

Why You Should Invest in T-Scan™

PART 1

Digital Occlusal Analysis Technology Can Impact Your Procedures, Patients, Practice Revenue, and Profit



Table of Contents

3	Invest in a Superior Level of Occlusal Insight	10-11	Expand Your Patient Population
4	Obtain Objective Bite Analytics	12	Let's Break Down Your Investment
5	With T-Scan, ROI Comes in Several Forms	13	A Tool To Help Exceed Your Margins
6-7	Generate Revenue	14	How Do You Perceive Value?
8-9	Improve Treatment Outcomes		

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INTRODUCTION

Invest in a Superior Level of Occlusal Insight

In keeping up with the times, dentists around the world are outfitting their operatories with advanced technology to transform and improve their everyday practice. Objective data collection with these tools is gradually replacing subjective evaluation methods. However, many dentists lack the technology required to accurately assess and manage occlusion.

It's understandable. **Occlusion is a concept historically overlooked in dental schools and continuing education programs.**

As a result, clinicians tend to only utilize traditional occlusal indicators like articulating paper. These methods rely on the dentist's subjective interpretation of the colored marks left behind and fail to provide any information on a patient's bite force and timing—two things T-Scan can measure to give you a comprehensive view of your patients' occlusion.

Occlusion has the power to impact patients long after they leave your operatory. **Having better dentition insight can potentially eliminate certain malocclusion issues, including:**

- Restoration failures
- Bone loss
- Tooth damage
- Head, neck, and jaw pain most often related to TMJ

A unique tool in a class of its own, T-Scan is the only system that can provide objective occlusal data, while fostering communication and trust between you and your patients.

T-Scan's engaging, visual software will give patients a never-before-seen look into the mechanics of their mouths. This information can jump-start conversations around treatment options designed to address the clearly visible, validated occlusal issues detected with the T-Scan system.

Any piece of dental technology requires an investment. With T-Scan as part of your digital toolkit, you have the ability to generate return on investment (ROI) by:

- Improving treatment outcomes
- Attracting new patients and referrals
- Generating additional revenue
- Differentiating your practice from others with a progressive, insightful technology

These concepts will be supported by real-world accounts from dentists that make T-Scan an essential part of their practice.



"I can unequivocally say that I've never purchased a piece of technology that returned an investment faster than the T-Scan. It is the one piece of equipment that I use on every patient that I work on.

I just can't live without it."

Dr. J. Terry Alford

OBTAIN OBJECTIVE BITE ANALYTICS

T-Scan is dentistry's only clinically recognized and research-validated digital occlusion analysis system. The tool itself consists of an electronic handpiece fitted with a wafer-thin pressure sensor, which is inserted into a patient's mouth to collect accurate bite force and timing information.

Dynamic occlusal measurement with T-Scan brings articulating paper marks to life, revealing the level and timing of force on individual teeth and the occlusal stability of the overall bite.

If you rely solely on traditional occlusal indicators like articulation paper, shim stock foils, elastomeric impression materials, and/or occlusal waxes, you may never gain a truly accurate, comprehensive understanding of your patient's bite. The only way to achieve this is by digitally measuring patients' occlusion with T-Scan.

Still skeptical? Read onward and see how T-Scan users achieved ROI in ways you may not expect.

"What I used to accomplish in an hour with adjustments, I now can do in 20-30 minutes."

