

Annual Report 2022

The Journey of

making affordable quality dental care
accessible to rural areas



Progress - In a nutshell

Highlights

Impact 2022

Secondary Care

Primary Care

ORAL HEALTH CARE FOR ALL



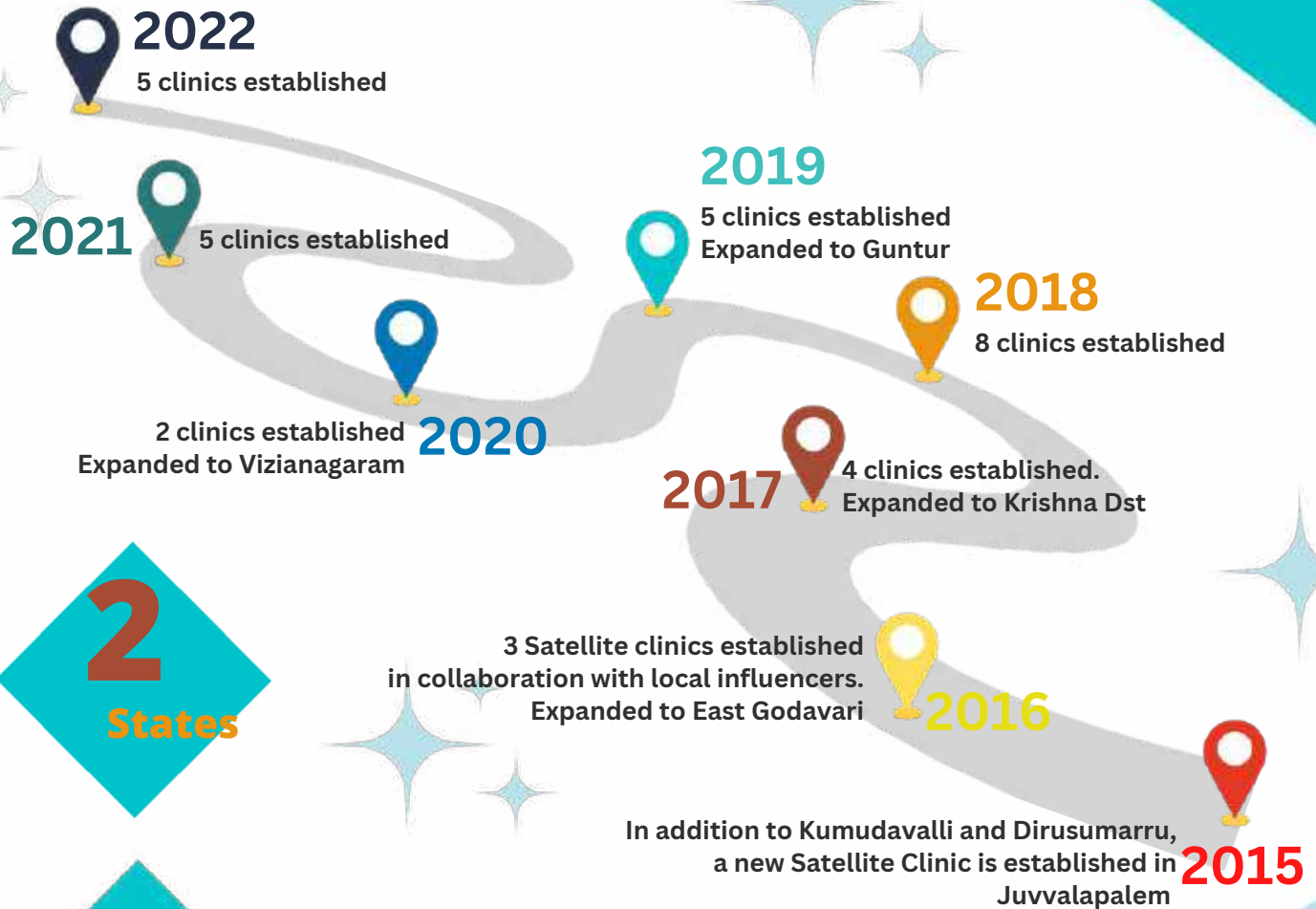
Sri K V Vishnu Raju, Industrialist
Chairman, Vishnu Educational Society

"We are made from what came before. We make ourselves out of the promises that lie ahead. And we are always in the process of becoming.."

