



October 20, 2021
Ohio Senate Health Committee
Dr. Jeffrey Sulitzer
Opponent Testimony – House Bill 122

Chair Huffman, Vice Chairman Antani, Ranking Member Antonio and Members of the Ohio Senate Health Committee,

My name is Dr. Jeffrey Sulitzer. I am the Chief Clinical Officer for SmileDirectClub. I am a general dentist, licensed in multiple states and have been practicing dentistry for over 35 years.

I appear here today on behalf of SmileDirectClub to express serious concerns about House Bill 122 in its current form. By way of background, SmileDirectClub is an international oral care company, headquartered in Nashville, with the first med tech platform for teeth straightening. Dental practices and their affiliated dentists and orthodontists across the country contract with SmileDirectClub to use its non-clinical, administrative dental support organization services and its med tech platform to treat their patients remotely. We operate in all fifty states as well as in a dozen other countries. Typically, the clear aligner therapy those contractually affiliated dentists and orthodontists can offer their patients over our med tech platform is about 60% less expensive than similar orthodontic services provided in office. It is because of that relationship with dentists and orthodontists that we have a keen interest in House Bill 122.

SmileDirectClub normally would be a strong proponent of telehealth legislation as we believe that the appropriate use of telehealth technologies can expand patient access to affordable, quality health care, including dental care. Yet, House Bill 122 inexplicably omits Ohio licensed dental professionals from the list of qualified health care providers that would be allowed to treat patients in Ohio through telehealth technologies and be paid for those services by health care insurers. Today, there are 36 Ohio counties listed as dental professional shortage areas in their entirety with an additional 15 counties with counted as dental professional shortage areas. Add to those statistics economic and mobility challenges Ohio patient may have in getting dental care they need. Now reflect on recent experiences with the COVID pandemic, especially when dental offices had to close and how telehealth came to the rescue all over the country.

In closing, we cannot see any justification why dentists and orthodontists should be denied the ability to use remote technologies that can meet the standard of care to treat patients in Ohio just like the ability House Bill 122 is giving other doctors who practice medicine. At the end of the day all of us want to do what is right for patients and give them the care that they need and deserve. SmileDirectClub respectfully requests that dentistry be added to the list of authorized health care providers in House Bill 122 or do not move the bill forward.

Respectfully,


Jeffrey Sulitzer, DMD
Chief Clinical Officer
SmileDirectClub