Dr. Robert Berry

T-SCAN: HOW YOUR PRACTICE CAN BENEFIT



**Increase Practice
Revenue**



**Improve Treatment
Outcomes**



**Enhance & Foster
Communication
with Patients**



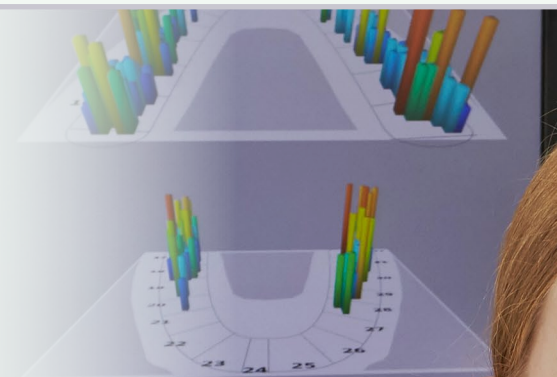
**Attract More
Patients**



**Capture Data
Unattainable By
Other Means**

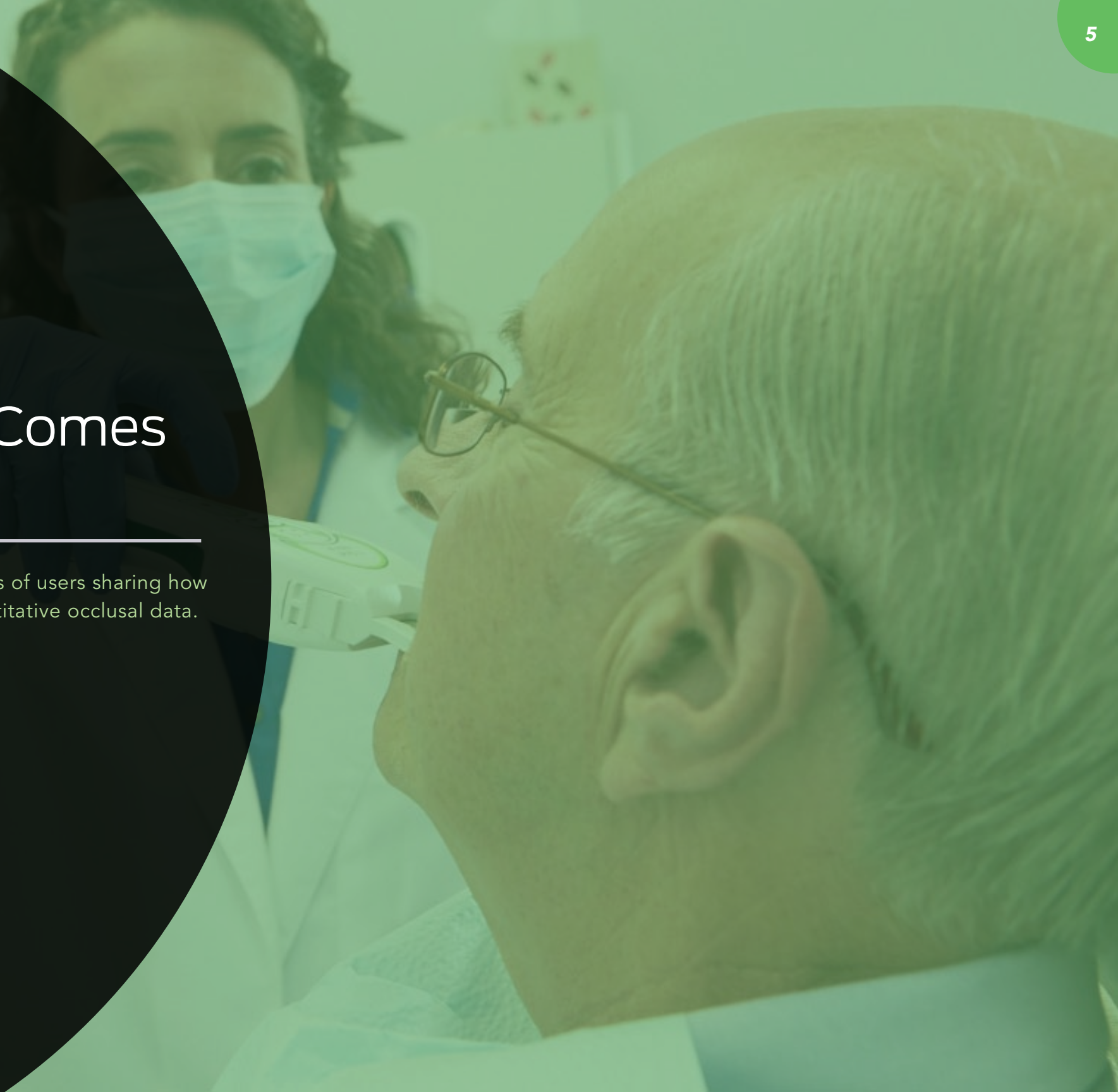


**Differentiate Your
Practice With An
Innovative Tool**



With T-Scan, ROI Comes In Several Forms

The following pages present real-world accounts of users sharing how T-Scan delivers benefits beyond capturing quantitative occlusal data.





Profit Center

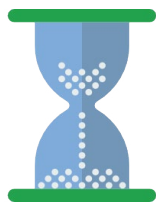
Generate additional revenue through direct fees included in your T-Scan-aided evaluations and treatment programs.

"The T-Scan provides patients with greater affordability and improves case acceptance. For everyday dentistry, I charge \$98 for a preventive T-Scan analysis, \$325 for a limited equilibration, and \$608 for a full equilibration with T-Scan. That's an average of \$350 per patient."

T-Scan is also incredibly helpful with implant placements, splint therapy, and orthotic equilibrations. The practice is booming so much so that I plan to build another facility and bring on a new practitioner."
- Dr. Jason Campbell

"Over the past five months, we generated \$7,200 in direct fees from using T-Scan in our office."
- Dr. Steve Olson

That's \$18,000 of additional revenue per year due to T-Scan!



Time Savings

Save time by easily identifying interferences and other dental issues. This eliminates repeat visits due to wear & tear.

