



ZIRCONIA WORKFLOW SOLUTION CERCON®

More speed.  
More predictability.  
More profitability.

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THE DENTAL  
SOLUTIONS  
COMPANY™

 Dentsply  
Sirona

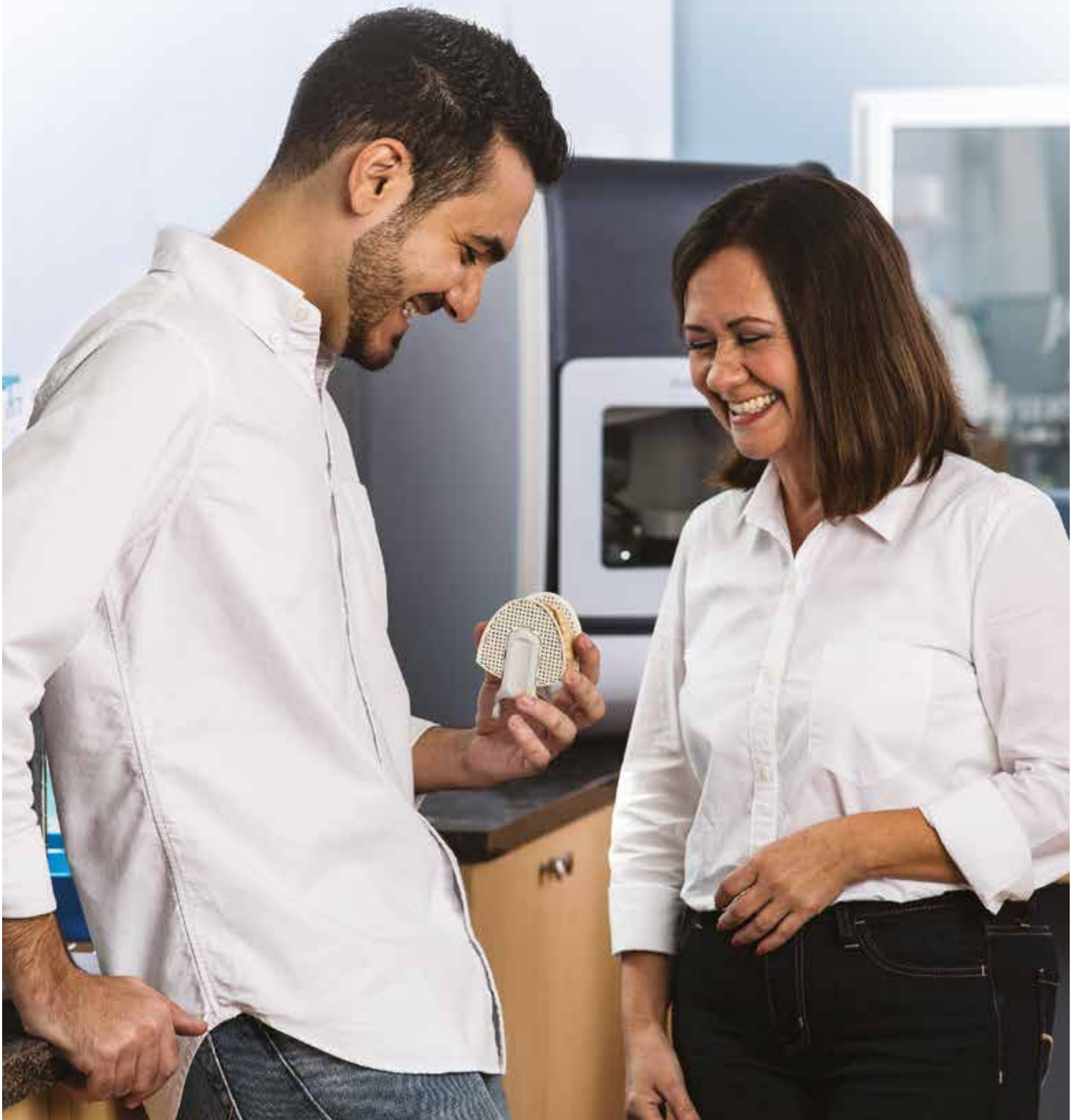
New challenges call  
for innovative solutions.

