



Finally  Quiet!

SERENE. **SAFE.** SOUND.

The End of Dental Noise

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Founder & CEO

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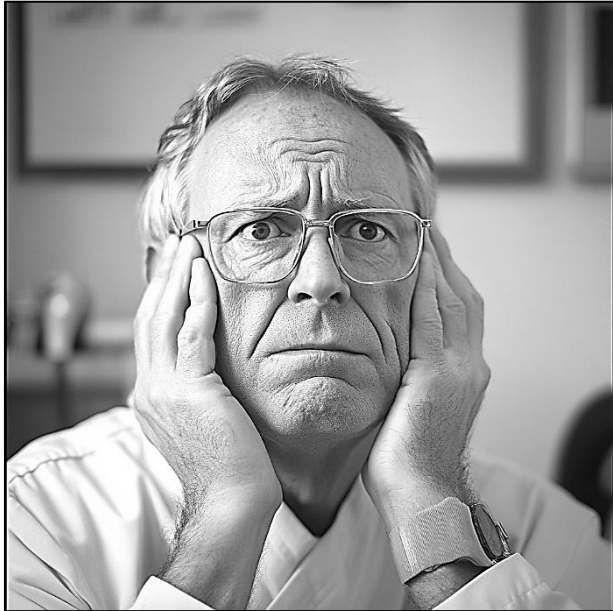
<https://finally-quiet.com/>





Problem **Statement**

U.S. dentists spend \$622M annually on ineffective solutions.



2x hearing loss & tinnitus among dentists



212M U.S. patients have dental fear, of which **76M** have dentophobia



These patients extend treatment times by up to **400%**



GREATER IRVINE CHAMBER

Excellence in
**HEALTHCARE
&
INNOVATION**

Innovation of the Year: **Finally** Quiet!



**Staff earphones
w/ custom
eartips**



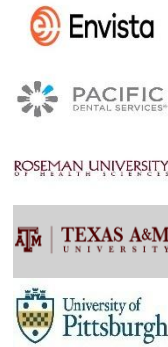
**Patient
headphones w/
disposable covers**



**Base unit w/ AI-
driven wireless
communication**



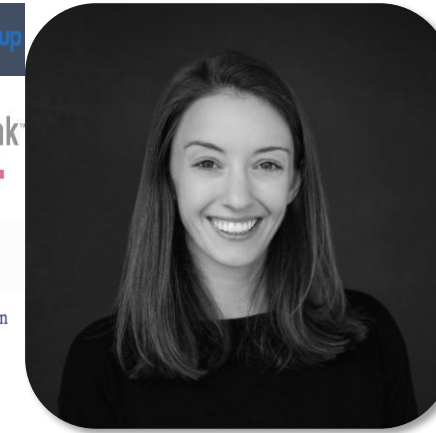
Peman Montazemi
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Board Director, Founder & CEO



Dr. Jaleh Pourhamidi
DMD, MDSc, MBA, FACD
Board Director



Dr. Shaghayegh Zekavati
DMD
Chief Dental Officer



Sarah Boettger
CPA
Chief Financial Officer



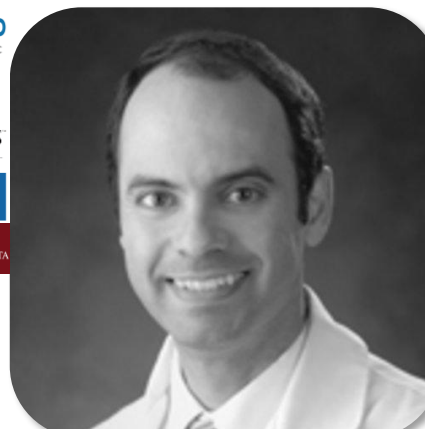
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Clinical Advisor



Dr. Edward Balasanian
DDS, MD, FACS, FICD
Clinical Advisor



Dr. Kyle Stanley
DDS
Clinical Advisor



Dr. Hamid Djalilian
MD, PhD
Clinical Advisor



Market **Opportunity** (U.S. Alone)

