

Female dentists keeping up with new technology



If anyone is up with the latest innovations, it is Lisbeth Skibsted, a dentist at the dental clinic Sundhedshuset Tandlæger in Horsens, who purchased a TRIOS® in January of this year. A full year before this, however, she was carefully monitoring the development of digital impressions.

It should be easy

"In autumn 2011, I did some thorough research into the options and prices on the market. DentaNet had brought together several of the leading digital impression firms for an after-hours meeting. This was an opportunity to get a general overview and find out more about advantages and disadvantages. It was a great initiative," says Lisbeth Skibsted. "I could quickly eliminate the first three products based on the fact that powder was needed," Lisbeth explains and continues: "If I am buying something new, it needs to advance my work. At a minimum, it must be just as easy, and ideally easier, than what I am currently doing. I felt that this was not the case with powder use."

Open file system

Two products were left on Lisbeth's list. The clear advantage that TRIOS® offered over its competitors was the open file system. "The fact that you aren't constrained to send your files to a particular location is important." "With an open file system, you decide which laboratory you want to use," she explains. As to why she chose a solution in which the files are sent to the laboratory rather than milling the crowns

We are often told that women are afraid of technology, but this is not necessarily the case. Here are two women who are right at the forefront of new technology. Read on to learn how and why they chose TRIOS®:

with an in-clinic CAD/CAM solution, the answer is very simple: "I and the other dentists would rather spend our time on patients in the chair. If I have to mill the crowns at the clinic, that is time I can't spend with my patients. In addition, as a dentist, I already wear a lot of hats. As well as treating patients, I have to do the accounts, be an HR person and a company manager. Sometimes it's great to send things on to a specialist and know that they will be made there. Not because I don't believe I can learn it, but simply because I have plenty of other things to do of great priority." To the question of why she can't just pass the work on to assistants at the clinic, she answers: "Dental assistants with a flair for and interest in this type of work don't grow on trees. If I found someone who was willing and able, I would feel very dependent on one person."

Lisbeth is glad that she chose TRIOS®. "It's easy to use, and you don't have to be a technical prodigy. After the first five scans, you are already proficient."

Model-free crowns

"You can actually mill a crown straight from the file without first creating a model. I've tried it a couple of times with good results – it hasn't made a big difference." Lisbeth feels that models can eventually be avoided altogether, thus minimising foreign competition in regard to pricing. She believes that TRIOS® is bringing work back to Denmark, along with all the advantages this entails.

Precision at 200%

In regard to precision, Lisbeth says: "Once you have prepared the tooth, you check the preparation line and you immediately identify any errors. Enlarging the work on-screen means

that any little nicks are clear to everyone." Before Lisbeth bought TRIOS®, she was "warned" by several colleagues that they didn't think it was a good idea to blow up such tiny (6 mm) scans to a large size.

However, Lisbeth does not see this as a problem. "Where before I would have to create a whole new impression after correcting, say, a little nick in the tooth, with this system I can just delete that part of the scan with my finger on the screen and re-scan it after correcting the preparation. There is no need to start from scratch, and this is a huge advantage." Lisbeth continues: "When you supply good scans, you get good crowns."

“ If I find an error, I just delete that part of the scan with my finger and scan it again. There is no need to start from scratch, and this is a huge advantage.”

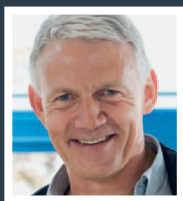
Lisbeth Skibsted

Branding the clinic

Customer's reactions to not having to bite in impression material are positive. The scanner feels rather large in the mouth, but they feel it is a much better alternative to conventional impressions. And the 3D scan is also kind of cool! "It clearly signals what we stand for," says Lisbeth, who is in no doubt that it lends a certain amount of respect and sells the product. "It gives us goodwill and brands the clinic."

TRIOS® Case Story

Source: Lisbeth Skibsted, Stine Brems Mørcholdt, Jan Thomsen



Jan Thomsen
on TRIOS®
digital
impressions:

Having worked chairside with digital impression technology for the past 7-8 years, the TRIOS scanner from 3Shape was implemented in our day-to-day work.

I must say that it is difficult not to be satisfied! The accuracy of the final restorations is second to none, and the software and the actual scanning process are very accessible.

At the Hasle Torv dental clinic in Aarhus, we are met by a welcoming smile when we step into the bright, newly renovated premises. Clinic owner Stine Brems Mørcholdt is running a little late because of an acute patient, which allows us to sit in the inviting waiting area and catch up with the latest news on the flat screen.

Before long, we are met by the general manager, Annette Elgaard, who takes us through the clinic and down to the staffroom, giving us a chance to look

at the newly renovated treatment rooms and impressive sterilisation room. Stine soon whisks in through the doorway, energetic and wearing a big smile, with many apologies for the delay.

In her late thirties, Stine has two young children and owns the clinic, which employs three dentists, a professor and doctor of odontology, a dental hygienist, three dental assistants and a general manager. The reason we are in the clinic is that Stine recently decided to buy a TRIOS® for taking digital impressions, and got it installed just a couple of weeks ago. We are keen to hear more about her considerations prior to purchasing, and about how she is working with it now it has arrived.

Thorough consideration

Hasle Torv dental clinic has clearly considered the issue very thoroughly, and the notice board features a for/against list, created by the clinic in a joint effort before the decision was made. E4D and TRIOS® are compared side by side.

One of the main reasons why they went for a TRIOS® was that Stine and her colleagues prefer to spend their time in the clinic treating as many patients as possible rather than milling crowns themselves. This made TRIOS® the right choice for the clinic, which was always convinced that digital impressions were the way to go.

Hasle Torv dental clinic is keen to stand out as the first to offer digital impressions in Aarhus, and the staff is sure that the rumour will spread quickly. "We have to be ahead of the curve now," explains Stine. "In ten years, everyone will have scanners and it will be totally normal."

Another contributing factor in the choice of TRIOS® was the good experiences Stine's dentist colleague Simon Kold has had with the system. And then it had to be easy and intuitive to use the system! A clear advantage offered by TRIOS® is that scanning takes place without the use of any powder or spray, and that the scanner is not quite as heavy as it is the case for other systems.

The start of something bigger

Stine acknowledges that TRIOS® is a system in development: "I think we could see removable prosthetics at some point. 3Shape is constantly developing the system. I can easily believe that this is only the start of something bigger."

Nor should the advantages for patients be overlooked: "It pleases both patients and dentists when we can tell them they don't have to bite on some sort of impression material. They like that!" explains Stine Brems Mørcholdt. "It sells the extra crown." We are keen to know if the impression is accurate when compared with conventional impressions, to which Stine gives a resounding, "YES! Your work suddenly appears on the screen enlarged by 200%."

So you can really see what you're doing, for example, if there is a lack of space."

There were a few initial hitches to begin with, but Stine thinks this is natural given that the clinic is one of the first to use the system. "We have been given the best possible support right the way through, from both Plandent and 3Shape. It is brilliant that 3Shape can control the screen remotely and resolve issues immediately." She adds: "It is now working as it should. And obviously, we have only had the system for two weeks."

Make the decision

Stine had to spend a bit of time to become confident with the scanner, but there has been no problem with the TRIOS® system itself. "I can certainly see that I need to practise the technical aspect of scanning. There has been nothing wrong with the TRIOS® system itself. The difficulties we had were when we came to send the file to the laboratory. They had also received a TRIOS® on the same day, so a few adjustments were necessary," she explains, smiling.

Stine's final advice to others is: "Decide that this is what you want – and set aside a bit of extra time in the beginning. But then it will work out really well."