

User Case Abstract

Quality counts: setting up a high-tech dental practice

This article looks at the questions raised when setting up a dental practice and shows what needs to be considered, calculated, planned and organized. The author, Dr. Scheller, illustrates the criteria he applied to specific purchasing decisions as a business founder.

Methods

In view of the high investment costs, the question arose as to whether it pays to invest in good quality for technical equipment. Dr. Scheller decided to base his decisions on an intensive and objective evaluation of the individual products (Fig. 1). Important decision-making criteria included the reliability of the equipment, a high level of safety in diagnostics and treatment, the state-of-the-art in terms of technology and a high degree of flexibility and future safety. With regard to a planned specialization in the direction of periodontology and aesthetic dentistry and the rapid technical advancement, the update and integration capacities of digital systems also played an important role.

Result

Based on his criteria, the author decided in favor of the Orthophos SL X-ray system, the CEREC CAD/CAM system and treatment units (all: Dentsply Sirona, Wals/Salzburg, Austria).

One of the convincing arguments for the author was the sharp layer technology of the Orthophos SL. This technology generates numerous images during a run. The best-focused images are automatically combined to give a sharp X-ray. As such, interfering blurring can be avoided, for example, by the spinal column.

The Orthophos SL's Direct Conversion Sensor was regarded as a major technical advance and argument for buying. Despite a reduced dose, this sensor ensures



Fig. 1: Dr. Holger Scheller inherited his preference for high quality products from his father, Dipl.-Ing. Karl Scheller (right.).



Fig. 2: Orthophos SL supports the practice team's workflow, for example, through unique positioning aids.

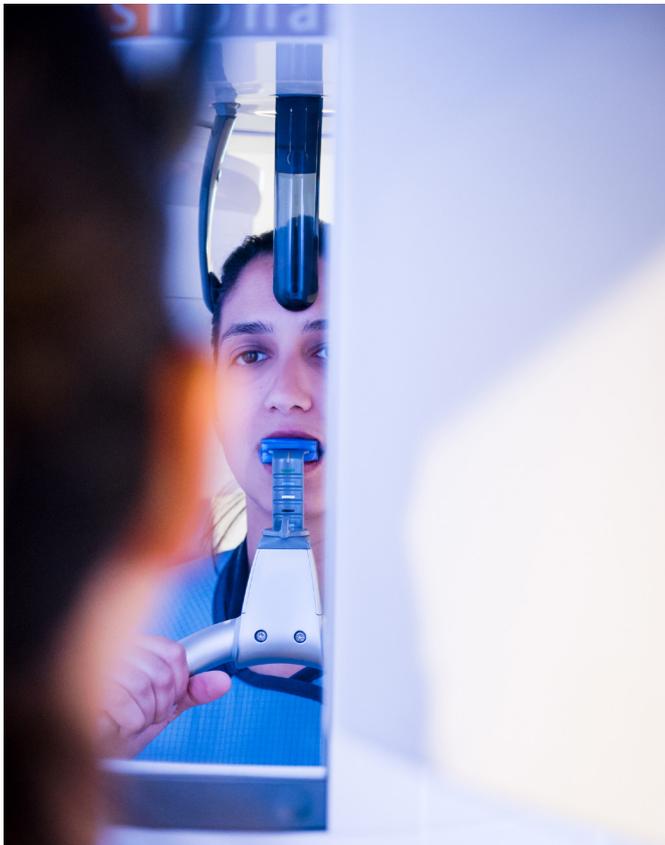


Fig. 3: Confidence in good treatment with state-of-the-art technology: patient being X-rayed with Orthophos SL.



Fig. 4: Using the CEREC CAD/CAM system, Dr. Scheller can offer his patients restorations in a single session and guided implantations.



Fig. 5: Perfect communication with patients: Dr. Scheller explains his suggested therapy on the monitor.

outstanding image quality by converting X-ray beams directly into electrical signals without the customary intermediate step of conversion to light, resulting in a maximum yield of the X-ray information. The MARS Software for reducing metal artefacts in 3D was also assessed very positively as a meaningful and useful tool. The Sidexis 4 X-ray software provides the clinician with various additional tools to ensure good and efficient working. This includes the light box which allows the comparison of different images from a host of image processing methods and a timeline for a quick overview of the patient history. This feature intuitively enriches the diagnostic options through a time dimension.

Summary

The image quality of the X-ray images with the Orthophos SL and the software tools in the X-ray software facilitate and improve diagnostics, and intuitive operation helps the practice team and provides a smooth workflow (Figs. 2 and 3). In terms of quality, the author concludes that he cannot think of a better device for diagnostics than the Orthophos SL. Even if the purchasing price for CEREC (Fig. 4) and an Orthophos SL (Fig. 5) is high for a start-up business, it can be concluded that the investment is worth it.

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