"If one out of every ten crowns needs to be adjusted, you're going to pay \$6 (per T-Scan sensor) that day to do a computer-guided adjustment with T-Scan. If patients have to come back in and get a room turned over, it's probably \$100 plus lost chair time. And so for me it's just bad. Patients don't want to come back. They appreciate the fact that you're seeing them, but they don't want to come back. So, the positive ROI we get is from saving chair time. If you are doing 20 crowns a month, you are saving probably two to three adjustment appointments, maybe three to four. At \$100 per appointment, you get it back in ROI. The other big part is you have saved your patient from coming back and delivered something that's excellent."
- Dr. Bryan Shanahan

"What I used to accomplish in an hour with adjustments, I now can do in 20-30 minutes."
- Dr. Robert Berry

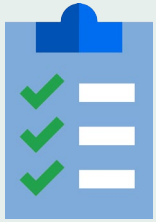
83% reduction in TMD treatment time

15% reduction in orthotic adjustment time

50-60% reduction in occlusal adjustment treatment time

38% reduction in full arch reconstruction delivery time

Statistics collected from T-Scan dentists during phone interviews.



Case Acceptance

Provide your patients an easy to understand visual representation of their occlusal disharmonies.

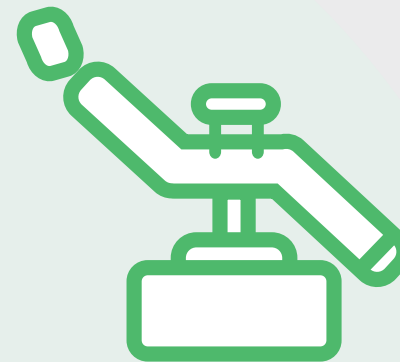
"Probably 85%, I would say, actually accept the treatment once their occlusion problem is revealed to them on screen. T-Scan is part of comprehensive exams and treatment presentations. We performed 404 comprehensive exams in the past nine months. You can do the math on how many committed to treatment. Those treatment paths were anything from crowns and bridges, dentures, and other restorative work. Plus with T-Scan, I can pretty much guarantee a great result!"

