



PRACTICE PROFILE

DENTAL PRACTICE

Del Sur Ranch Dental
San Diego, California

Brian Davey, DDS
Ryan Kay, DMD, MS

OFFICE

2,400 square feet
4 operatories

EQUIPMENT AND TECHNOLOGY

- A-dec 332 Radius Delivery Systems
- A-dec 411 Chairs
- A-dec Preference ICC Sterilization Center
- Air Techniques AirStar 40 Compressor
- Air Techniques Mojave Dry Vac
- Aribex Nomad Intraoral X-ray
- CEREC Omnicam AC & MC X
- Eaglesoft Practice Management Software
- Midmark M11 UltraClave Sterilizer
- Schick 33 Intraoral Sensors
- Sirona Orthophos XG3

*This practice is a Patterson Advantage®
Diamond member.*

A Different Dental Bridge

Del Sur Ranch Dental looks to bridge the gap between medicine and dentistry

At Del Sur Ranch Dental in San Diego, Calif., patients can expect to leave an appointment with more than clean teeth and a complimentary toothbrush. Patients leave with peace of mind and the knowledge that their overall health and well-being is a priority. That's because the doctors and staff at Del Sur Ranch Dental are on a mission to improve the health of people in the San Diego community by the year 2020, by bridging the gap between medicine and dentistry.

Practice owner Brian Davey, DDS, and associate doctor Ryan Kay, DMD, MS, are both educated on the Bale/Doneen Method, which informs healthcare providers about necessary measures to prevent heart attacks, stroke and type 2 diabetes. A more thorough dental exam, including key health-related questions and an



awareness of warning signs, helps them identify serious illnesses that other practitioners might miss.

Davey graduated with a BA in oral biology before completing his dental education at the University of California, San Francisco in 2000. Since then, he has been working to help people in the San Diego community live happier, healthier lives by providing complete health dentistry and preventive care at his original practice. His desire to open Del Sur Ranch Dental stemmed from his goal of reaching more people in Del Sur, a master-planned community in San Diego.

“The health of your mouth is directly related to the health of your body,” said Davey. “We’re not here to do only fillings and crowns; we’re dedicated to our patients’ complete health,” he said. That’s why appointments at Del Sur Ranch involve a detailed medical exam, including blood pressure check and screening for diabetes and sleep apnea. “We want to educate patients on the oral-systemic connection, and we’re committed to their long-term health and wellness,” he said.

A lot of pieces needed to come together before the new dental practice became a reality. For starters, Davey needed an associate to help carry out the mission so he could continue working at his



original practice. That’s where Patterson Territory Representative Walter Turner came in. “Brian shared his vision with me,” said Turner. “I knew the type of person he was looking for and I went to work immediately to help find that person,” he said. “When I met Dr. Ryan Kay at a CEREC Study Club event, I knew that he would be perfect. He had so much enthusiasm, and he was open to being coached, and to learning and improving.” Fortunately, when Turner introduced Kay to Davey, the two hit it off.

By the time Kay was in high school, he knew he wanted to be a dentist. He went on to earn a master’s degree in medical science at the University of San Diego, before obtaining a Doctor of >>



Dental Medicine degree from Western University of Health Sciences. When Davey invited him to be part of the new Del Sur dental practice, Kay jumped at the chance. “Here was this amazing opportunity to work in a brand new dental office with an awesome mentor, and I just couldn’t pass it up,” said Kay.

Kay joined the practice in time to be a part of the entire process – from the designing stages to the building stages – starting with a trip to the A-dec facility in Oregon to pick out equipment. “I really enjoyed that trip because we got to see the amount of time, attention and detail that goes into making A-dec products, which is really spectacular,” said Kay. While there, they picked out everything from countertops, to chairs and equipment.

The Del Sur neighborhood has a relaxed, coastal ranch atmosphere, and it was important that the practice fit that atmosphere. Patterson Equipment Specialist Seth Watson worked with the team and said their unique approach to dentistry extended to a unique vision for the practice. “The doctors and the entire team truly have a passion for what they do, and what they want to do with the space,” Watson said. “It’s a really creative group, and they had such a good time with the process. They put a lot of trust in [the Patterson team] and listened to what we had to say, and we also listened to them. Dr. Davey has so much experience and he was able to take his vision, implement some of the things we discussed, and make an even better practice.”

After making a plan for the space to fit the location, having the best technology was the number one priority. Davey, who had CEREC in his original office, felt >>







it was essential in the new practice. The importance of single-visit dentistry fits in with the overall philosophy of complete health dentistry because it's healthier and better for patients, while offering a more convenient way to deliver care.

CEREC Ortho is another integral piece of technology at the practice, allowing the doctors to scan a patient's teeth and electronically send the results to Invisalign, where aligners are manufactured and returned digitally. "It's fast, efficient and the most fun way to practice dentistry," said Davey. "I can't imagine practicing without CEREC technology."

With such a heavy focus on technology, CEREC was purchased before the practice had even been built, so much of the design was created specifically to incorporate that

technology. Turner was instrumental in helping with the layout of the practice, and with creating a "wow" factor. He suggested placing the CEREC milling unit at the end of the hallway where a patient can watch as their tooth is made, with a dry lab nearby where a patient can watch as their tooth is stained and glazed.

The construction process started in October 2015 and ended in February 2016. The result is a practice that flows well and highlights integrated technology that creates a seamless experience for patients. The response from community members has been amazing. Despite rain the first month in operation, which prevented the installation of a sign outside, the practice gained 20 new patients. That number nearly doubled the second month, and the schedule was nearly full, with close to

100 patients by the third month. "All the patients we've seen so far have been blown away by how nice the office is and their entire experience," said Kay.

Despite the full schedule, the staff members at Del Sur Ranch Dental plan to continue making a positive impact on people in the community in a variety of ways. Davey's original practice has adopted a San Diego Monarch School that is dedicated to educating students impacted by homelessness. Hundreds of kids from K-12 are bused to the practice annually where they receive free dental care, and Davey and Kay plan to continue that work at the Del Sur location.

With all of this success, there's no telling how many San Diego residents will experience improved health by 2020.



"I have an amazing, highly educated team that is dedicated to this mission," said Davey. "We're really making an impact on the community, and that's exactly what we set out to do." **PT**



From left to right:
Sean Sullivan, Walter Turner, Dr. Brian Davey, Dr. Ryan Kay, Dr. Jennifer Still, Seth Watson and Dain Livesay

PATTERSON TEAM

Sean Sullivan, *General Manager*

Walter Turner, *Territory Representative*

Seth Watson, *Equipment Specialist*

Dain Livesay, *Service Technician*

To learn more about
Del Sur Ranch Dental,
visit *dsrdental.com*.



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to take a virtual tour of this practice!