner Revenue Share

Prepared by: Dale Raaen, Founder & Chairman — Open Scaffold Labs LLC (`dale@openscaffoldlabs.com`)
Date: October 26, 2026
Live Interactive App (Full-Screen Sandbox): https://open-dentist-assistant.vercel.app
Live Interactive Founding Partner Deck: https://www.openscaffoldlabs.com/pitches/open-dentist-founding-partner/
Product Overview & CFO Calculator: https://www.openscaffoldlabs.com/products/open-dentist/

Executive Summary: Why We Should Build This Together

When we met last Friday, we talked about how rapidly **AI is transforming dental practices**—from ambient voice periodontal charting and chairside clinical notes to automated insurance verification, 837D claim scrubbing, and patient recall reactivation.

Yet every dentist who adopts AI today hits the same wall: **legacy Practice Management Systems (Open Dental, Dentrix, and Eaglesoft) were architected 20 to 30 years ago as Windows desktop programs sitting on a local office server.** Because modern AI cannot live natively inside a 2003 Windows Forms desktop executable, practices are forced to bolt on **5 to 7 separate third-party subscriptions**—paying **$18,200 to $37,700 per year** while staff still copy-paste across disconnected windows and reconcile QuickBooks by hand.

Open Scaffold Labs has built the clean-sheet replacement: Open Dentist (`Clear Insight · Dental Intelligence`). 1. **Why Open Dental Is Ripe for Disruption:** We replace Open Dental's 2003 C# `WinForms` `.exe` , local MySQL `port 3306` closet server, Windows `\\Server\OpenDentImages` SMB share, `eConnector` relay tunnel, and remote-desktop screen streaming with a true cloud-native + iPad/iPhone + **Bot + App + Human** architecture. 2. **Here Is the Live App:** Every role in the practice—Dentist, Hygienist, Front Desk, Treatment Coordinator, Billing Manager, and CPA—works on one unified system with **Command VI** voice/natural-language control and **five specialized dental AI agents** built directly into the schedule, chart, claims queue, and general ledger (`https://open-dentist-assistant.vercel.app`). 3. **Why It Saves Dentists $17,900 to $37,100+ Every Year (98.4% Savings):** Open Dentist consolidates the entire practice stack—PMS, patient texting/reminders, digital intake & e-sign, AI voice charting, AI claim scrubbing, and a **100% QuickBooks replacement (`@openscaffold/books` v3.3)**—into a single Disruptor Annual License of **$299/year (Solo Practice)** or **$599/year (Multi-Chair / Group Practice)**, backed by our **60-Day Zero-Double-Entry Parallel Proof**. 4. **Your 10% Founding Dental Partner Offer:** As our **Opening / Founding Dental Partner**, your practice receives a **lifetime $0 license**, shapes the clinical and front-office AI workflows alongside me, and earns a **10% revenue share on all future Open Dentist subscription sales**.

Pillar 1: Why Open Dental Is Ripe for Disruption (The 2003 Architecture Trap)

Open Dental (founded by Dr. Jordan Sparks in 2003) was a major step forward over 1990s Dentrix and Eaglesoft twenty years ago. **Architecturally, however, Open Dental is still a 2003 Windows desktop client-server application—not a modern cloud or AI-native platform:**

Architectural Layer	Legacy Open Dental (2003 Architecture)	Open Dentist (`Clear Insight` — Clean-Sheet 2026 Architecture)
1. Client Application & Operatory UI	**Monolithic C# / `.NET Framework` Windows Forms (`WinForms`) `.exe` (`OpenDental.exe`)** painted with legacy GDI+ controls and a DirectX/OpenGL local 3D tooth chart (`Sparks3D`). Requires Windows PCs in every operatory and front-desk station.	**100% Native Web, Mac, iPad & iPhone App** built on `@openscaffold/design` with interactive vector Odontogram, 168-site periodontal charting, and instant chairside responsiveness—zero Windows `.exe` installs.
2. Database & Networking	**Direct Local MySQL / MariaDB (`port 3306`) over Office LAN.** Every operatory workstation opens a direct SQL connection to	**Cloud-Native PostgreSQL with Row-Level Security (`FORCE RLS`)** and encrypted application-layer PHI