- Jacqueline Novogratz, Manifesto for a Moral Revolution

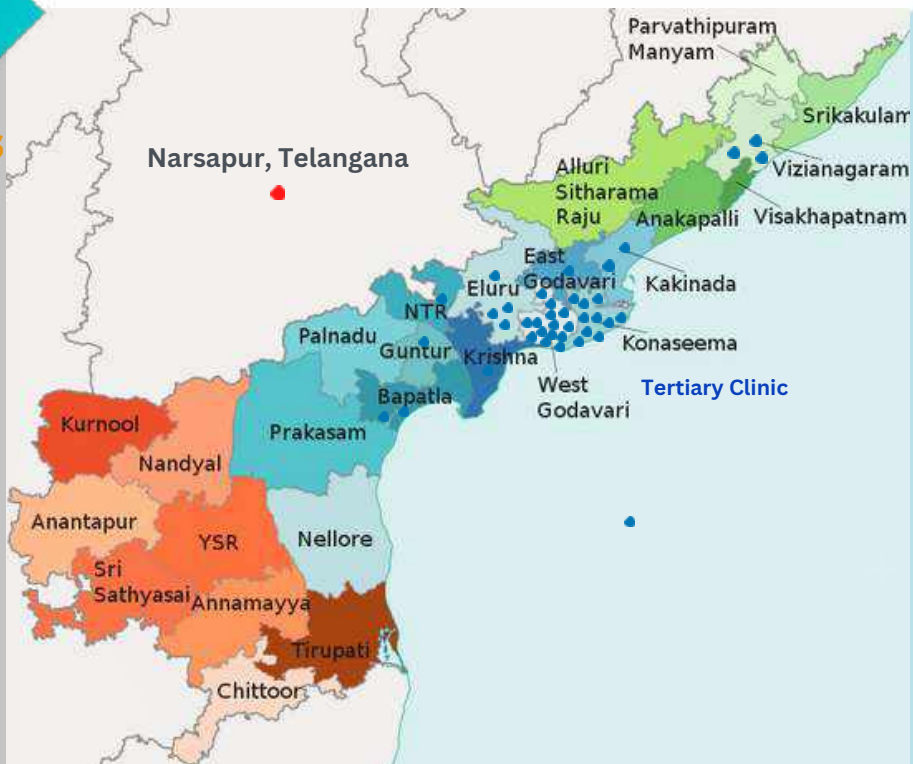


Padma Bhushan Sri Dr B V Raju,
Founder-Chairman,
Vishnu Educational Society



2
States

9
Districts



35
Satellite
Clinics

IMPACT 2022

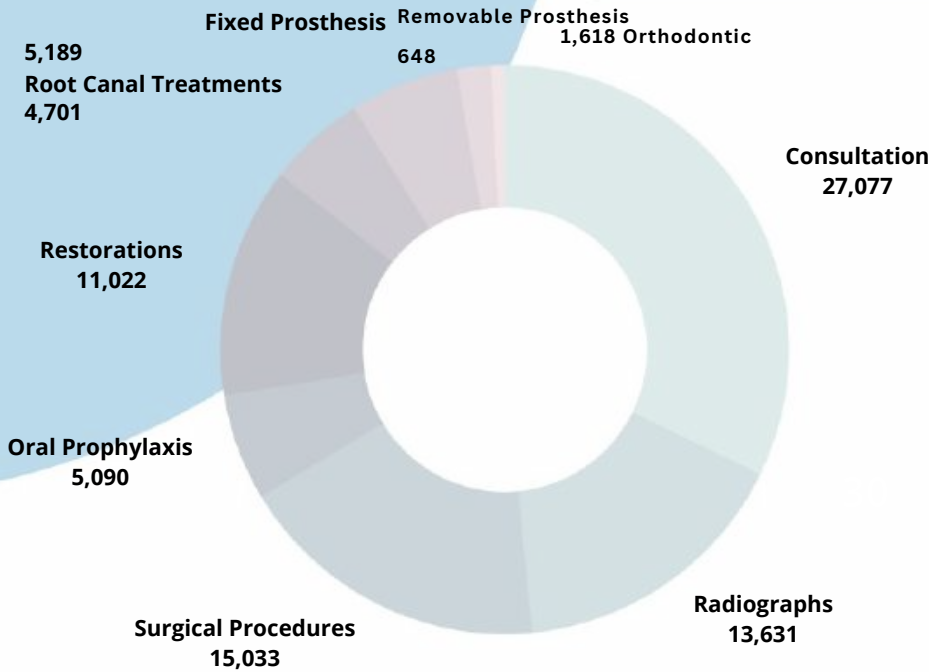
"Providing access to quality and affordable dental care in Rural areas, by building a strong 3-tier network of Tertiary, Secondary and Primary care"

51,702

Patients served

84,009

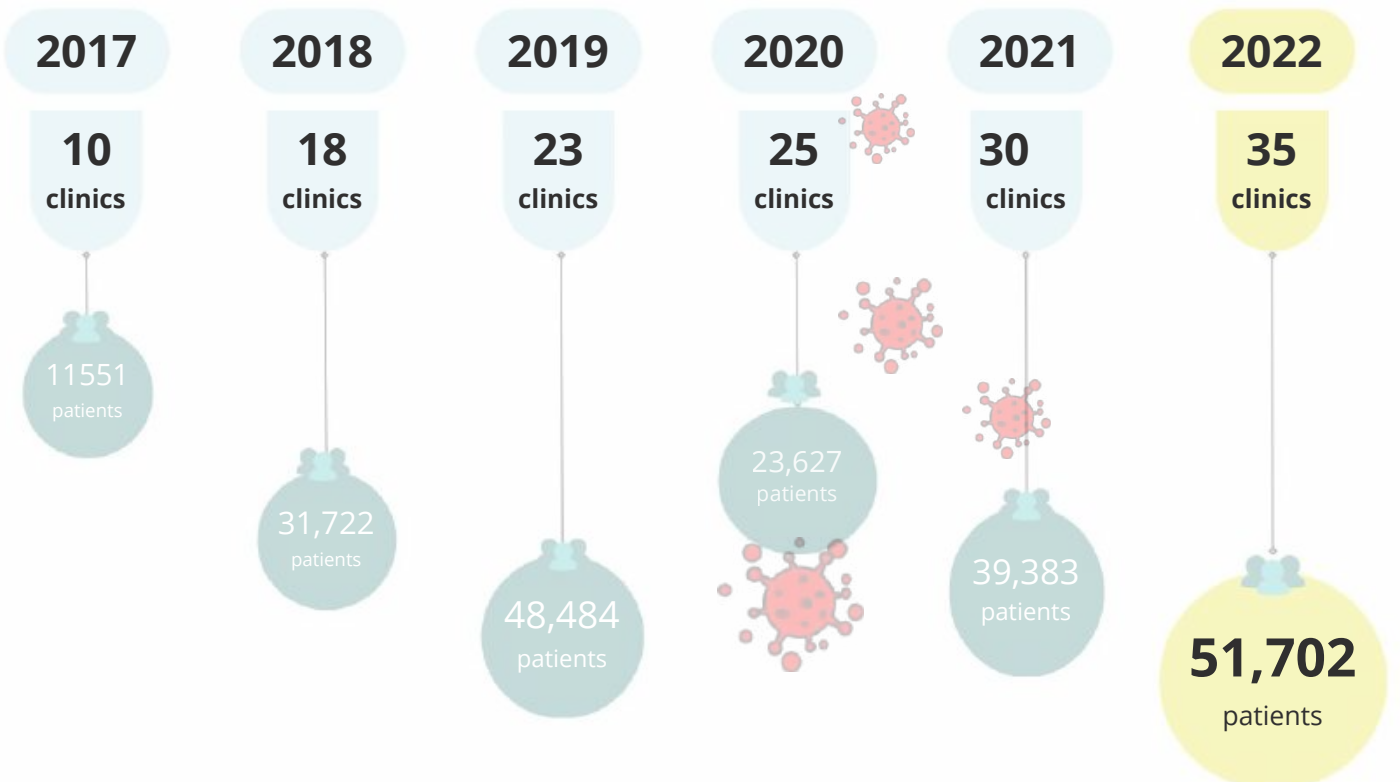
Procedures



5 New clinics established

Achanta
Velpuru
Gollavanitippa
Bhogapuram
Pentapadu

IMPACT BY TREATMENT PROCEDURES



Delegates and community partners launching our new satellite clinics @2022



@Gollavanitippa



@Bhogapuram



@Velpuru



Thanks
from heart



@Pentapadu



@Achanta



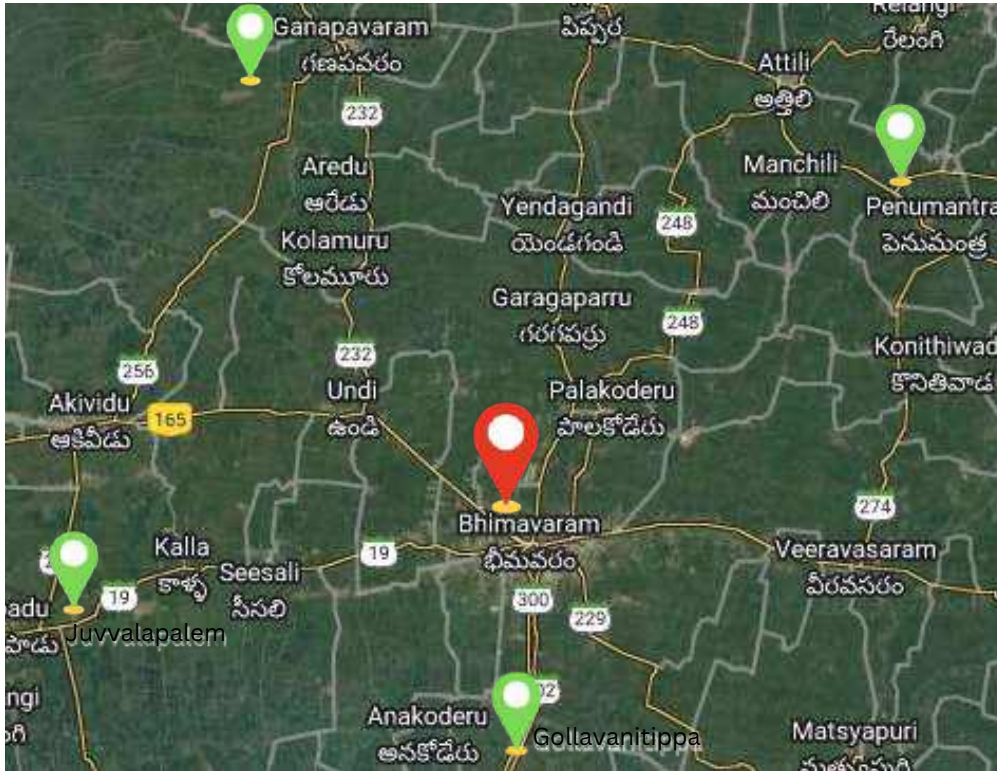
"The enthusiasm VDC team carries to experiment and evolve is unmatched and rare to find in healthcare providers"

