**Documento de sesiones Proyecto 3**

**Fecha:** 11/03/2024

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**Agenda:**

1. **Customer Segments:**

Dentists who have to do surgeries or implants.

**Early adopters:** dentistry clinics

1. **Problem:**

* Inefficient allocation of resources for oral implantology or dentoalveolar surgery.
* Risk of post-operative complications, such as peri-implantitis or other infections.

**Cómo la gente está resolviendo estos problemas ahora:** another surgery.

1. **Value Proposition:**

Our team provides a study of dental data, to help dentists optimize their resources and improve the quality of care with our models.

1. **Solution**

We use clinical data to train machine learning models that could help avoiding unnecessary or risky surgeries.

1. **Channels:**

Dental clinic operation page.

Medical congresses or through recommendations.

1. **Revenue Streams**

The payments we could receive from interested clinics..

1. **Cost Structure**

Processing data, building models and graphics: use of Python, R, Microsoft…

Human resources: data scientists, programmers and designers.

1. **Key Metrics**

Reduction in the incidence of complications with implants and customization of surgical duration for each patient.

1. **Unfair Advantage**

Customized service to the clinic to optimize its visits and study of an uncommon operation.

**Acciones de seguimiento:**

**Próxima reunión:**

Calidad asistencial y quirúrgica.

* Optimizar las consultas de manera eficaz, adaptándolas según el perfil del paciente y el tipo de procedimiento.
* Identificar el perfil de personas a poder tener problemas post operatorios, llevándose un control más exhaustivo.

Arreglar datos (SI O SI)

Terminar el Hito 1