Architectural Layer	Legacy Open Dental (2003 Architecture)	Open Dentist (`Clear Insight` — Clean-Sheet 2026 Architecture)
	a closet server PC, executing thousands of raw SQL queries across `400+` tables with zero multi-tenant cloud isolation.	controls (`AES-256-GCM`), accessible securely from any authorized operatory iPad, Mac, PC, or home laptop.
3. Radiographs, Documents & File Storage	**Windows SMB Network Share (`\\Server\OpenDentImages`, the "A-to-Z Folder")** plus 32-bit `TWAIN` drivers and local `.exe` Program Link file bridges (`Dexis`, `Apteryx`) that drop text files on a local hard drive.	**Cloud-Encrypted Imaging & ClearSight AI Second-Read Vault** with SHA-256 integrity verification, side-by-side bitewing/periapical viewing, and 1-click X12 `837D` claim attachment.
4. How Cloud & AI Add-Ons Connect	**The `OpenDentalEConnector` Relay Workaround.** Because the database sits inside the dental office closet, Open Dental runs a background Windows service (`eConnector`) that punches outbound through the office firewall to relay texting, web forms, and third-party API calls.	**Native Two-Door Bot + App Architecture (`/api/agent/mcp`).** Five specialized dental AI agents and Command VI voice run directly on the live practice schema with sub-second response and human-in-the-loop approval gates.
5. "Open Dental Cloud" Reality	**Remote-Desktop Screen Streaming (`Thinfinity VirtualUI`).** "Open Dental Cloud" is not a rewritten web app—it runs the exact same Windows `WinForms` `.exe` on a hosted Windows VM and streams pixels to the browser, priced per concurrent session.	**True Multi-Tenant Cloud & Native Mobile Architecture** with unlimited staff logins, offline-resilient operatory caching, and near-zero marginal infrastructure cost per practice.
6. Accounting & Financial Close	**No True General Ledger.** Practices must export or re-key daily production, collections, and merchant batches into **QuickBooks Online**, creating constant bank/ledger discrepancies.	**Built-In 100% QuickBooks Replacement (`@openscaffold/books` v3.3)** with automatic provider/associate splits, PPO write-off tracking, ERA/835 EFT batch matching, and a Zero-PBC CPA portal.

The Engineering Law of Legacy Dental Software (Why Dentrix 1989, Eaglesoft 1994, Open Dental 2003 & First-Gen Cloud Wrappers Cannot Evolve)

As a software engineer who built Telecom Australia's (Telstra's) **FLEXCAB** billing system on IBM mainframes (`1989–1994`), Open Scaffold Labs Founder Dale Raaen learned a permanent engineering truth: **old systems are architected around yesterday's hardware, network, and business constraints and are structurally hard to change. - Dentrix (`1989 DOS / 1995 Win32 C++ & FairCom c-treeISAM / SQL`):** Built for 1990s local office LANs; relies on local background sync agents (`Dentrix Passkey`) to push partial schedule copies to external cloud tools. - **Eaglesoft (`1994 Win32 / Sybase SQL Anywhere`):** 1990s Windows client-server executable coupled to a local Sybase database and Patterson local file shares with zero native AI agent layer. - **Open Dental (`2003 C# .NET WinForms` + `MySQL port 3306` + `\\Server\OpenDentImages` SMB share):** Streams Windows desktop pixels via `Thinfinity VirtualUI` RDP and punches through office firewalls via `OpenDentalEConnector`. - **First-Gen Cloud Wrappers (`Curve Dental` 2005, `Dentrix Ascend` 2014):** Browser-based clinical point apps that still lack a general ledger, payroll, website studio, or native MCP agent door—forcing practices to run **6 to 9 separate databases** (`QuickBooks` + `Gusto` + `Weave` + `Pearl AI` + `Vyne` + `PatientPop`).