Mr Kona Venkat
CEO, INAI - An Applied AI Research Centre, IIIT Hyderabad

Dr Pragya Singh
Product Manager, Clinical AI Projects, INAI- IIIT Hyderabad

SECONDARY CARE

'Vishnu Dental College & Hospital (VDC&H)' located in Bhimavaram is the headquarters of our 3-Tier Oral Healthcare model, the tertiary care hospital. A chain of secondary care clinics are linked to the Tertiary care centre and operate in a hub and spoke model monitored and mentored by a Core Team. Clinics that are located geographically closer are grouped into Clusters. Core team facilitates support (inventory, specialists, maintenance etc.,) services to all clusters.



Cluster

BHIMAVARAM

Rural Satellite Clinic, Dirusumarru is relocated to Gollavanitippa

Juvvalapalem

Est Year : 2015

conversion rate



1819
Out Patients

3248
Procedures

Penumantra

Est Year : 2017

conversion rate



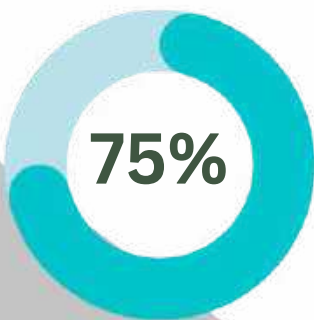
2409
Out Patients

3910
Procedures

Ganapavaram

Est Year : 2019

conversion rate



2080
Out Patients

3101
Procedures

Gollavanitippa

Est Year : 2022

conversion rate



530
Out Patients

356
Procedures

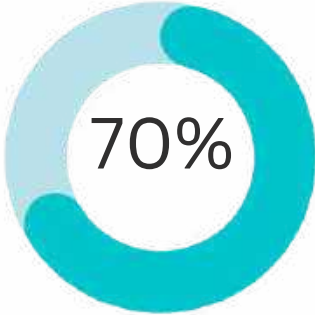
Cluster

AMALAPURAM

Munganda

Est Year : 2016

conversion rate



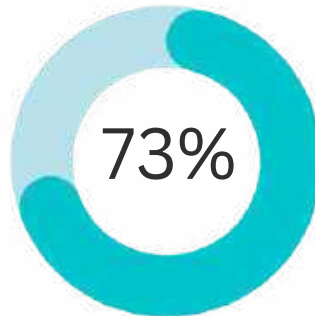
1543
Out Patients

2384
Procedures

Katrenikona

Est Year : 2017

conversion rate



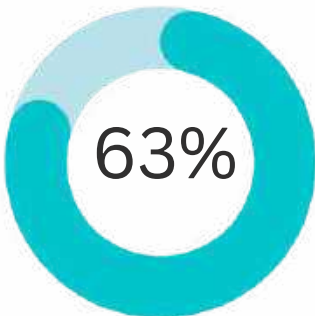
3344
Out Patients

4241
Procedures

Allavaram

Est Year : 2018

conversion rate



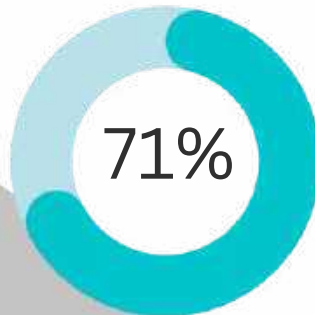
2480
Out Patients

3785
Procedures

Mukteswaram

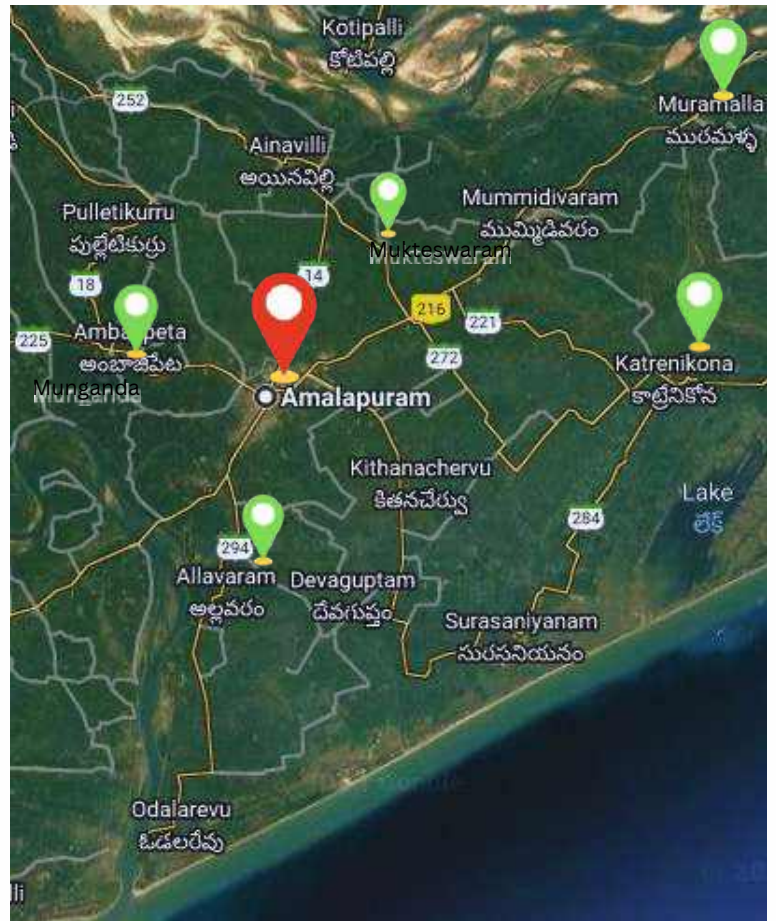
Est Year : 2019

conversion rate



1805
Out Patients

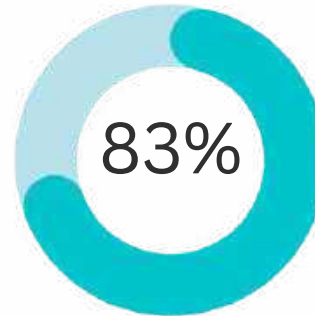
2549
Procedures



Muramalla

Est Year : 2018

conversion rate



2098
Out Patients

3475
Procedures

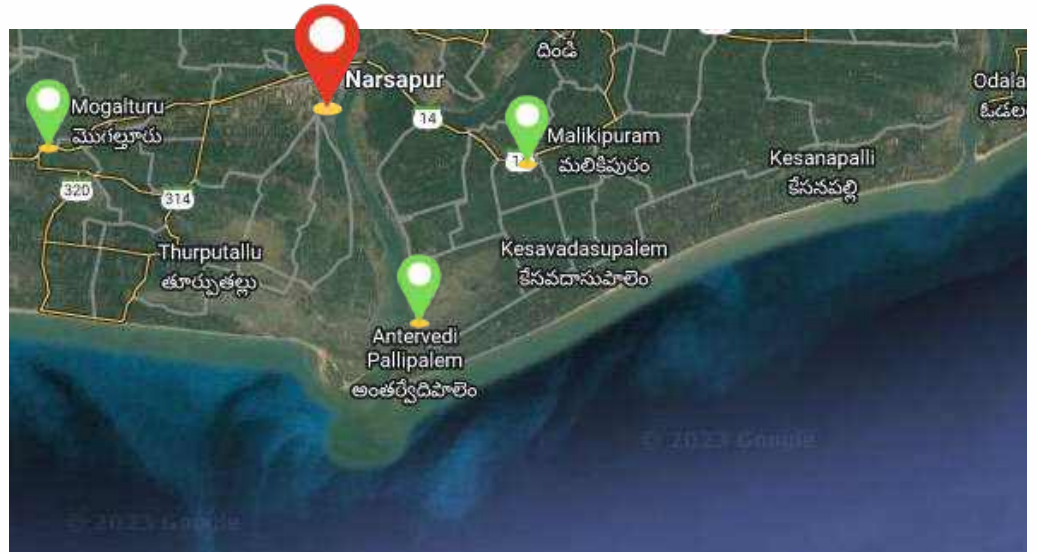
Dr Amrutha valli

BDS, VDC'2022
Internship @Katrenikona