**14% ↑**

increase in people 65 and older in  
the U.S. between 2000 and 2016.<sup>1</sup>

**39% ↓**

decrease in the number of dental labs  
in the U.S. between 2006 and 2017.<sup>2</sup>



Though demand for Zirconia prosthetics continues to grow, there are fewer labs and technicians equipped to address this increasing workload. Your current workflow may be too slow and too prone to errors to take full advantage of this new opportunity for higher profitability.

# 502% ↑

projected increase in the number of zirconia units sold in the U.S. between 2010 and 2020.<sup>3</sup>

## Zirconia Workflow Solution

Introducing the Zirconia Workflow Solution only from Dentsply Sirona Lab. Far more than a suite of cutting-edge products, we created an improved process for creating error-free work in less time.

And we support it with a team of experts, working directly with our lab partners to ensure that each case produced is created with an unsurpassed degree of quality, consistency and precision.



\* Data based on the biggest Zirconia Market USA

1. *The Nation's Older Population Is Still Growing*, Census Bureau Reports, June 22, 2017, Release Number: CB17-100; <https://www.census.gov/newsroom/press-releases/2017/cb17-100.html>  
2. DLP Guides, *What does the sharp decline in dental labs REALLY mean*, August 07, 2015; <http://www.dentalproductsreport.com/dental/article/what-does-sharp-decline-dental-labs-really-mean>  
3. *The State of the Dental Lab Industry. Yesterday, Today, Tomorrow*. Norm Weinstock, May 8, 2015, Zahn Dental Laboratory Division

# The fast path to predictable production and profitable aesthetics.

At every step of this more streamlined and reliable workflow, you can look forward to greater speed and more consistent results. Both you and your lab will appreciate the savings in time and money with every case you produce.

## SCAN

### Primescan

The new intraoral scanner is your perfect starting point into digital dentistry – for scanning and sending impressions directly to the laboratory

### inEos X5

5-axis technology provides high accuracy with simple operation for optimal digital strategies and scanning of traditional models or impressions

## ► DESIGN

### inLab CAD Software

Professional CAD software for a broad range of indications with optimized design processes and user-friendly interface

## ► MILL

### inLab MC X5

The inLab MC X5 is the universal production unit to meet dental laboratory requirements for cost-efficient production





## MATERIAL

### Cercon® Zirconia

Cercon® Zirconia is the standard for color accuracy, premium aesthetics and faster production

## ► SINTER

### inLab Profire

New furnace for the sintering of zirconium oxide and non-precious metals

## ► FINISHING

### Celtra® Ceram Full Veneering Porcelain

Celtra® Ceram delivers the highest level of aesthetics and can be combined with other techniques or used for full veneering

### Universal Stain & Glaze

Maximum compatibility to satisfy all of your needs in a single finishing system

### Multimat Cube

Universal firing furnace for firing Celtra® Ceram porcelain and Universal Stain & Glaze material





# Labs require speed and consistency.

When creating fixed prosthetics, a lab is only as profitable as it is productive. Workflow bottlenecks and outdated technology may be preventing your lab from maximizing productivity and achieving consistent and predictable results. The Zirconia Workflow Solution combines the best materials with the best processes for the best results.

## DISCOVER YOUR LAB'S FULL POTENTIAL

By streamlining and improving the design, milling, material selection and sintering of fixed prosthetics, the Zirconia Workflow Solution creates a faster, more profitable production.

### DESIGN

Our **inLab CAD Software** provides an intuitive user interface and includes:

- Basic applications, implant supported restorations and removable dental prostheses
- Receiving and processing of intraoral scan data from Dentsply Sirona intraoral scanner

### ► MILL

The **inLab MC X5** is a universal and open production unit for processing a broad range of materials such as Cercon.