Why Dentists Who Love AI Are Frustrated Today

Because AI cannot live natively inside Open Dental's 2003 `WinForms` + local MySQL + `eConnector` stack, a modern dentist who wants AI has to buy and glue together: 1. **Open Dental Support + eServices / Cloud Hosting** (`$2,400–$7,200/yr`) 2. **Local Windows Server IT Maintenance & Encrypted Backups** (`$2,400–$4,800/yr`) 3. **Weave / RevenueWell / Podium** for two-way SMS, reminders, and recall (`$4,200–$7,200/yr`) 4. **Dental Intelligence / Jarvis Analytics** for morning huddles and KPIs (`$3,600–$6,000/yr`) 5. **Pearl / Overjet / Bola AI / Voice Dictation Bolt-Ons** (`$3,600–$8,400/yr`) 6. **QuickBooks Online Plus/Advanced** for practice accounting (`$1,200–$2,700/yr`) 7. **Clearinghouse & e-Attachment Portal Markups** (`$800–$1,400/yr`)

That is **7 logins, 7 monthly bills ($18,200–$37,700/year), and fragile sync bridges** that break whenever a workstation updates.

Pillar 2: Here Is the App — Open Dentist (`Clear Insight · Dental Intelligence`)

Live Interactive Demo (Fictional Sandbox Data): https://open-dentist-assistant.vercel.app

Open Dentist is built from the ground up on Open Scaffold Labs' **"Bot + App + Human" model**: *a bot uses the app, and each person in the practice uses both the bot and the app*. Every AI action is proposed with linked evidence and requires a human click to approve—never an unapproved send or silent chart mutation.

1. Built-In AI for Every Role in the Dental Practice

Practice Role	How Open Dentist + Built-In AI Supports Them Every Day
Dentist (Owner & Associate DDS)	**Chairside Clinical Cockpit & ClearSight AI Second-Read:** Interactive 32-tooth Odontogram, ClearSight radiograph second-read proposals (highlighting bone-level ratios and suspected caries for clinician acceptance), hands-free **Command VI** voice SOAP note drafting, e-prescribing readiness, and instant provider production vs. net collection visibility.
Dental Hygienist (RDH)	**Hands-Free Voice Perio Charting (`168 Sites`) & Recall Loop:** Call out 6-point pocket depths (`PD`), bleeding on probing (`BOP`), gingival margin (`GM`), CAL, furcation, and mobility without touching a contaminated keyboard. Automatic hygiene 40-minute + doctor 15-minute exam overlap scheduling (`@openscaffold/schedule`).
Front Desk & Scheduling Coordinator	**Command VI Natural-Language Bar & Multi-Resource Chair Book:** Tap the mic or type plain English (*"Show me openings in February of next year"*, *"Find a 55-minute hygiene slot with Dr. exam overlap"*). Integrated two-way SMS reminders, arrival check-in, and digital patient intake forms (`@openscaffold/esign`) that flow straight into the chart.
Treatment Coordinator	**Good / Better / Best Treatment Plans & 1-Tap Chairside E-Sign:** Present multi-phase treatment plans on an iPad with instant insurance vs. patient out-of-pocket breakdown (`@openscaffold/billing`), cryptographic ESIGN Act patient signature, and automated follow-up sequences for unscheduled treatment.
Insurance & Billing Coordinator	**AI Claims Readiness & Eligibility Agents:** Pre-submission **X12 837D** claim auditing flags missing tooth/surface codes, narratives, or X-ray attachments before a claim ever leaves the office. Automated **270/271** eligibility summaries and **ERA/835** line-item payment/adjustment matching.
Practice Owner, Office Manager & CPA	**100% QuickBooks Replacement (`@openscaffold/books` v3.3):** Real-time 4-Book Parallel General Ledger (GAAP Accrual, Tax Cash Basis, IRC Tax Depreciation with §179/MACRS on CBCT/chairs, and Managerial Responsibility by Provider/Operatory), automated merchant deposit reconciliation, dental lab/supply AP (`Glidewell`, `Henry Schein`, `Patterson`), and 1-click Zero-PBC CPA tax package.

2. The Five Specialized Dental AI Agents Working Behind the Desk

1. **Morning Huddle Agent:** Automatically compiles today's schedule by operatory, medical alerts, unscheduled treatment opportunities in the chair today, pending insurance eligibility issues, and yesterday's production vs. collections—every bullet linked to the underlying chart or claim.
2. **Claims Readiness & ERA/835 Agent:** Scrubs outgoing `837D` claims for missing narratives/radiographs and reads incoming `835` electronic remittance files to propose exact ledger postings and contractual PPO write-offs.
3. **Eligibility & Benefits Agent:** Summarizes deductibles, annual maximums remaining, frequency limitations (prophy, BWX, crowns, SRP), and waiting periods before the patient arrives.
4. **Recall & Unscheduled Treatment Reactivation Agent:** Identifies patients overdue for 6-month hygiene or sitting on unscheduled Phase 1/2 treatment plans and drafts personalized SMS/email outreach into the **1-Tap Human Approval Queue**.
5. **Day-Sheet & Financial Close Agent:** Reconciles daily chairside production, patient card/ACH collections, insurance EFT batches, and associate doctor compensation splits directly into `@openscaffold/books` v3.3 with `$0.00` variance.