"I never visited any village except for #MilesForSmiles. When my college gave me an opportunity to do internship in rural satellite clinic, I have no idea what I was signing up for. I just trusted that their decision and guidance would be right. After reporting, it eventually turned out to be an unforgettable experience. I got very high clinical exposure. Well, that wasn't a surprise. But, the affection and kindness of villagers has been a pure delight. Their care made me feel home. I look forward to serve in rural for full-time soon.."

Cluster NARSAPUR



Mogalthuru

Est Year : 2018

conversion rate



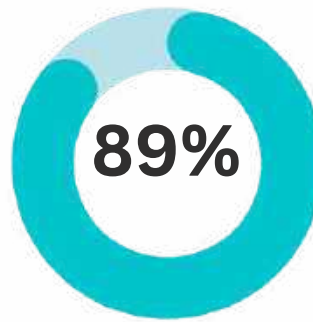
2004
Out Patients

3652
Procedures

Antarvedipalem

Est Year : 2018

conversion rate



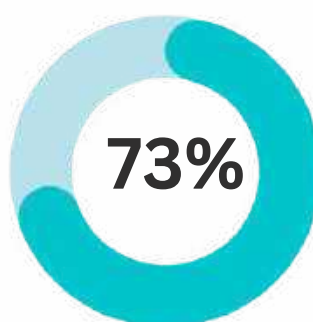
3696
Out Patients

4924
Procedures

Malikipuram

Est Year : 2021

conversion rate



1128
Out Patients

1579
Procedures

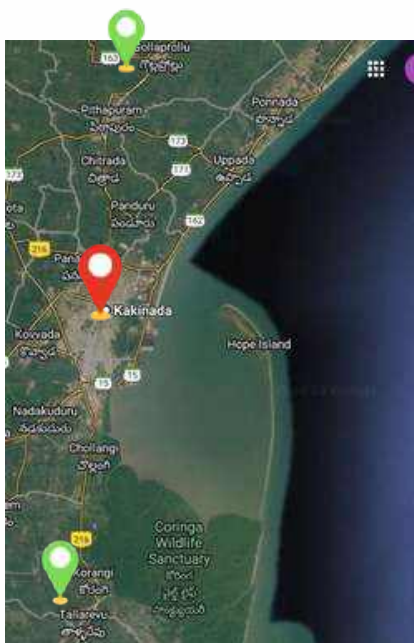
Dr Manikyamba MDS

Prosthodontist



'Providing specialist services in Satellite clinics is rewarding beyond measure. I started serving in satellite clinics ever since I joined in 2017. I performed countless procedures resulting in an exponential improvement of my clinical speed and efficiency. I also enjoy guiding enthusiastic in-charges in satellite clinics. I am happy that I could help many of them groom their protho skills.'

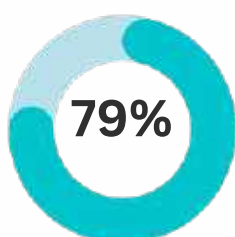
Cluster KAKINADA



Tallarevu

Est Year : 2018

conversion rate



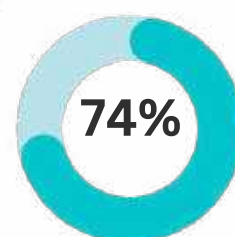
1099
Out Patients

2360
Procedures

Gollaprolu

Est Year : 2019

conversion rate



956
Out Patients

1604
Procedures

"Untreated dental caries (tooth decay) in permanent teeth is the most common health condition according to the Global Burden of Disease 2019"
- World Health Organization (WHO)



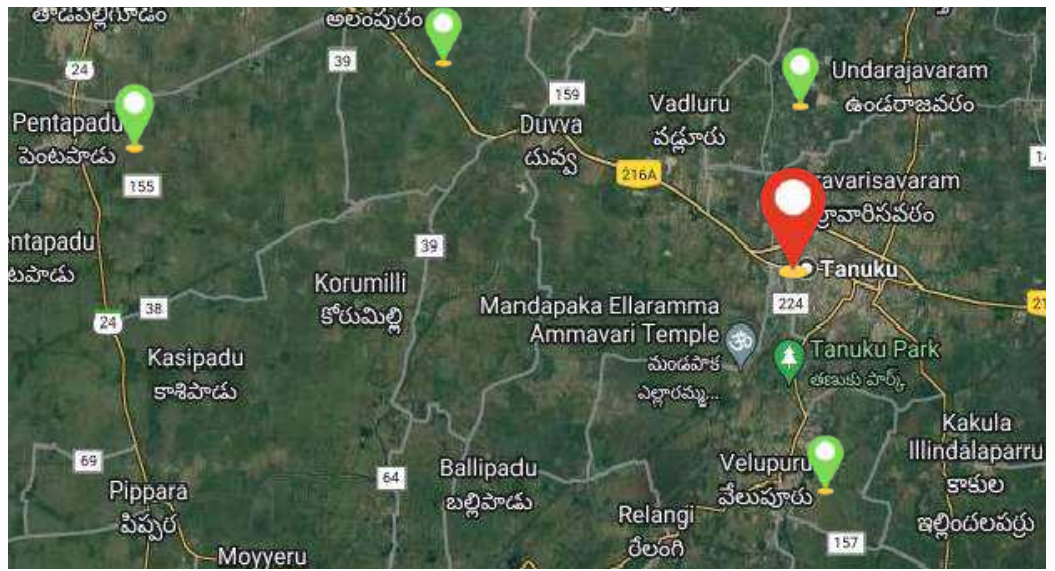


"It is estimated that oral diseases affect nearly 3.5 billion people" - World Health Organization (WHO)