\$15.4B TAM
for **Finally Quiet!**



\$7.4B SAM
Top 3 Distributors



\$148M SOM
7% on Year 5





The Competition



3M

Factor	Finally Quiet!	Active Earplugs	Radio/ Intercom	Active Noise Cancelling Headphones	Passive Earplugs
Vibration Neutralizing Technology	✓	-	-	-	-
AI-Driven Speech Recognition	✓	-	-	-	-
Multi-User Communication	✓	-	✓	-	-
Patient Entertainment	✓	-	-	✓	-
Acoustic Dental Noise Reduction	-33dB	-25dB	0dB	-30dB	-32dB
Acoustic Dental Noise Cancellation	-40dB	-	-	-	-
Conductive Dental Noise Cancellation	-6dB	-	-	-	-
Price Per Average Clinic (3.2 Chairs)	\$0.3k-5.6k	\$0.8k-17k	\$1.6k-6.4k	\$0.3k-6.4k	\$14k-\$176k/yr



Subscription **Model**

Core

\$299/Mo

Up to 3 Dental Chairs

Group

\$399/Mo

Up to 9 Dental Chairs

Network/DSO

\$499/Mo

10+ Dental Chairs

Gross Margins

70-90%

Signed LOIs

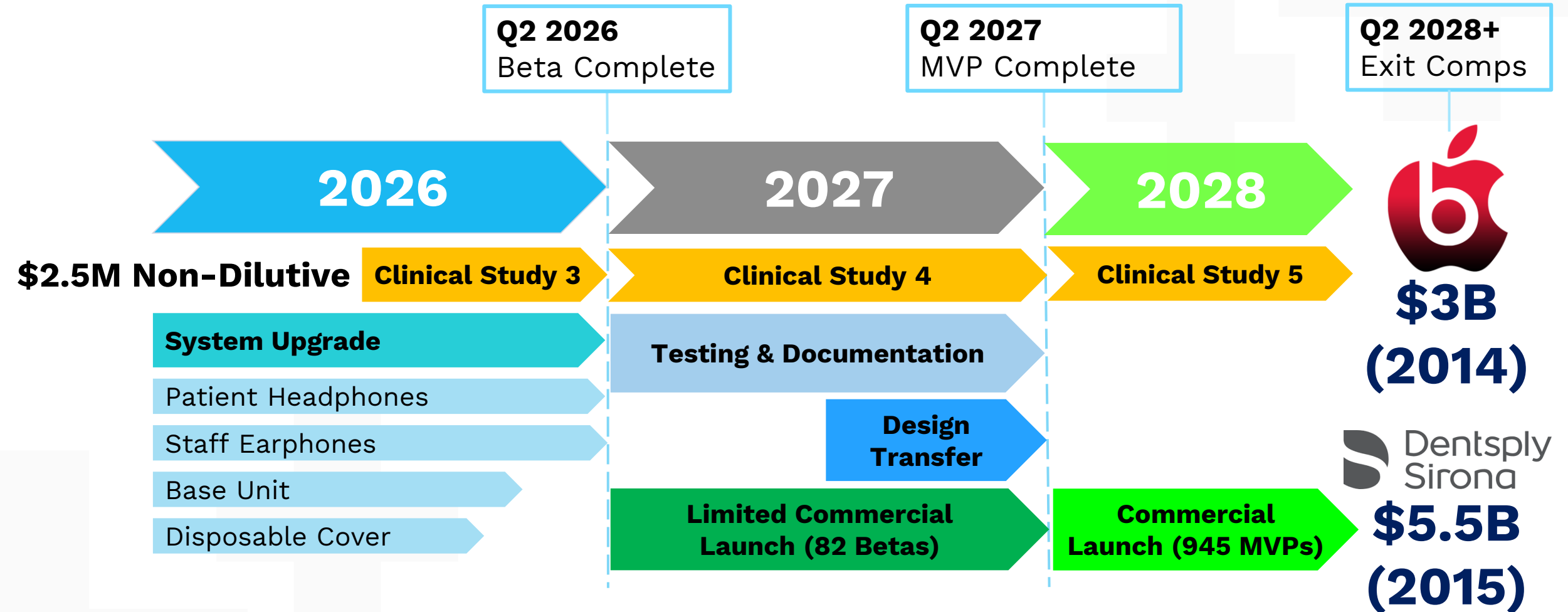
33

Signed POs

3

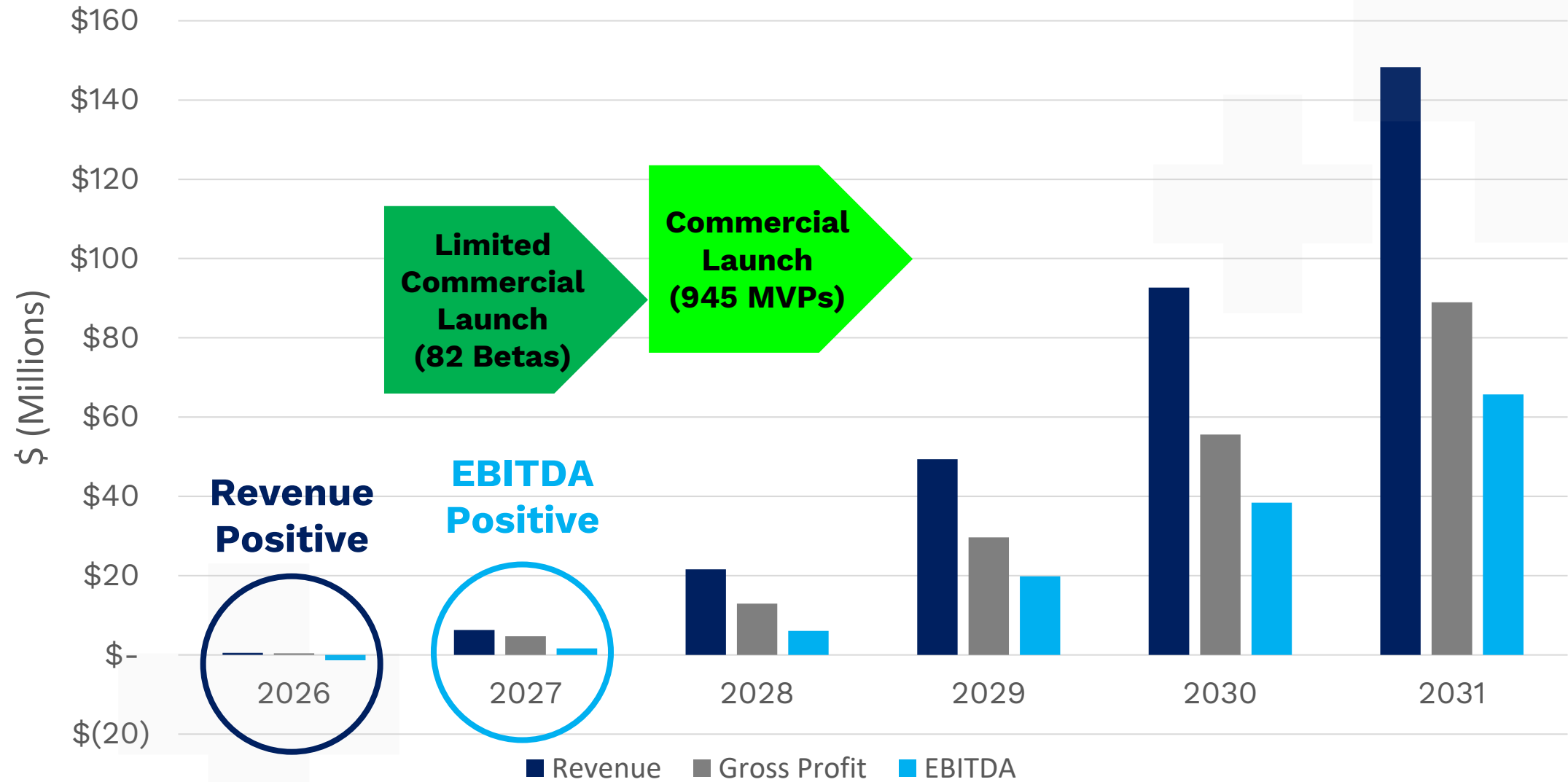


Our Timeline





Financial Projections





Raising **Now!**

- Pre-Seed (**Closed**): **\$350k**
- Tranched Seed 1 (**Open**):
 - **\$2M** SAFE



