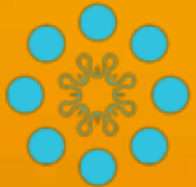


Aren't all tests pretty much the same?



SIMPLYTEST®

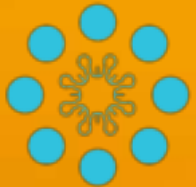
A Spectrum Solutions® Brand



The short answer, no.

Our innovative SimplyTest[®] platform provides highly sensitive, highly specific, & comprehensive testing results using proprietary molecular technology purpose-built to offer robust multiplex pathogen & serotype detection from a single patient sample.

- ✓ **Intelligent Health Measures**
- ✓ **Real Clinical Relevance**
- ✓ **Elevated Patient Care**



SIMPLYTEST[®]
A Spectrum Solutions[®] Brand



Oral Health is a Medical Problem **With a Dental Solution.**TM



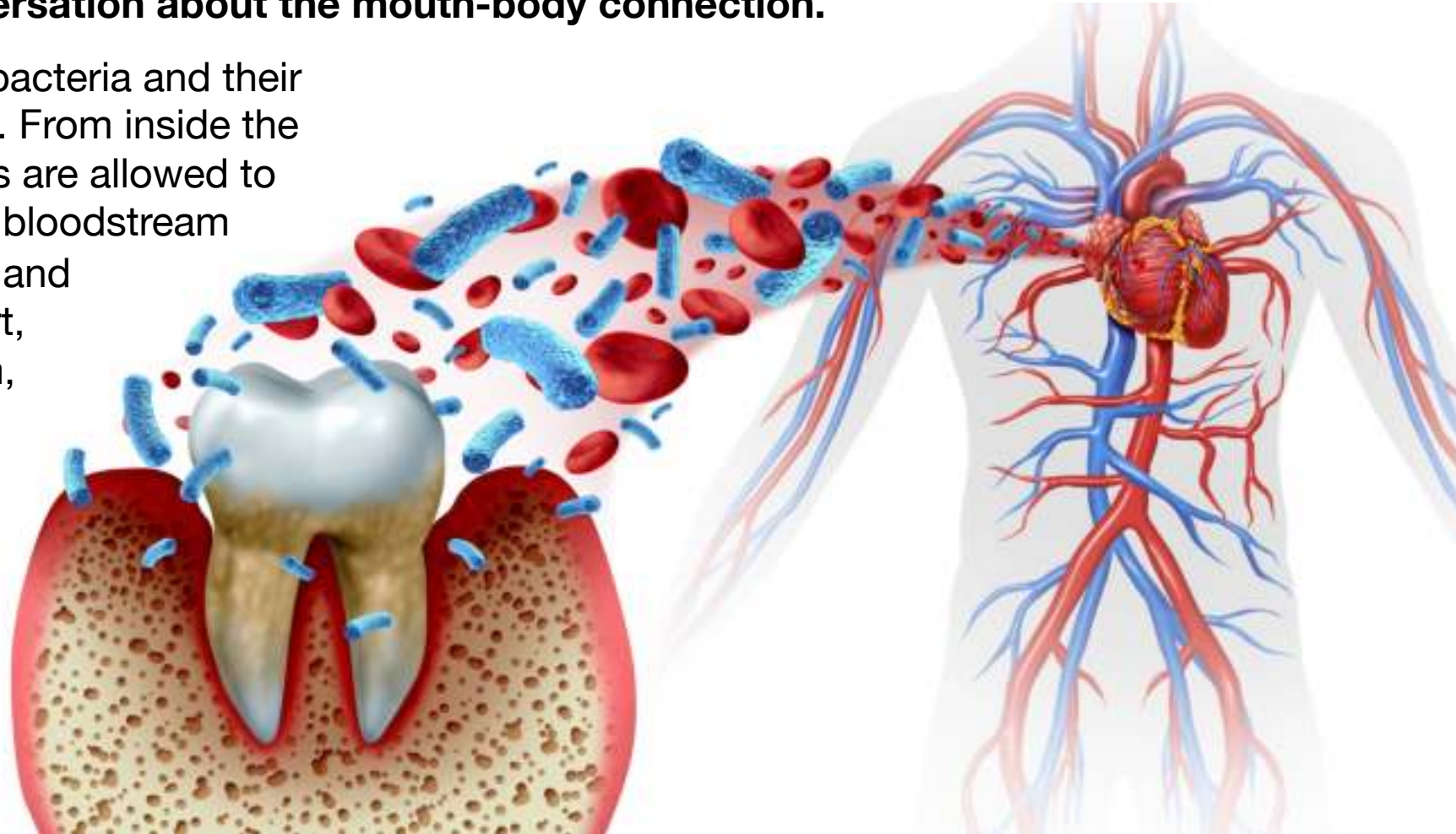
Dental Medicine



SIMPLY PERIO™

Let's have an intelligent conversation about the mouth-body connection.