Cluster

TANUKU

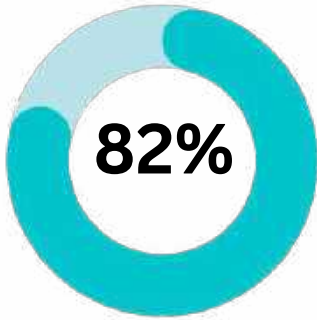
Rural Satellite Clinic, Pentapadu is opened in the cluster on Dec 28th' 2022



Alampuram

Est Year : 2016

conversion rate



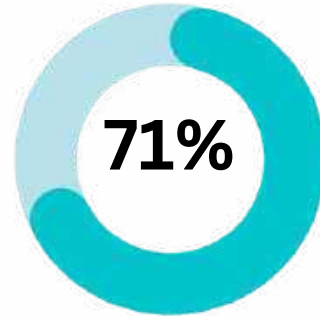
2323
Out Patients

3708
Procedures

Undrajavaram

Est Year : 2016

conversion rate



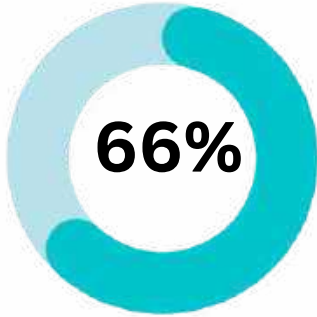
2695
Out Patients

3878
Procedures

Velpuru

Est Year : 2022

conversion rate



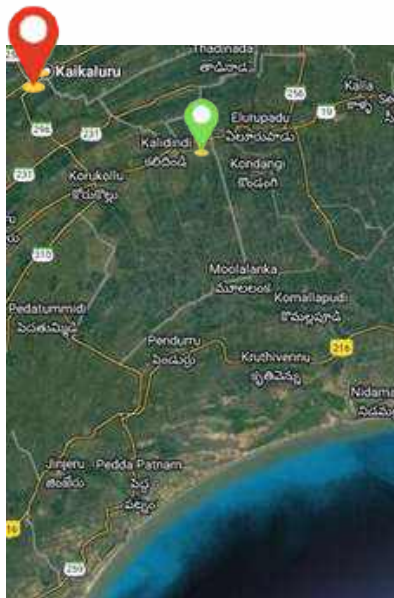
605
Out Patients

765
Procedures



Dr Ahalya MDS
Pedodontist

"My dream is to establish my own clinic. For that, I want maximum exposure. I have chosen to serve in VDC academic setup as VDC has lot of focus on upgrading technology. At the same time, serving in our satellite network deepens clinical acumen. This combination of academia and practice is a blend for my future endeavors."

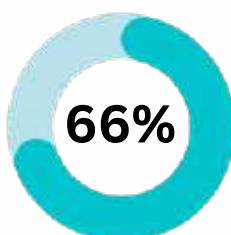


Cluster KAIKALUR

Kalidindi

Est Year : 2017

conversion rate



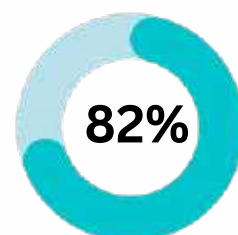
1158
Out Patients

2183
Procedures

Kaikalur

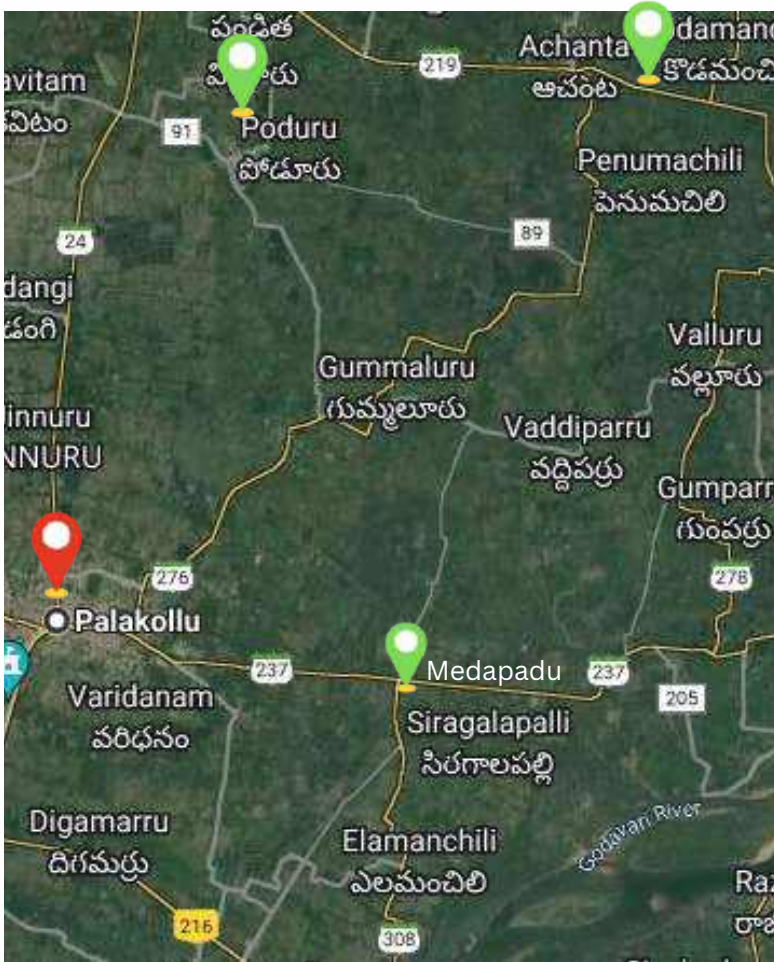
Est Year : 2021

conversion rate



512
Out Patients

1137
Procedures



Cluster PALAKOL



Dr Jaswanth (BDS, 2022)

Internship @Achanta

"After learning root canal treatments in college, I finished my 30-day mandatory rural clinic posting at Kalidindi clinic in second quarter itself. However, when core team informed about the need for assistance in Palakol cluster, I took it up. I happened to attend Achanta while my friends Rithvik and Sanjay attended Poduru and Medapadu clinics in the cluster. All three are high flow clinics and we three used to have case discussions everyday. That, coupled with our interactions with clinic in-charges made the exposure robust and three-fold"

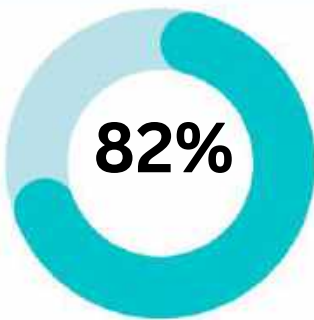


As per the Borgen Project on 'Issues of Dental Health in India' (2020), over 50% of Indians with dental health issues receive treatment or advice from someone other than a dentist, such as chemists

Medapadu

Est Year : 2021

conversion rate



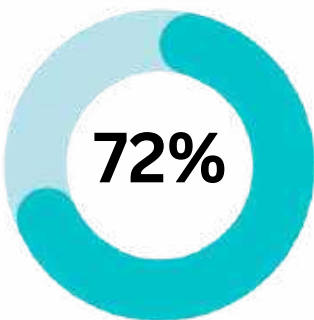
1901
Out Patients

3092
Procedures

Achanta

Est Year : 2022

conversion rate



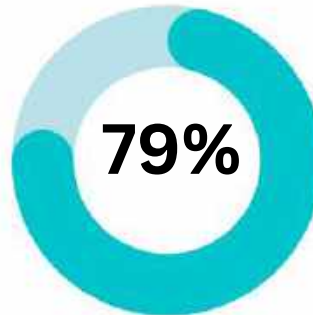
973
Out Patients

1830
Procedures

Poduru

Est Year : 2018

conversion rate



2061
Out Patients

3124
Procedures



Dr Pavani (BDS, 2021)

Internship @Penumantra
Clinic In-charge, Achanta

"During my internship at Penumantra, Dr Sreelekha (Prosthodontist, Alumna of VDC) was clinic in-charge. She never compromised on patient interactions even while treating 10-13 patients a day. I was fascinated with the way she balanced patient care and clinic management with a swag. After joining Achanta clinic as in-charge, I was very confident. Today, when interns are posted in my clinics, I feel it's my time to give back by mentoring them to my best."