Pillar 3: Why Open Dentist Saves a Dental Practice $17,900 to $37,100+ Per Year

Because Open Scaffold Labs built our shared platform modules once across 12 software verticals (`90.4%` shared code across scheduling, billing, e-signature, messaging, AI, and general ledger accounting), we do not charge dental practices `$1,500 to $3,000/month` in stacked SaaS fees.

Annual Software & IT Cost Comparison (Per Practice Location)

Software / Operational Category	Legacy Open Dental / Dentrix + AI Bolt-On Stack	Open Dentist (`Clear Insight`) All-Inclusive
Core Practice Management (PMS) & Support	`$2,400 – $7,200 / yr` *(Support + eServices or Cloud VM)*	**Included**
Office Windows Server IT, Backups & Maintenance	`$2,400 – $4,800 / yr` *(Closet server + IT support)*	**$0** *(100% Cloud + iPad/Mac/Web)*
Two-Way SMS, Reminders, Intake Forms & Recall *(Weave / RevenueWell / Podium)*	`$4,200 – $7,200 / yr`	**Included**
Morning Huddle, Practice KPIs & Analytics *(Dental Intelligence / Jarvis)*	`$3,600 – $6,000 / yr`	**Included** *(Morning Huddle + Day-Sheet AI)*
AI Voice Perio/Charting, Claim Scrubbing & Radiograph Second-Read *(Pearl / Overjet / Bola)*	`$3,600 – $8,400 / yr`	**Included** *(Command VI + 5 Dental AI Agents + ClearSight)*
Accounting, Payroll & Tax Close *(QuickBooks Online Plus/Advanced)*	`$1,200 – $2,700 / yr`	**Included** *(`@openscaffold/books` v3.3 — 100% QuickBooks Replacement)*
Clearinghouse & e-Attachment Portal Markups	`$800 – $1,400 / yr`	**Included** *(Wholesale passthrough only)*
TOTAL ANNUAL PRACTICE SOFTWARE COST	**$18,200 – $37,700 / year**	**$299 / yr (Solo)** or **$599 / yr (Multi-Chair / Group)**
NET ANNUAL SAVINGS TO THE DENTIST	—	**$17,901 – $37,101 / year Saved (98.4% Reduction)**
5-YEAR CUMULATIVE PRACTICE SAVINGS	—	**$89,505 – $185,505 Saved Per Location**

Zero-Risk Adoption: The 60-Day Zero-Double-Entry Parallel Proof

Every dentist's #1 question before switching software is: *"How much work is it for my front desk to run in parallel while we test it?"* Our answer is **Zero Double-Entry**: 1. **15-Minute Day-1 Import:** Our native Open Dental / Dentrix migration engine imports your patients, families/guarantors, appointments, providers, CDT procedure history, recall due dates, and chart balances in 15 minutes. 2. **Automated Shadow Sync (`0 Minutes` of Daily Double Data Entry):** During the 60-day proof window, your staff does **zero** double entry—Open Dentist shadows your existing schedule and ledger automatically while your team tests the AI agents, voice charting, and morning huddle side-by-side. 3. **2-Minute Weekly `$0.00` Variance Scoreboard Check:** Once a week for two minutes, you and your office manager inspect the side-by-side Production, Collections, Insurance AR, and General Ledger Trial Balance scoreboard confirming `$0.00` unexplained variance—and only cancel your legacy stack on Day 60 when you are 100% certain.

Pillar 4: Your 10% Founding Dental Partner Proposal

We are looking for **one AI-forward practicing dentist** to join Open Scaffold Labs as our **Opening / Founding Dental Partner** for Open Dentist.