- High reliability due to validated inLab MC X5 processes for the zirconia materials of Dentsply Sirona
- Original coated zirconia milling tools for exceptional quality results throughout the entire service life

### ► SINTER

Sintering represents the largest bottleneck for most laboratories, effectively determining their production capacity.

The new sinter furnace **inLab Profire** offers a conventional long-term sintering process. In addition, crowns, copings, bridges and frameworks made of zirconia can be sintered using shortened speed processes as needed.

- 170 minutes speed sintering program for single restorations and bridges (for Cercon Zirconia)
- Can simultaneously sinter up to 60 units
- Sinters zirconium oxide and sintered metal in a single chamber

### MATERIAL

**Cercon** is the new zirconia standard for color accuracy, premium aesthetics and faster production.

**Cercon xt** is an extra translucent zirconia developed for premium aesthetics, even anterior monolithic restorations.

#### **Cercon base:**

The zirconia classic – perfect for covering discolored dies or titanium abutments.



**Cercon xt ML**, layers ahead of the rest. Take monolithic restorations to the next level.

**Cercon ht** is a highly translucent zirconia for high strength and aesthetics. For a wide-range of indications up to multi-unit bridges.



IT'S HARD TO DIFFERENTIATE  
CERCON XT FROM A LITHIUM  
SILICATE CROWN. AND IT'S  
HARD TO BELIEVE THAT THESE  
RESULTS ARE ACHIEVED OUT  
OF ZIRCONIA IN THIS EASY  
AND FAST WAY.

Thomas Bartsch (MDT)  
TRIODONT Zahntechnik GmbH  
Eschweiler, Germany





# Aesthetics can finally be profitable.

Every time you fire a crown, it takes 30 more minutes of lab time. Ideally, any additional firing should only be for characterization. In many labs, however, most additional firings are for shade corrections, work for which you cannot bill extra. Each corrective firing, at 25 minutes, with an average ceramist being paid \$21.58/hour, costs labs an additional \$8.99 per unit.<sup>1</sup>

But thanks to the Zirconia Workflow Solution, finishing crowns and bridges can be just as profitable as the rest of the process.



## START WITH THE RIGHT SHADE AND FINISH FASTER

Shade accuracy with **Cercon® True Color Technology** allows the lab to skip right to the glaze and eliminates 1-3 additional firings. By achieving the right shade more efficiently, labs can instead focus on increasing production and performing individualizations, for which customers will pay extra.

## GET HIGH-END RESULTS IN LESS TIME

**Celtra® Ceram Veneering Porcelain** and **Dentsply Sirona Stain & Glaze** give you out-of-the-bottle shade accuracy, optimized for bonding to Cercon Zirconia. You will reduce the number of corrective stain and glaze firings and your technicians can be trained more easily.

## AND CEMENT FOR LONG-LASTING RESULTS


Cercon® restorations have been clinically successful with specific cementation systems, based on the type of crown preparation that was done. **Calibra® Bio** bioceramic cement is a conventional luting cement that is bioactive. It forms a self-repairing hydroxyapatite (HA) layer to protect the marginal integrity of the restoration. No primers, no bonding, no conditioning necessary. It is a one and done system with extremely easy excess cleanup recommended for restorations with retentive tooth preparations.



1. LMT September 2016

A V O I D   C O S T L Y   D O - O V E R S ,





Dentsply Sirona is ready to consult with you and your laboratory to identify savings and productivity opportunities within your workflow.

### We can help your laboratory:

- Identify bottlenecks and pain points within your production
- Calculate the individualized savings and ROI opportunities
- Prepare custom recommendations for everything from furnace calibration to inventory analysis
- Determine how you compare to other laboratories in several key metrics

### And help educate you.

From webinars to Continuing Education courses to Lab Summits and Training Sessions, we provide the resources and knowledge required to make sure your laboratory is properly equipped for greater speed, predictability and profitability.

To learn more about how our Zirconia Workflow Solution can bring more speed, predictability and profitability to your lab, visit <https://www.dentsplysirona.com/en/explore/lab/zirconia.html>

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