When I show the amount of pressure that oftentimes results in the imbalance, patients say, 'Oh yeah, sign me up we definitely need to get that taken care of.'"

- Dr. Richard Beckermeyer

404 # of Comprehensive Exams Involving T-Scan Performed Over
9 MONTHS

85% Average % of Patients That **Accept Treatment** Once Occlusal Problem Is Revealed



~343

of Patients Committed To Treatment Following T-Scan Data.

"T-Scan data: It is what it is - I don't need to sell it. Patients make up their own mind. They're more likely to accept a treatment plan when they understand it. "It makes sense," means the patient is at the action phase. The objectivity and data that T-Scan provides is a more effective means of delivering often obscure information regarding an esoteric topic to a patient."

- Dr. Ray Becker



Boost Confidence

Precise, actionable data gives you more confidence in all your treatments, and gives your patients more confidence in your treatment recommendations.

"With T-Scan, I feel the return comes from the level of confidence that my patients have and my ability to do what I'm doing for their treatment. I look at the investment like the investment I made in chairside milling which was way more expensive than the T-Scan. Purchasing a T-Scan was an easy investment to make because it enables me to provide much better dentistry."

Here's an example: I had a patient come in thinking his teeth are perfect, no problems. We took Panoramic X-rays and #14 and #15 of his upper left two back molars looked to be abscessed. I used T-Scan and it showed he had a 40% of occlusal force on one tooth. He was very sad that his teeth weren't perfect, but he was looking at the data so he wasn't upset at me. The furthest back crown, the one that was getting the most pressure, had actually broken after he had a root canal done. I designed a different crown that was better, and when he came back for a cleaning and follow-up he told me his teeth had never felt so balanced."

- Dr. Lincoln Parker

"I bought T-Scan for occlusal adjustment and restorative work - it's the only way to document and guide occlusal forces. Patient education is very important and T-Scan is unique in connecting patients to their problem. It definitely builds confidence in the patient as many patients have had procedures with a previous dentist that didn't work out and are objectively evaluated with the T-Scan, which they haven't seen before."

- Dr. Roger Solow



Preserve Dental Artistry

Create a properly balanced and harmonious occlusal scheme to prevent breakages and fractures, as well as extend the longevity of restorations.

"When we first got into chairside milling, we had a 17% remake rate - crowns were breaking. When we instituted the T-Scan on all of the crowns as a standard procedure, it brought that down to about 2%. We have gone from 17% remake rate to 2% with T-Scan."

If I have to remove the crown because of a break, it's \$1,000 every time that happens. We just don't have that problem like we used to before T-Scan."

- Dr. Richard Beckermeyer

17%
Crown Remake Rate
**BEFORE
T-Scan**



2%
Crown Remake Rate
**AFTER
T-Scan**

It May Cost Around **~\$1,000** to Replace a Crown...

BUT WHAT ABOUT THESE OTHER COSTS:



Patient Pain & Suffering



Perception of Poor Workmanship



Lost Trust



Potential Loss of Business



Treatment Validation

VALIDATED

Document your cases from initial exam through all stages of treatment for continuous monitoring of the patient's occlusion.

"T-Scan data minimizes room for error, ultimately improving the quality of my treatments. The tool enhances satisfaction and confidence in my own work and allows me to better assure patients of the proper treatment option. With T-Scan in my operatory, I see fewer breaks, fractures, and treatment failures, therefore reducing frustration across the board."