Gone unchecked, harmful oral bacteria and their toxins accumulate in the mouth. From inside the mouth these bacteria and toxins are allowed to move freely, to and through the bloodstream superhighway with far reaching and catastrophic affects on the heart, arteries, central nervous system, and more.



Dental Medicine

Testing delivers real evidence that damaging levels of periodontal bacteria are present. It is this evidence that drives more patients into necessary periodontal therapy and better home care regimens.

An on-going repeat testing plan empowers a patient's whole health understanding and delivers a more dedicated patient committed to in-office oral healthcare programs.

Testing offers opportunity for true life-saving treatment adding practice value, driving patient loyalty, and delivering the highest level of patient care.



Dental Medicine



SIMPLY PERIO™

Periodontal disease is the most undiagnosed & untreated disease with the highest impact to so many bodily systems & functions.

Gum disease decreases your ability to fight infection and inflammation.
Inflammation is the root cause of all disease.

80%
of adults over 35
**have a form of
gum disease.**

95%
of diabetics also
**have
periodontal
disease.**



Up to 50% greater risk of
cancer with gum disease

Up to 50% of heart attacks & strokes
are triggered by oral bacteria.

Gum disease and tooth loss
increases risk of Alzheimer's disease.

Oral bacteria traveling through
the bloodstream have been
found to cause stillbirth.

Bleeding gums and diabetes increases
risk of premature death by 400-700%

(What if...)

The key to better health is right **under your nose.**TM

- Alzheimer Disease
- Heart Disease/Attack
- Stroke
- Diabetes
- Cancer
- Kidney Disease
- Rheumatoid Arthritis
- Adverse Pregnancy Outcomes
- High Blood Pressure
- Inflammatory Bowel Disease
- Fatty Liver Disease
- Multiple Sclerosis





SIMPLY PERIO™

Saliva Diagnostics made simple.

SimplyPERIO™ testing, utilizing noninvasive saliva analysis, provides data-supported insights necessary for intelligent patient conversations about stopping and even reversing the progression of disease.



Simplified Testing

- ONLY single test with most-complete multi-organism detection capability
- The only test that includes all “keystone” periodontal and systemic oral pathogens
- 16 total oral targets: bacteria + caries + fungal + viral
- Noninvasive saliva sample self collection
- Simple to use & simple to ship
- In-device sample storage and transport at room temperature
- Multi-organism detection for big picture immune system understanding; status, response, & treatment interference
- Supported at-home patient testing for follow-up & treatment monitoring
- Collection device’s patented preservation buffer holds and suspends oral bioflora bloom at the point of sample collection eliminating overgrowth for the most accurate target analysis & disease state understanding
- Collection system maintains sample consistency reducing test failures and recollects



Real Clinical Relevance

- Pinpoint treatment based on test intelligence
- Identify which patients have “active” disease states or are maintaining stability
- Determine when a chronic, persistent disease has been adequately treated
- Real-time target state understanding requiring no sample overgrowth factoring
- Provides early warning of oral pathogens to enable the personalization of treatment
- Diagnosis-to-treatment digital healthcare partner: on-site compounding pharmacy with nationwide licensing easily integrates direct-to-patient treatment dispensing, customized therapy plans, and opt-in medication adherence program.
- Identify genetic variations & sub species which can influence how pathogens behave (release-TBD)
- Identify resistance gene markers (release-TBD)
- Pharm-D Over Read (release-TBD)





SIMPLY PERIO™

Who gets tested?



1. Test everyone!
2. Patients with bleeding while charting or cleaning and those with mild, moderate, or severe periodontitis.
3. Those patients with unexplained inflammatory biomarkers such as hsCRP.
4. All patients pre and post restorative care procedures (braces, extraction, root canals, implants).
5. Those currently pregnant or actively pursuing pregnancy.
6. All patients at current risk of any systemic health disease.



HOW DOES THIS CHANGE YOUR TREATMENT?

Do you really know what you're treating?

The best place to start treating?

Or, for that matter, if the treatment is actually helping?

More successful outcomes begin when the body (and patient) are working with you. Elevated patient care leaves no room for armchair quarterbacking. SimplyPERIO™ testing is treatment that starts with more objective and clinically relevant health measures for real, data-driven, and intelligent patient conversations.