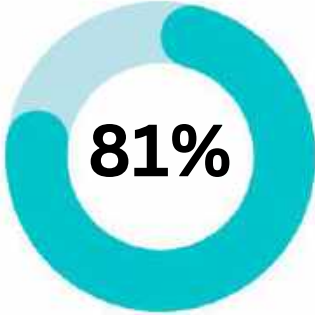
Cluster

RAVULAPALEM

Yeditha

Est Year : 2018

conversion rate



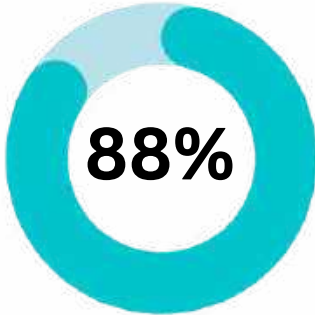
2904
Out Patients

4669
Procedures

Atreyapuram

Est Year : 2018

conversion rate



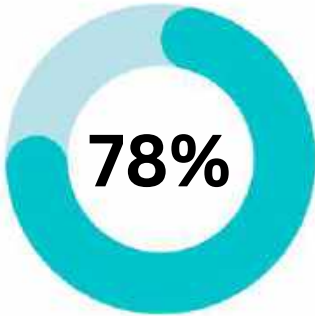
1393
Out Patients

3632
Procedures

Siddantam

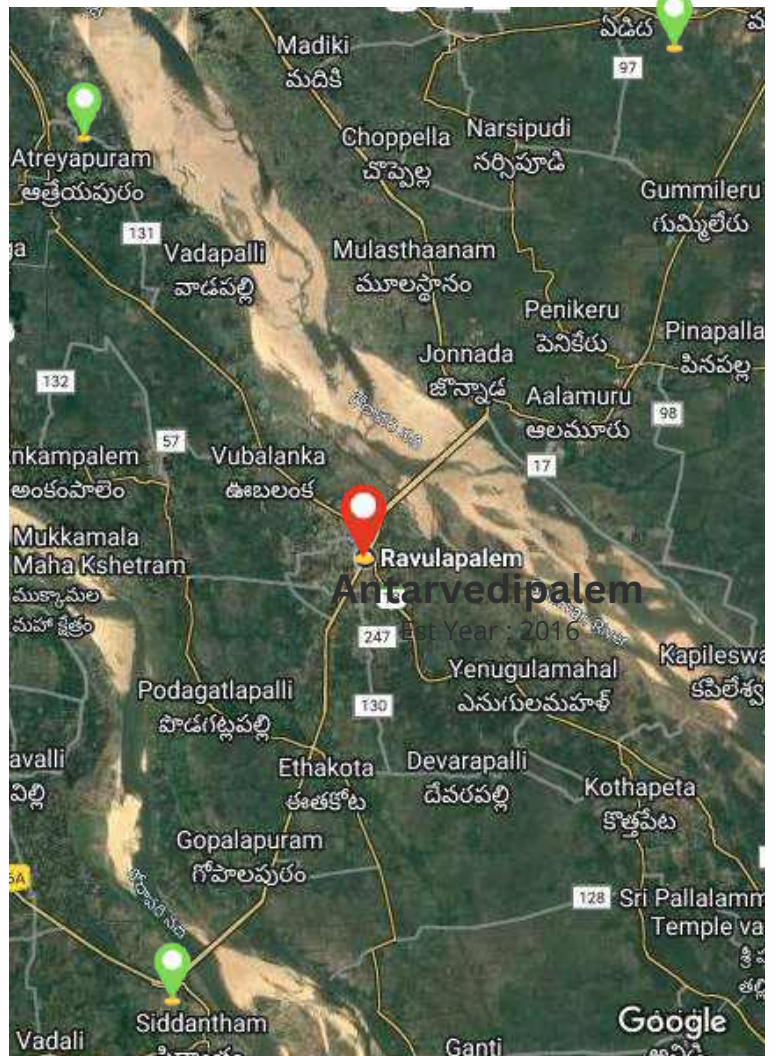
Est Year : 2019

conversion rate



1385
Out Patients

2960
Procedures



Dr Nandini (BDS, 2021)
Internship @Yeditha

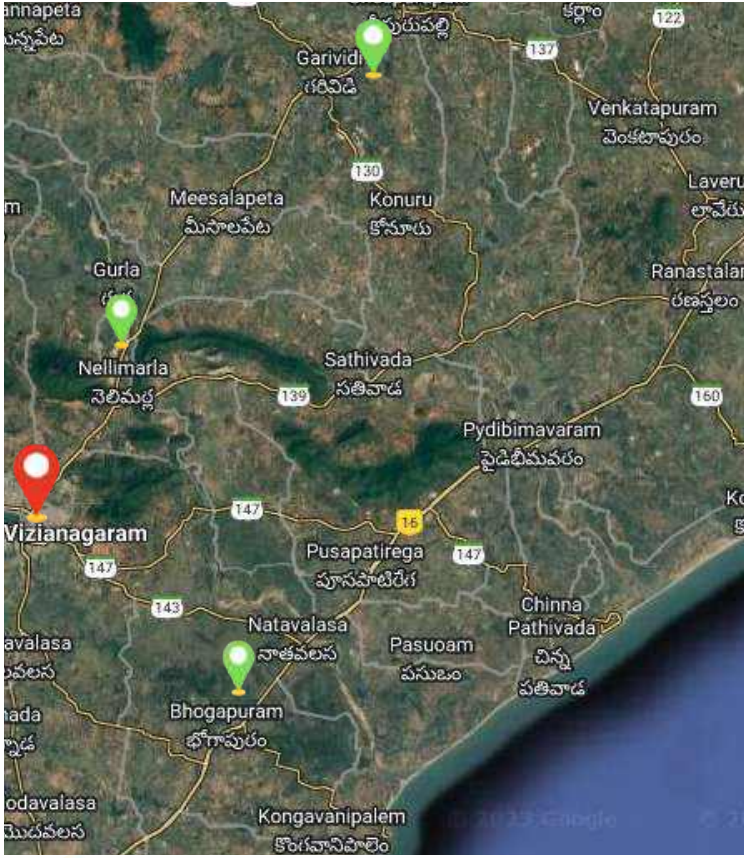
"My parents were initially very worried about letting me serve my internship in rural. I pleaded and nudged them for very long, as I always felt rural internship is a not-to-miss opportunity, at least for me. In Yeditha, due to very high patient flow, I was occupied for a minimum of 9 hours a day. I exactly wanted that intense experience and utilizing every hour to the fullest.."