**Lead Investor Committed:
Syndicated \$200k+ SPV**

Upcoming **Milestones**

► **12 Months Out**

- Beta Complete
- **Limited Commercial Launch**

► **24 Months Out**

- MVP Complete
- **Commercial Launch**



THANK YOU!

Join us in transforming the dental treatment experience. We are raising **\$2M** in **Seed 1** to accelerate commercialization!

- **33** signed LOIs / **3** signed POs
- **\$15.4B** market opportunity (U.S. alone)
- Experienced team with **multiple exits**
- **Let's** talk!

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Founder & CEO

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Problem **Statement** (Orthopedics)

U.S. orthopedic staff spends \$16M annually on ineffective solutions.



**OSHA mandates
no more than 85
dB per 8-hour day**



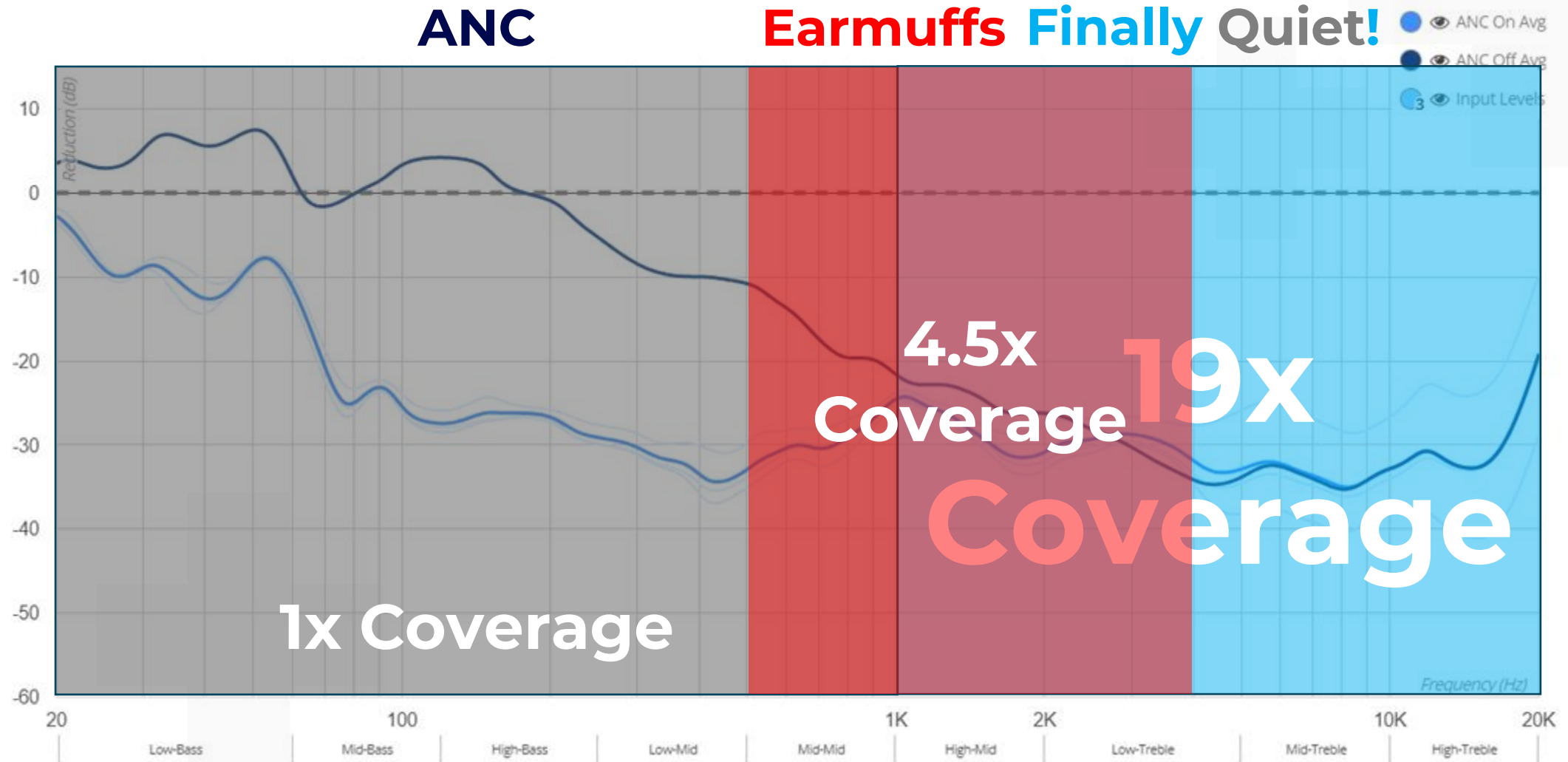
**Surgical tools
generate noise
reaching 140 dB**



