Inside Dental Technology (IDT): Do you believe that CAD/CAM technology is here to stay in the dental profession?

Tuomas Lokki (TL): Absolutely. However, we are at the very beginning of this transformation. There are many new applications on the horizon. CAD/CAM technology is the entry point for many dental offices converting to digital processes and will be one of the primary technologies in the dental arena in the future. Dental laboratories are, in many cases, leaps ahead of the dental office. I see huge growth opportunities for laboratories in terms of complex and specialty cases because they are perfectly poised to offer dentists expert guidance.

How do you see the relationship between the dentist and laboratory evolving?

New digital impression technologies will improve the relationship between the laboratory and the dentist. The proliferation of this technology, as well as advancements in dental materials and equipment, will continue to make open and consistent communication between the dentist and dental technician absolutely crucial. New software, such as Planmeca’s Romexis, will facilitate this communication through better data management and open architecture, allowing for the easy import and export of digital files to and from any system, and act as the conduit that brings all the case data together. Additionally, digital impressioning will open new avenues for laboratories to perform more complicated and precise restorations in less time.

What are some of the critical factors that laboratories need to consider when working with their dentist partners?

Communication is critical to achieving the best results. Today’s technology opens the door to online communication and I would encourage laboratories to use those tools to design collaborative solutions in cooperation with their dentists. As these technologies continue to evolve and become more commonplace, the working relationship between dentists and dental technicians will allow for increased production capacity for both sides.

Are there any systems on the market today that smaller laboratories can afford?

Yes. Scanning systems continue to become more affordable. This allows everyone equal access to digital technologies and will help laboratories develop new product lines and services for their dentist partners.

Modular systems, such as the Planmeca PlanScan digital restorative system, allow that flexibility for growth. You can start with the scan-only module and then move into the scan and design system, or all in to full production milling.

There has been much debate on open versus closed CAD/CAM systems and whether conversion to a digital workflow requires multiple systems. What are your thoughts on this and how can Planmeca address these concerns?

Planmeca has always been a great believer in open platforms and the ability to exchange data. CAD/CAM revolves around the import and export of digital datasets to enable accurate planning and execution of procedures. This is why Planmeca has always been a proponent of open platforms, such as Planmeca PlanScan. This technology helps laboratories create implant-based restorations faster and better with guidance from oral surgeons. Also, due to increasing regulatory controls, dental laboratories that offer implants and implant abutments are likely to face increased regulatory review. This new level of compliance will require dentists do their due diligence in ensuring that they work with dental laboratories that can attest to having quality systems and good manufacturing practices in place to produce such restorations.

What is your position on the expansion of the laboratory as it relates to partnering with dental practices in the implant planning process?

Digital impressions as they relate to dental implants, although a small piece of the restorative market, are growing 15% to 17% annually. We expect this trend to increase even more as the population base continues to age. The complexity of implants and the communication bridge that digital impressions provide requires an enhanced service level interface between dentists and dental technicians. Our Planmeca Romexis software platform provides tools that enable the dental team to visualize and share three-dimensional files, such as CBCT scan data and implant treatment plans, on one platform. This technology helps laboratories create implant-based restorations faster and better with guidance from oral surgeons. Also, due to increasing regulatory controls, dental laboratories that offer implants and implant abutments are likely to face increased regulatory review. This new level of compliance will require dentists do their due diligence in ensuring that

An interview with Tuomas Lokki

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Sirona’s international success: Russian clinic buys the 40,000th C8+ treatment center

By Sirona

Salzburg, Austria: Products “Made in Germany” have long been sought after around the world. This is also reflected in the international sales figures for the Sirona C8s. The treatment center combines high quality with timeless design.

The 40,000th C8s dental center recently rolled off the production line at Sirona in Bensheim, the world’s largest production site in the dental industry – making this unit, which was designed for the global market, even more successful than the classic M1. The milestone unit and three other C8s centers were purchased by the Kremlyovskaya Stomatologia dental clinic in Ryazan, Russia. “We have had very good experience with Sirona equipment. The company’s treatment centers are of a very high quality and are known for their reliability, long functional life, and support features for ergonomic patient positioning that prevent back strain while working,” said clinic director Andrey Archipenko, explaining his decision. “Made in Germany” is always a key quality factor around the world – especially in Eastern European, Latin American, Asian, and Arabian markets. The 50,000th C8s treatment center was sold to a buyer in China in 2011.

Easy operation and timeless design

Because of the wide range of possible applications, the C8s units can be found in practices, clinics, and universities in over 100 countries. The sturdy construction and intuitive operation make them ideally suited for ongoing use in clinical practice routine as well as for teaching.

Fig 1: Still popular around the world: Sirona has produced its 40,000th C8+ treatment center. Along with the milestone unit from left to right: Dominik Fabry, Susanne Schmidinger, Klaus Jöckel, Michael Geil, Marc Bonaduce, Burkhard Blomberg, Claudia Ruland-Bosch, Thomas Nack

In addition to its top quality, the timeless design of the C8s gives it the high-end look. Users can choose between various finishes and three color schemes for the upholstery – elegant, natural, and active. Director Archipenko chose a premium decor in trendy orchid that blends seamlessly into his newly refurbished clinic. You can use the online C+ configurator to determine which color scheme best matches your facilities before purchasing. Dentists can design their treatment rooms virtually to get some initial assistance in selecting colors.

Optional features

Dentists can configure the C8s individually depending on their personal preferences and local conditions. The range of optional features has been continually adapted in response to technical developments and sets new trends. For example, optional features include a brushless motor (BL ISO C), LEDview treatment lamp, and an intraoral camera system. Dentists who want to provide their patients with an especially comfortable atmosphere can also have their C8s treatment center equipped with the new lounge upholstery, which has a premium cushion design, a soft, elegant feel, and an attractive double-seam look.

Exemplary ergonomics

With its serial ErgoMotion system, Sirona also ensures patients’ comfort and gives the treatment team optimal access to the mouth. At the same time, the individual operating elements are arranged to allow the dentist to work without back strain. The many options, the outstanding workmanship, and the timeless design make the C8s a treatment center that is still very popular today – 40,000 units sold – with dentists all around the world.

Fig 2: Andrey Archipenko, Director of the Kremlyovskaya Stomatologia dental clinic in Ryazan, Russia, was given a certificate by Sirona when his milestone unit was delivered.

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