"I joined VDC after my maternity break, due to which I had a gap in clinical care. However, an opportunity to provide specialist consultant support to Satellite clinics helped me get back in no time. As academicians we guide students every day, but while delegating and training, we tend to lose our hand skill. I believe it is very important for every academician to stay in continuous practice. Satellite clinic visits give us that advantage."



Dr P Sravani MDS
Oral and maxillofacial surgery (OMFS)

Cluster VIZIANAGARAM



Speaking about poor access to secondary and tertiary healthcare in rural India, Dr. Srinath (Managing Trustee, Sri Shankara Cancer Foundation) says, "Despite an improvement in connectivity, there is still a huge barrier between urban and rural areas. Most villagers often avoided visits to doctors fearing high expenses."

Excerpt from "Equitable healthcare is still a far cry in rural India"
The Hindu

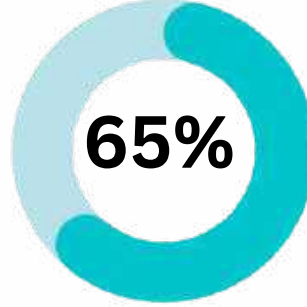


Dr Anil MDS
Endodontist

"My goal is to ensure every patient receives the best quality care irrespective of any aspects. We specialists always try to give our best but in rural areas, resources are a challenge. However, precision care is non-negotiable. So I follow the benchmark protocols for every patient in rural clinic on par with those at tertiary hospital. I think this is the best way to teach our post graduate students about equitable quality healthcare in practice"

Nellimarla Est Year : 2020

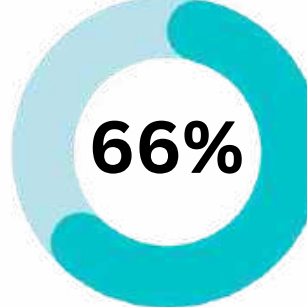
conversion rate



634
Out Patients
940
Procedures

Garividi Est Year : 2020

conversion rate



797
Out Patients
1263
Procedures

Bhogapuram Est Year : 2022

conversion rate



143
Out Patients
297
Procedures



Dr Sahithi (BDS, 2022)
Internship @Allavaram
Clinic in-charge, Bhogapuram

"I am always confident about my clinical skills but the first couple of months were very challenging. One side, adjusting with the rural stay; other side, facing stereotypical perceptions of patients like "Are female doctors capable of extracting teeth like male doctors..?" It wasn't easy..! I adjusted to rural life very soon, served lots of patients but, gaining villager's trust was the most challenging and a cherishing win for me.."

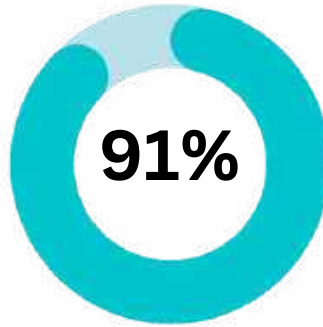
STANDALONE CLINICS



Dwaraka Tirumala

Est Year : 2016

conversion rate



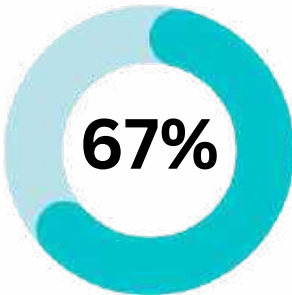
2295
Out Patients

3820
Procedures

Namburu

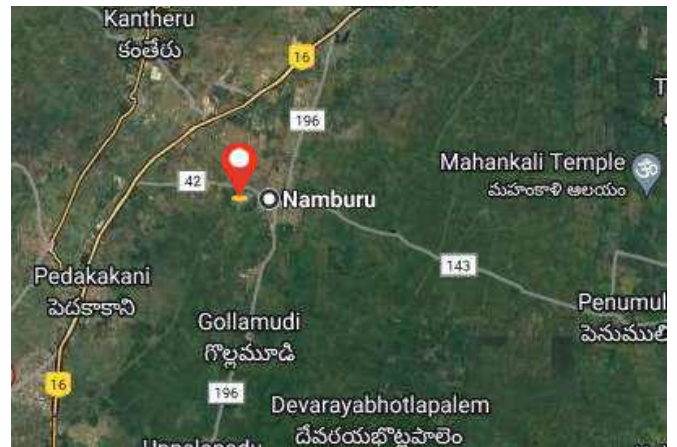
Est Year : 2019

conversion rate



1434
Out Patients

1979
Procedures

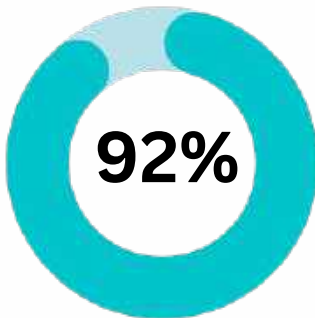


CHARITY CLINICS

Kumudavalli

Est Year : 2011

conversion rate



385
Out Patients

1143
Procedures

Charity clinics are operationally similar to any other Satellite clinics, except that they are established under one of the existing nonprofit initiatives in the communities.

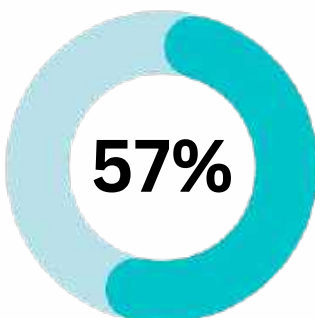
Kumudavalli clinic is established in Shri BV Raju Knowledge Center; Atkur clinic, in Swarna Bharat Trust, Vijayawada and Narasapur clinic, in BVRIT (Narasapur) college campus.

Apart from regular dental care services, the clinics provide free consultation to the beneficiaries of respective organizations

SBT Atkur

Est Year : 2017

conversion rate



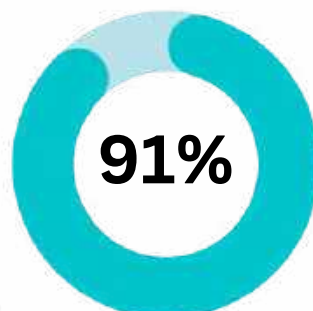
526
Out Patients

1247
Procedures

BVRIT Narsapur

Est Year : 2021

conversion rate



489
Out Patients

1571
Procedures

Teledentistry

Tele-dentistry has the ability to improve access to oral healthcare in rural areas. Still, it felt a little like a pipe dream as people may not prefer even if dentists offered it; until COVID-19 pandemic radically pushed people to rely on tele-services for healthcare



Till 2021, Tele-dentistry services are provided to Satellite clinics

Satellite with the help of OMR faculty and Post Graduate (PG) students.

With increase in number of clinics leading to increase in volume of cases and limited bandwidth of PGs amidst the academic

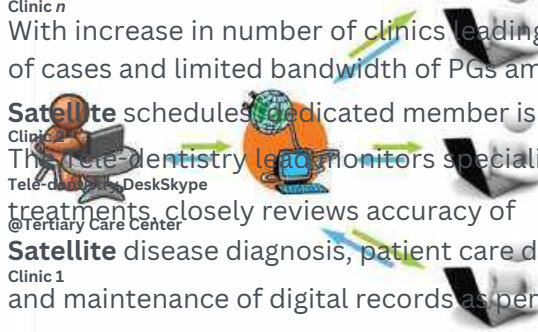
Satellite schedules a dedicated member is recruited.