**50% of
orthopedic
surgeons have
hearing loss**



Active Noise Cancellation (ANC) **Does Not Work!**





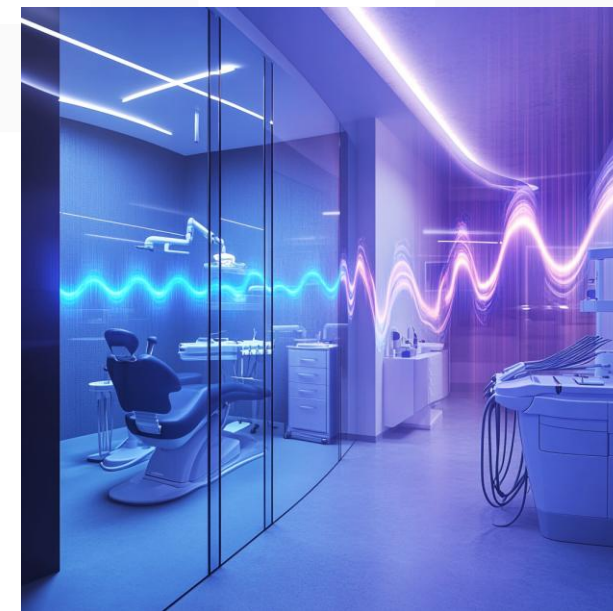
Technological **Risks**



**Fast-acting
design for
dental noise
cancellation**



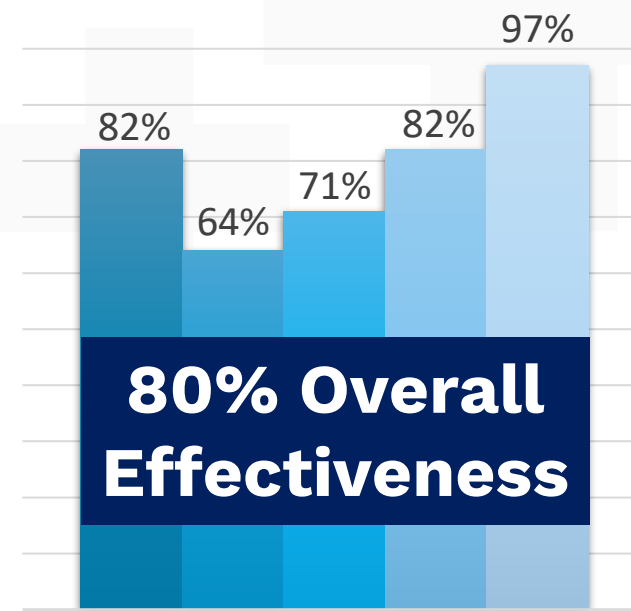
**AI-driven speech
recognition
trained for
dental clinics**



**Wireless
communication
engineered for
dental clinics**



Initial **Trial** Results (39 Patient Surveys)



Scores from Clinical Study 2

- Factors**
- Sound Quality
 - Noise Reduction
 - Comfort of Wearing
 - Communications
 - Treatment Experience



Strategic Partnerships

Existing



Pursuing





IP Protection

Knobbe Martens

High-Frequency Noise Cancellation & Comms

Patent No. US 9,609,423 (3/2017)

(12) **United States Patent**
Montazemi et al.

