

How to digitise your workflows

Crowned Dentist of the Year at this year's Dental Awards, Digital Ambassador for The Probe Dr Patrik Zachrisson shares his unique insight into the latest industry technologies – and what it all means for you.

Modern dentistry today gives us access to exciting new technology, improved materials and new techniques. The way we work, or can work, is rapidly changing. We are going to look at some ways you can start to make digital dentistry work for you, increase your effectiveness and enjoyment at work and help you



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Profile

Patrik Zachrisson is a partner of the Wensleydale Dental Practice, a nine surgery practice with in house Damas registered dental laboratory. He graduated as Dental Surgeon from the Karolinska Institute in Stockholm, Sweden in 1996. He has a special interest in digital dentistry, mainly for restorative and aesthetic dentistry and orthodontics.

He is a visiting assistant Professor of Digital Dentistry at College of Medicine and Dentistry, Birmingham.

Patrik is a founding partner of the Digital Dental Academy and has a keen interest in mentoring and teaching and regularly runs courses in digital dentistry, clear aligner orthodontics and smile design. He has been accredited a Platinum provider for Invisalign orthodontics. He is a Treasurer of the Local Dental Committee.

deliver even better results for your patients.

The first step into the digital world is for many practitioners the change from paper to digital recordkeeping. The use of digital daybooks and accounting software is already widely accepted across the industry. If you haven't already welcomed this into your practice you will be amazed how much more efficient it is, and how much more control you will have over booking, unfilled slots, recalls and a plethora of business tools to analyse your workflow and improve the efficiency in the surgeries. Patients also love the online booking systems, text message reminders and easy to produce treatment plans and estimates. Hand in hand with this, is often the inclusion of digital X-rays, either with the use of a sensor that allows the direct import of the radiograph or a scanned phosphor plate. The increasing use of cone beam CT scanners in general dentistry also gives us the possibility of digital 3D implant planning using software such as BlueSkyBio, SMOP, Dentiq and many more.

A rapidly growing, essential part of record keeping is also the inclusion of digital photographs, not just for orthodontics, but also for treatment planning, for before-and-after shots in smile design, periodontal treatments and monitoring of soft tissue conditions. An easy way is to start is using a smartphone with a good camera for instant easy photos, but remember to stick to GDPR guidelines and not have the photos leave the premises. There are clip on flash kits you can use for improved photos, but in reality the phone will not deliver the high quality you will soon crave. Personally, I have a dedicated photo studio in the surgery with wall mounted soft boxes but this may not appeal to everyone. The use of

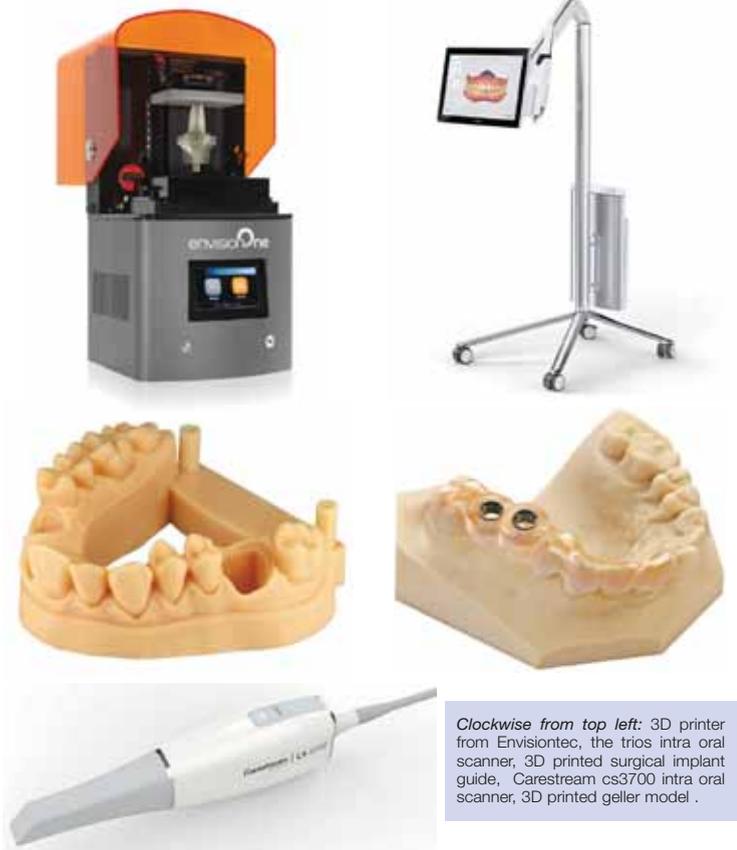
a digital SLR camera with a ring flash or twin flash and 100mm macro lens will cover most situations and is a perfect place to start. This system can quickly be upgraded with additional flashes etc when needed.