The tele-dentistry lead monitors specialist

treatments, closely reviews accuracy of

Satellite disease diagnosis, patient care dynamics

and maintenance of digital records as per Dr Ananya



statutory guidelines. (BDS' 2017; MDS'2022)

Community Relations

Cluster Leads methodologically focus to deepen the community relations to build an empathy driven referral network with help of local influencers

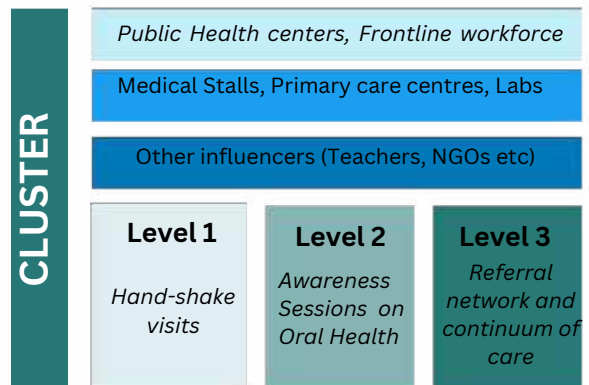


Dr Adithya Teja (MDS)
Public Health Dentistry
Cluster Lead, Palakol



Ms Deepika (MBA)
SVECW' 2021
Cluster Lead, Amalapuram

Our Community Relations Rubrix



OUR GOAL

Plan ahead

5 SATELLITE CLINICS in 2023

IS TO ESTABLISH **50** SATELLITE CLINICS by 2025

PRIMARY CARE

'To attend those who suffer, a physician must possess not only the scientific knowledge and technical abilities, but also an understanding of human nature'

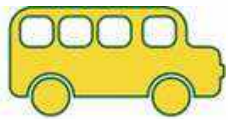
Vishnu Dental College & Hospital conducts 5 Flagship Programs to provide oral health education and free dental care services to underprivileged and underserved communities. Each flagship program focuses on different target groups and are aligned to our overall vision "Oral healthcare for all". The section details the impact achieved in 2022

Miles For Smiles

Door to door dental screening and awareness program to educate rural households on Oralhealth

36 25,248

Visits Benefited



47 5130

Camps Benefited

Dental Care on Wheels

The program conducts free Dental screening and treatment services with mobilization support from community partners. Treatments are performed in a Mobile Dental Unit (a bus equipped with 2 Dental Chairs).



Services addressing almost 85% of the health care needs can be provided at the primary level, including curative, preventive, and promotive care.

-Basic Healthcare Services





Suraksha

Inspired by Auroville Dental Clinic, Pondicherry, the program takes preventive dental care treatments to children right to the doorsteps of their schools.

31 Camps **6682** children benefited



100 Smiles

The program intends to provide complete dentures to poor support-less senior citizens at free of cost.

80 Benefited

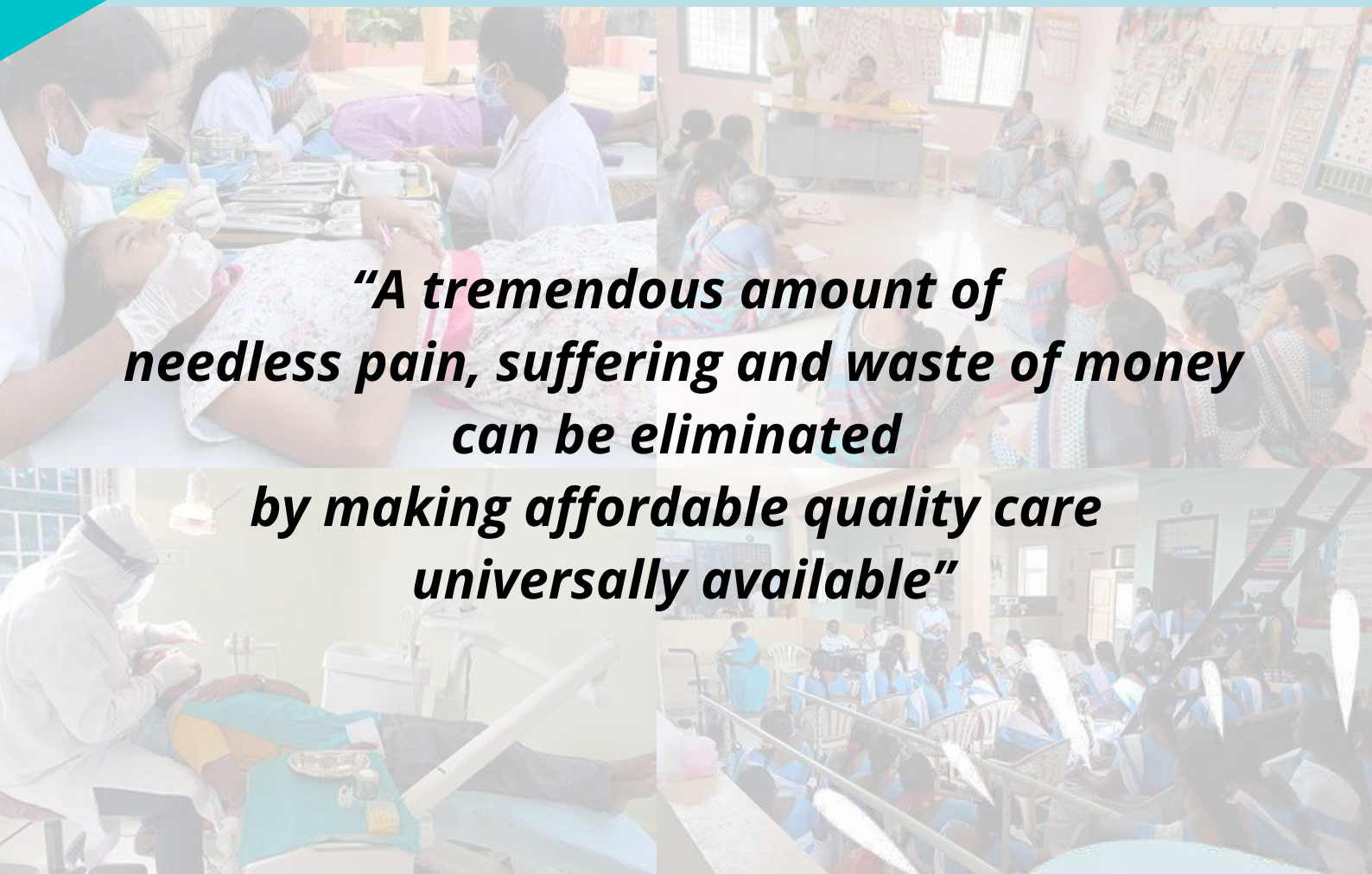


Pratham

The program aims to educate and empower **frontline healthcare workers** and **local influencers** in the rural areas like teachers, general physicians, NGOs etc., on oral healthcare.

12 Sessions **540** participants





***“A tremendous amount of
needless pain, suffering and waste of money
can be eliminated
by making affordable quality care
universally available”***

FOR MORE INFORMATION



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