(10) **Patent No.:** US 9,609,423 B2
(45) **Date of Patent:** Mar. 28, 2017

(54) **NOISE ABATEMENT SYSTEM FOR DENTAL PROCEDURES**

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(*) Notice: Subject to any disclaimer, the term of this patent is extended or adjusted under 35 U.S.C. 154(b) by 22 days.

(21) Appl. No.: 14/495,906
(22) Filed: Sep. 25, 2014

(65) **Prior Publication Data**
US 2015/0304761 A1 Oct. 22, 2015

Related U.S. Application Data
(60) Provisional application No. 61/883,199, filed on Sep. 27, 2013.

(51) **Int. Cl.**
H04R 1/10 (2006.01)
G10K 11/16 (2006.01)

(52) **U.S. CL.**
CPC H04R 1/1083 (2013.01); G10K 11/16 (2013.01); G10K 22/10116 (2013.01); (Continued)

(58) **Field of Classification Search**
CPC .. H04R 1/1083; H04R 1/1025; H04R 1/1041; H04R 5/00; H04R 5/035; (Continued)

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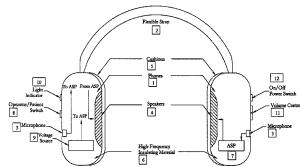
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Hearing Problems Among Dental Personnel, Khalid A. Al Wazzan et al., JPDA vol. 14 No. 4 Oct.-Dec. 2005.

Primary Examiner — Leshui Zhang
(74) Attorney, Agent, or Firm — Knobbe, Martens, Olson & Bear LLP

(57) **ABSTRACT**

A noise abatement system for dental procedures conceived to protect the hearing of dental staff members composed of office managers, dental operators including at least one of dental, dental hygienist, dental assistant, dental technician and any other dental staff member in the dental operator, and of patients, comprises a pair of headphones composed of one left and one right phones [1] connected to each other via a flexible strap [2], an audio signal processor (ASP) [7] with a receiver [17] and an on/off talk button [13] with a transmitter and circuitry [21]. Dental operators and patients can toggle an operator/patient switch [8] in a water- and dust-resistant casing of the pair of headphones to switch between operator mode and patient mode. In operator mode, the ASP receives the audio signals captured from the surrounding environment by one left and one right microphones [3], processes the captured audio signals and sends audible speech frequencies to the ears through one left and one right speakers [4] mounted in the casing of the one left and one (Continued)



Vibration Neutralizing Technology

Patent Pending



Upcoming FTO & Patents in Seed Round

4 Design + 4 Utility = 8 Total





Other **Markets** (Global)

Healthcare
\$21T CAGR 9%



Aero./Defense
\$1T CAGR 8%



Manufacturing
\$14T CAGR 5%



Sports
\$0.5T CAGR 6%



Consumer
\$0.8T CAGR 8%



Construction
\$9.5T CAGR 5%





20+ years of related experience with 10 years leading AI development efforts in medical space

First Last, PhD
AI/Data Science Lead



Technical leader with 20+ years of related experience having commercialized 5+ medical devices and IVD instruments globally

First Last, BS
Software Lead



Technical leader with 10+ years of related experience with expertise in wireless controls and communications and mechanical PD

First Last, MS
Hardware Lead



Technical expert with 10+ years leading acoustic projects for Fortune 500 companies

First Last, MS
Acoustical Lead



Audio Digital Signal Processing (DSP) expert with 15+ years of academic and industry experience commercializing products globally

First Last, MS
Sr. Firmware Eng.



Technical leader having 10+ years of related experience with expertise in wireless board development and testing for mission-critical industries

First Last, MS
Sr. Electrical Engineer