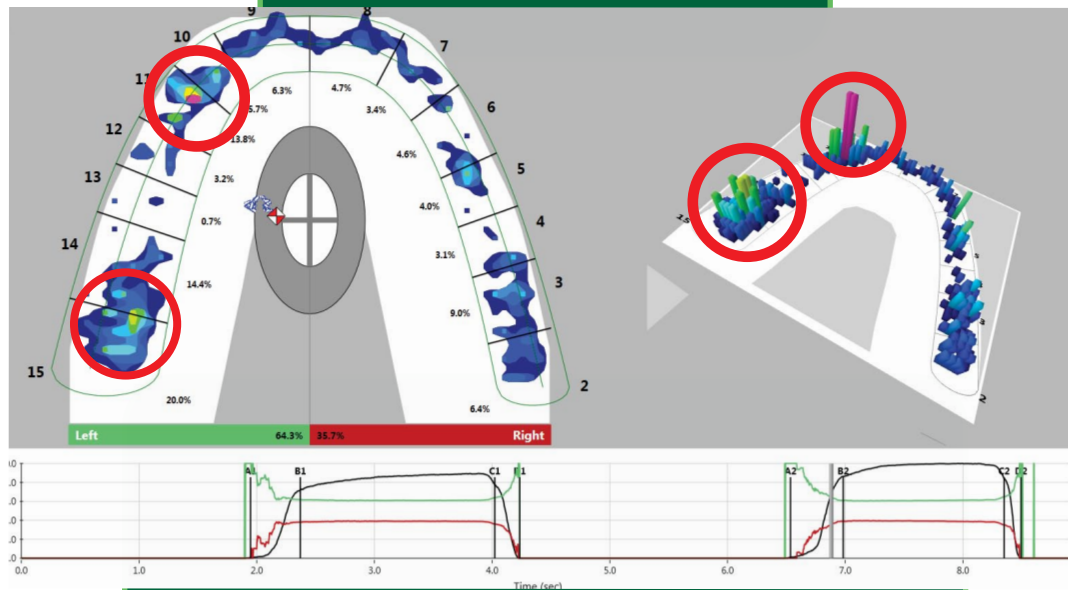
- Dr. Arjan Starrenburg

"With T-Scan and the data it provides, I'm able to help patients with pain symptoms who can't get relief elsewhere. For example, I worked with a 31-year-old female patient who was experiencing tinnitus and migraines."

After using T-Scan to evaluate and adjust her occlusion throughout treatment, all of her symptoms were alleviated."

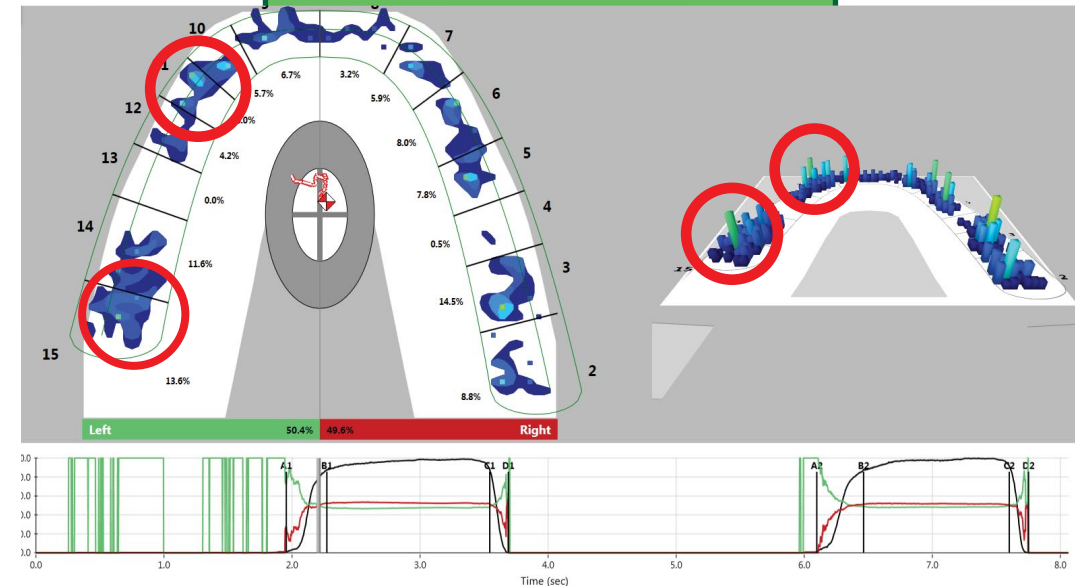
- Dr. Donn Mettens

BEFORE



Spike forces in the anterior region, with a wide area of moderate occlusal forces in the posterior.