We can do better. Get the data and get it right!

“After treating patients with periodontal diseases for over 50 years, I sadly regret not having reliable, accurate pathogen identification. All those years, periodontics relied solely on the effect of those pathogens with limited certainty of species and their pathogenicity and the resulting destructive immune and inflammatory response. The clinical signs and symptoms and evidence of damage to the periodontium were our only diagnostic references but essentially represented a history of a patient's disease not its current state of activity. Prognosis was at best a guess. **Salivary testing and identification of species and population levels defines current disease activity, therefore an accurate diagnosis and source of treatment guidance.** Pathogen identification is as critical to periodontal therapy as an EKG is to a cardiologist. Salivary testing is the only means of determining the direction and effectiveness of treatment.”

- Dr. Michael McDevitt, DDS



HOW DOES THIS CHANGE YOUR TREATMENT?



SIMPLYPERIO™

“For the provider, the information obtained from salivary diagnostics allows dentists to tailor treatment plans based on individual patient needs. Precision medicine. This personalized approach can improve treatment outcomes, patient satisfaction and can be used to monitor the effectiveness of ongoing treatments. This helps providers assess whether interventions are working and adjust as needed. This is not just a complementary tool in the practice but necessary to guide protocols to treat disease and have the checks and balances that will serve our patients. .”

- Anne Rice, RDH, CEO Oral Systemic Seminars

“**Not all organisms will respond to the same treatment.** For example, there are some that are not going to respond to H₂O₂, HoCL or standard treatment like root planning. Knowing what your patient is infected with can better personalize the treatment and enhance rates and likelihood of success. Also, if you have PG, TD or AA you will want to be more aggressive with the treatment and follow up especially if you see significant signs of tissue and bone breakdown. You will not visually be able to identify which bacteria are present. In addition, you will also be more aggressive if your patient has diabetes, CVD or history of stroke. When red complex is detected, you are also going to be dealing with a rise in inflammatory risk and risk of cardio or cerebrovascular events.”

- Dr. David Vigerust, MS, PhD, Chief Scientific Officer, Bale-Donnen Research Partner

“I test every patient, so I have all the information I need to best help them achieve optimum oral and systemic health. My patients love this information! If you offer it to them and explain why it's important, they will do it. What are you waiting for? It is a valuable service at a reasonable cost.”

- Janet Lucero Madrid, RDH Mobile Practice Owner

“Salivary testing is a powerful tool in identifying the exact pathogens wreaking havoc in the oral cavity. It provides early, accurate, & reliable results that help healthcare professionals target the exact issues, ensuring that the treatment is not just a band-aid solution but a comprehensive & tailored approach to eliminating the root cause of the disease. Furthermore, salivary testing provides an opportunity for patient education. It provides tangible, understandable data that patients can use to understand their oral health status. This can empower patients to take a more active role in their health, fostering a sense of ownership, responsibility, & dedication.”