To start making true digital treatments you will however need to capture not just the appearance of teeth, but the actual 3D shape and position. To achieve this, you will need an intraoral digital scanner. A few years back there was limited choice and the CEREC system was dominating the market. Nowadays, we are fortunate enough to have a wide range of scanners of different makes to suit your needs and price bracket. The choice of scanner is dependent more on the application you need it for, rather than the resolution, as the major scanners on the market now are all very good, and new versions are launched all the time. The systems vary, so try them all out and see how well they scan, how quickly they produce a model, how easy they are to use and how it fits with the workflow you need them for. If you are looking for a scanner to capture an image to create a model and upload to the lab you have plenty of choice, with a wide range of manufacturers. For Same-day Dentistry

with in-house production of restorations there is less choice. CEREC, who used to be totally dominating the market, has now been joined by Carestream, Planmeca and others. There are some excellent scanning, milling and printing options available now, and systems are getting more open so you are able to combine the use of your favourite scanner, design software, milling unit and printer to produce restorations, mock-ups, affordable aligners, models and appliances. More digitally ambitious practitioners are also using what used to be regarded as lab software such as exocad, 3shape and InLab on a daily basis. These softwares come at a price and take time to master, but will give you many more options compared with traditional chair side versions and are the way forward if you want to take your digital work to a higher level.

In next month's issue of *The Probe* digital column we will discuss the use of 3D printing, what can be printed, how it revolutionises dentistry and how to easily be included in your practice for the benefit of both the practice and the patient.

In the meantime, if you're looking for more information about digital dentistry, consider joining the free IDDA group on Facebook, and meet our global network of forward thinking dentists, technicians and auxiliaries with a passion for digital dentistry. ■



Clockwise from top left: 3D printer from Envisiointec, the trios scanner from Envisiointec, 3D printed surgical implant guide, Carestream cs3700 intra oral scanner, 3D printed geller model.

Dentists in England to receive 2.42% uplift

The British Dental Association (BDA) has received confirmation that dentists in England will get a 2.42% uplift in their November pay run.

In negotiations with the Department of Health and Social Care (DHSC) the BDA argued that the pay award should be based on the retail price index for inflation, as is the case for dentists in Scotland and Wales. However, the Department and HM Treasury rejected the trade

union's call for parity and insisted on calculating the formula using the consumer price index for inflation, which yields a lower number.

The DHSC has confirmed this month that the uplift for 2019/2020 will be backdated to April 2019. The BDA questions why implementing the dentists' award continues to lag so many months behind, when practitioners are obliged to pay their bills in a timely fashion.

Eddie Crouch, Chair of the BDA's Review

Body Evidence Committee, said: "This much needed uplift should have been implemented in April, but dentists will only receive this in November. This long delay is pushing dentists to the edge, and we have written to DHSC and the Chair of DDRB about our concerns.

"Whilst this is the first time in a decade that dentists in England have had an uplift close to inflation levels, it isn't good enough after successive years of wholly inadequate uplifts,

which were below inflation, making them pay cuts in real terms.

"Dentists have seen a 30% decrease in income in recent years. Awarding at least 2.5% for expenses would have helped to halt the long-term decline in recruitment and retention, and ensure that NHS dentistry remains attractive to practitioners so that the service we provide to the public can be sustainable."