AFTER



Even distribution of forces in the anterior & posterior quadrants for a more balanced occlusal scheme.



Embrace New Applications

Embrace T-Scan and occlusal analysis education opportunities and the world is your oyster!

"Full mouth reconstruction assistance and litigation deflection was my original reason for purchase. I never would do a full-mouth equilibration. I would do spot, single teeth, here and there, but not full-mouth. I felt like it was way too advanced. Not many dentists like doing it, but with the T-Scan, it's easy. Now, 99.9% of the time I use it for equilibration."

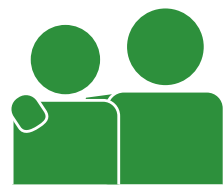
- Dr. Robert Berry

"Finishing cases (balance of forces) in cosmetic cases was original reason for purchase. After use, found it helpful for diagnostic purposes and patient education."

- Dr. Ian Buckle

"T-Scan has opened up an entirely new market for me, allowing me to create my own protocol for treating TMD patients who have tried everything else. I have made a name for myself and my protocol. Chiropractors refer their patients to me. T-Scan has given me a reputation in the dental community in my area so that neighboring dentists know that I have the special technology and if they have a problem with a patient, they refer them to me."

- Dr. Mads Bundgaard



Take On Complex Cases

Become a resource for patients experiencing undiagnosed head/neck/jaw pain.

"With T-Scan in my practice, I've been able to help a new untapped category of patients. Most dentists avoid TMJ patients, I welcome them. Implant and surgical (connective tissue) procedures occur daily now, and I am performing considerably more full mouth reconstructions (I've had to mentor my associate in big case work)."