- Michelle Mahlke, RDH

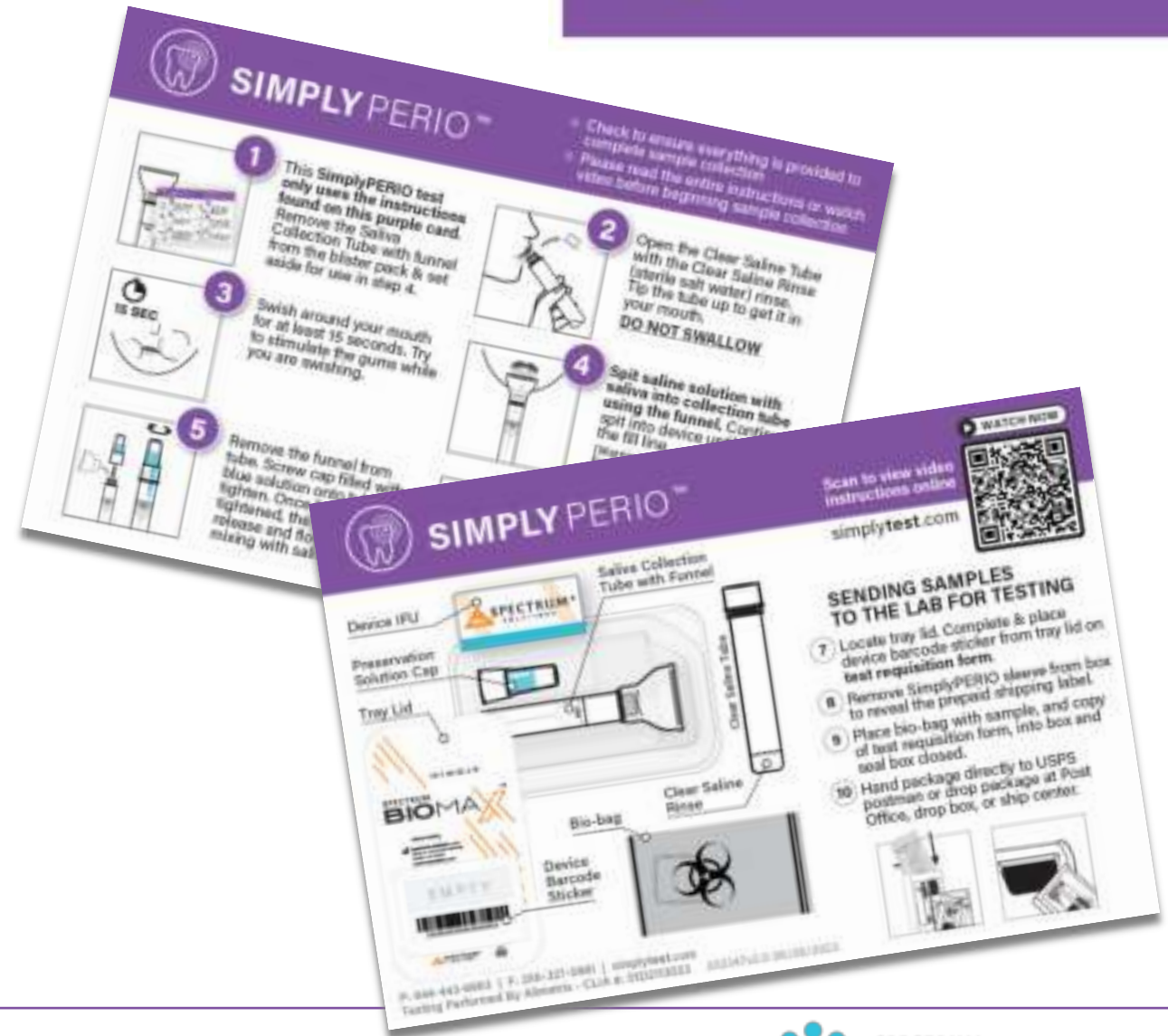
“Each patient should be looked at individually and we really don't know what the level of infection is until we test. Testing gives us knowledge. Someone that is more infected will need more treatment vs someone that has minimal pathogens and less infection. If a patient has a high level of infection, then base the treatment pertaining to the infection and pathogens, you can now target the treatment. Testing now becomes your end point and shows us if treatment is effective or if we have to adjust.”

- Pete Maroon, SimplyPERIO Sales Lead



How to test?

1. Collect 1 mL of patient saliva, place in postage paid box, & send sample off to the lab.
2. Review results in 24-48 hours on secure HIPAA compliant portal including option to share with patients.
3. Evaluate actionable clinical insights and determine next steps or provider hand-off collaborative treatment plan.
4. Retest to monitor successful outcomes.



Get Started!

Let's elevate patient care (by) supporting the whole health story with intelligent and objective health measures and **start having real clinically relevant conversations with patients about preventing & treating oral systemic disease.**



Saliva Diagnostics made Simple

Intelligent Health Measures, Real Clinical Relevance, Elevated Patient Care



Scan me.

Peter Maroon

peter@spectrumsolution.com

Direct - 813.428.1835



SIMPLY PERIO™

Pricing



SIMPLY PERIO™

Test type	Specimen type	Cost/test	MSRP/test
<u>Perio</u> (Targets; Perio, Caries, Fungal, Viral)	Saliva	\$90	\$150
<u>Hormone</u>			
Cortisol	Saliva	\$70	\$125-\$150
Cortisol complete	Saliva*3	\$70	\$125-\$150
Testosterone	Saliva	\$70	\$125-\$150
Complete (DHEA, Progesterone, Testosterone, Cortisol and Estrodiol)	Saliva	\$150	\$225-\$300
<u>STI</u>			
Oral	Saliva	\$80	\$125
Complete	Urine	\$80	\$125
Complete Plus	Saliva, Urine	\$140	\$250
Blood	DBS	\$80	\$125
Premium	DBS, Urine	\$140	\$250
Premium Plus	DBS, Saliva, Urine	\$185	\$275-\$325
HPV	DBS	\$80	\$125