1. How the Founding Partnership Works

- **Your Role as Founding Dental Partner:**
- **Clinical & AI Workflow Co-Design:** Spend time with me reviewing and sharpening the chairside voice charting, ClearSight imaging workflow, Morning Huddle Agent, and front-desk automation so every screen feels effortless to a practicing dentist, hygienist, and office manager.
- **Flagship Practice Validation (Zero Disruption):** Run our **60-Day Zero-Double-Entry Parallel Proof** in your practice (with lifetime `$0` software fees across all of your operatories and locations).
- **Peer Voice & Reference:** When fellow dentists, study clubs, or dental groups ask to see how a real AI-native practice runs on Open Dentist, share your honest experience and help open doors across the dental community.
- **What Open Scaffold Labs Provides:**

- **100% of Engineering, AI, Hosting, Design, Marketing & Customer Support:** Open Scaffold Labs funds and operates all software engineering, cloud infrastructure, HIPAA compliance architecture, App Store / Web distribution, and ongoing support.
- **Lifetime `$0` Founding Partner License:** Your practice (and any future locations you own) runs Open Dentist + `@openscaffold/books` v3.3 free for life—saving your practice `$18,000–$37,000+/year` immediately.
- **10% Revenue Share on Future Open Dentist Sales:** You receive a **10% gross subscription revenue share** on future commercial sales of Open Dentist.

2. Illustrative 10% Founding Partner Royalty Economics

There are approximately **135,000 dental practices in the United States** (plus DSOs and international practices). Because Open Dentist is priced at a disruptive **$299/yr (Solo)** and **$599/yr (Multi-Chair / Group)**—saving a practice ~$25,000/year—adoption faces near-zero price friction.

Assuming a blended average annual subscription of **$449/year per practice** (50% Solo at `$299/yr`, 50% Multi-Chair/Group at `$599/yr`, before optional imaging/multi-location enterprise expansions):

Open Dentist Active Practice Count	% of U.S. Dental Market (~135,000 Practices)	Annual Open Dentist Subscription Revenue	Your 10% Founding Partner Annual Royalty	Your 5-Year Cumulative Partner Payout
250 Practices *(Early Study-Club & Regional Wave)*	`0.19%`	`$112,250 / yr`	**$11,225 / yr**	`$56,125`
1,000 Practices *(State / Multi-Society Rollout)*	`0.74%`	`$449,000 / yr`	**$44,900 / yr**	`$224,500`
2,500 Practices *(National Word-of-Mouth Scale)*	`1.85%`	`$1,122,500 / yr`	**$112,250 / yr**	`$561,250`
5,000 Practices *(3.7% U.S. Market Penetration)*	`3.70%`	`$2,245,000 / yr`	**$224,500 / yr**	`$1,122,500`
10,000 Practices *(7.4% U.S. Market Penetration)*	`7.41%`	`$4,490,000 / yr`	**$449,000 / yr**	`$2,245,000`
25,000 Practices *(Category Leader Scale)*	`18.52%`	`$11,225,000 / yr`	**$1,122,500 / yr**	`$5,612,500`

(Plus $18,000–$37,000/year in direct software & IT savings inside your own practice from Day 1.)

Proposed Next Step: A 30-Minute Hands-On Walkthrough This Week

1. **Try the Live Sandbox Right Now:** Open https://open-dentist-assistant.vercel.app (and our interactive Founding Partner deck at https://www.openscaffoldlabs.com/pitches/open-dentist-founding-partner/) on your computer or iPad. Tap the **Command VI** voice/text bar at the top, inspect the **Morning Huddle** and **Claims Readiness** AI queues, and click through the **Chair Schedule** and **Odontogram**.
2. **30-Minute Working Session with Dale:** Let's get together for 30 minutes this week (in person or on Zoom). Tell me the 3 things you love most and the 3 clinical or front-office details you want added first for your practice.
3. **Simple Founding Partner Letter Agreement & 15-Minute Shadow Import:** We put the 10% Founding Partner revenue-share agreement in place and run a zero-disruption 15-minute shadow import so you can see your own schedule and AI agents in action with zero double data entry.

Contact:
Dale Raaen · Founder & Chairman, Open Scaffold Labs LLC
Email: `dale@openscaffoldlabs.com` · Web: https://www.openscaffoldlabs.com