- Dr. Jason Campbell

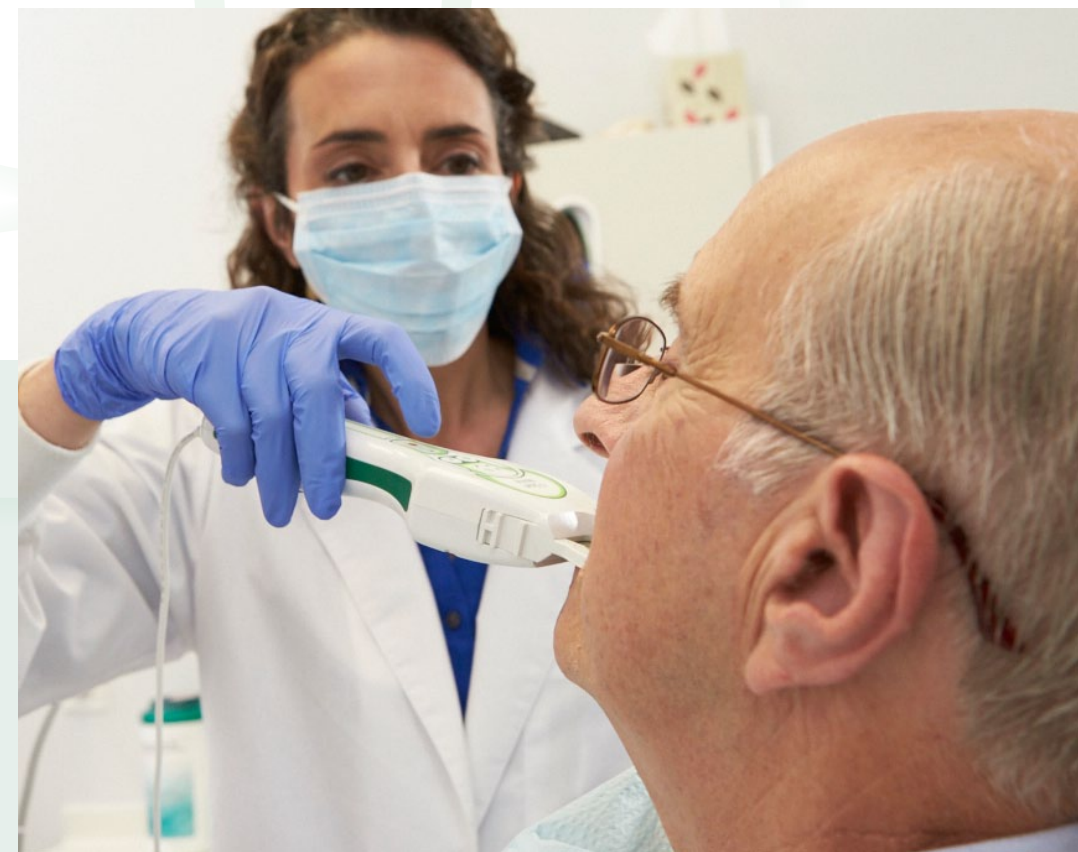


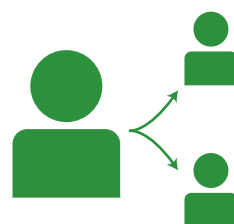
Build Referral Network

Grow your practice via word-of-mouth by offering a unique service to patients.

"Because I use T-Scan, a majority of my new patients are referrals. Endodontists, periodontists, and orthodontists send their patients my way so that I can assess biomechanical risk. We are able to work together and as a result, my patient population has grown significantly."

- Dr. Hans van Pelt





Reevaluate Existing Patients

Introduce your existing patients to T-Scan, conduct a quick scan, and explore/address existing or potential occlusal issues.

"I think the only surprise that I had is how much it helps with complete denture patients or over denture patients, I had not envisioned that and when I use the T-Scan on my patients with dentures even though we've worked very diligently using paper to get their occlusion and get them to the point where they feel good and I feel good about it, I've had several patients where we come back and use T-Scan and without exception they will all tell me that their occlusion feels better and the dentures are more stable."

- Dr. Donn Mettens

"The Bite continuously changes - the notion that you resolve a situation for life is not correct. That's what makes T-Scan a requirement for every recare appointment."

- Dr. Robert Supple

"I use T-Scan on implant or full mouth reconstruction patients who experience post-treatment issues. The real value of T-Scan is that it allows me to detect occlusal interferences I couldn't see before when I was just using articulating paper. This is so important because if patients invest in their treatment, they expect successful, long-lasting results. Without the T-Scan, a dentist may not know why patients are having issues with implants or other restorations. I can solve these problems, and that's the biggest reward."

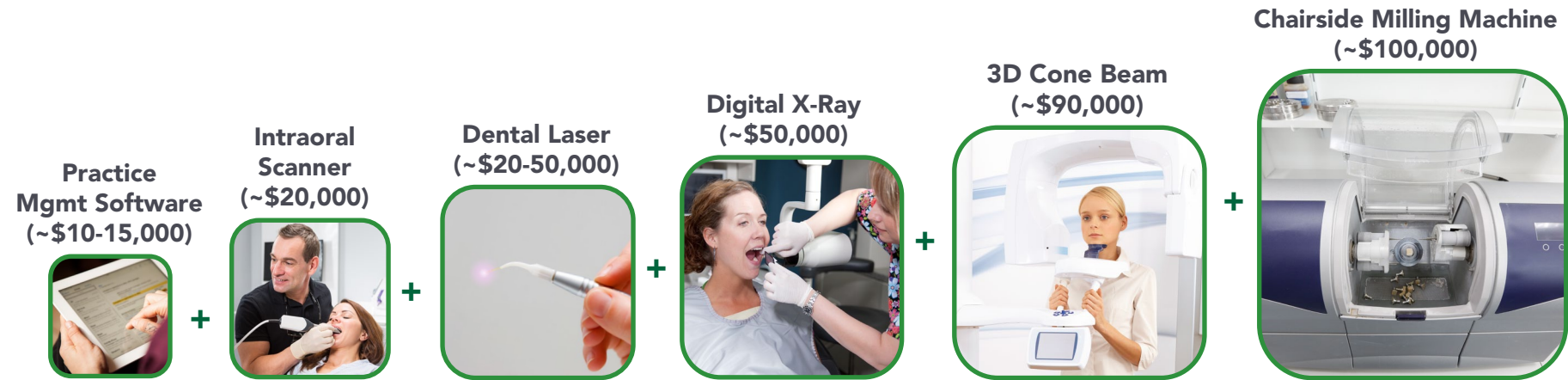
- Dr. Jose Suarez Feito



LET'S BREAK DOWN YOUR INVESTMENT

The cost of a T-Scan system pales in comparison to the cost of other necessary technologies in your practice. Dentists who tout T-Scan's value believe in the product and the way they use it, and are therefore able to successfully integrate T-Scan into their practice routines to generate ROI after purchasing the technology.

WHAT DENTISTS ARE PURCHASING TODAY:



~\$280,000 INVESTMENT IN TECHNOLOGY



T-SCAN AVERAGE
SELLING POINT:

~\$11,000*

A comparatively **minimal** investment
that delivers a **MAJOR** impact.

*Price Dependent Upon Accessories & Applicable Taxes.

LET'S RECAP: TECHNOLOGY VS COST

83% reduction in TMD treatment time

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Statistics collected from T-Scan dentists during phone interviews.

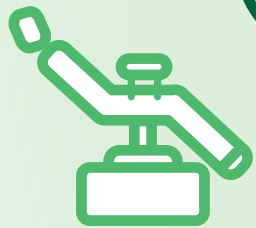
A TOOL TO HELP EXCEED YOUR MARGINS

When it all boils down, **you have a practice to run**. Not only do your patients rely on you to make the right decisions for their care, your employees rely on you to keep your practice viable.

One way to advance your practice is to invest in technology that will give your practice a competitive edge. As this document has demonstrated, T-Scan can benefit your business and enhance specific applications in many ways. This payback will drive your commitment to its continued use in your practice.

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Crown Remake Rate
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2%
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It May Cost Around **~\$1,000** to Replace a Crown...
BUT WHAT ABOUT THESE OTHER COSTS:



Patient Pain & Suffering



Perception of Poor Workmanship



Lost Trust



Potential Loss of Business



WHAT YOUR ACCOUNTANT CAN'T TELL YOU

is how investing in **T-Scan** can bring value to your practice in ways you may not expect. It's up to you to take the next step and **REALIZE YOUR SUCCESS!**

CONCLUSION

How Do You Perceive Value?

As a dental practitioner, you're likely very familiar with taking risks. Breaking old habits and seeking new outlets for advancement is never easy; especially when the health and safety of your patients depends on the choices you make.

However, when a tool is supported with a proven track record of success the way that T-Scan is, this decision may be easier than you think.

Realizing T-Scan's value isn't the same for every dentist. The most important value realization is how it can improve your dentistry and grow your business. If you're performing dentistry that impacts or changes the bite, you should have complete visibility into every aspect of occlusion. T-Scan can make that happen.

It's time to invest in your patient's well-being and conquer occlusal challenges with T-Scan.

Stay tuned for the next edition in our "Why Invest in T-Scan" series, where we'll cover T-Scan's diverse range of applications.

Ready to invest in a new tool to advance your practice? Let's start a conversation.

**Visit www.tekscan.com/dental or call
1.800.248.3669 / +1.617.464.4280
for more information.**