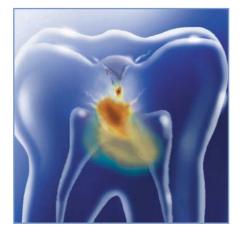
## KaVo DIAGNOdent<sup>®</sup>/DIAGNOdent<sup>®</sup> pen Laser Caries Detection Aid

# **Scanning Is Believing**

#### **Reveal the Hidden... Treat with Confidence**











## Why you need DIAGNOdent

#### If you cannot detect the disease, how can you treat it?

Is it caries? Or is it a healthy tooth? Dentists often experience anxiety when attempting to diagnose the phenomenon known as hidden caries. A suspicious-looking tooth presents a treatment dilemma for dentists. Should the tooth be opened up? What if no caries is found? Should the tooth just be watched? Or does that give caries more time to destroy the tooth's structure?

In the case of hidden caries, traditional diagnostic methods all too frequently yield indeterminate results. If you can't detect a sub-surface lesion, how can you treat it?

#### A Changing Caries Model

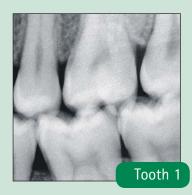
Due to fluoridation, caries has gone "underground." While helping to improve the oral health of many Americans, fluoridation has resulted in harder tooth enamel. Incipient caries lesions that once began on the tooth's surface have now migrated below the surface.

#### **Proven Clinical Results**

Treatment decision require a higher degree of certainty. The DIAGNOdent laser caries detection aid removes the doubt from treatment decisions regarding hidden caries or questionable stained grooves. The device's ability to see into occlusal pits and fissures enables dentists to treat sub-surface caries lesions with confidence. The following case studies demonstrate the DIAGNOdent's diagnostic advantage over conventional methods:

## Which tooth has caries?.













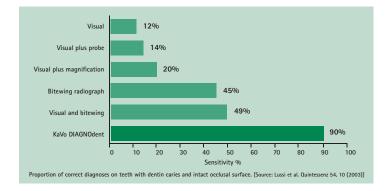
## <u>Confidence</u>

#### **Treat With Confidence**

The DIAGNOdent is a diagnostic device that aids the dentist in making treatment decisions with confidence. Unlike traditional diagnostic methods, DIAGNOdent is an extremely accurate and reliable adjunct for the detection of subsurface caries. It removes the guesswork that accompanies many treatment decisions regarding questionable areas, such as stained or discolored grooves.

## "It (the DIAGNOdent) is a valuable adjunct to caries detection and worthy of purchase."

- Gordon J. Christensen, DDS, MSD, PhD in Dental Economics, September, 2001, p. 52.



Using only an explorer and bitewing X-rays, a dentist is poorly equipped to detect incipient caries lesions.

With an explorer, it is virtually impossible to probe drop-shaped fissures, looking for a "stick". Bitewing X-rays also have limitations as a diagnostic tool when confronted with the elusiveness of hidden caries. While bitewing X-rays can identify larger areas of decay, small sub-surface caries lesions are rarely detected.



**Growth Opportunities** 

## **Practice Growth Opportunities/ROI**

The DIAGNOdent is a valuable device that can provide immediate return on investment in various ways. It will not only allow you to provide a higher level of patient care, but also enable the practice to detect more caries lesions than using traditional methods. Early detection is the most ethical way of treating disease. With DIAGNOdent's diagnostic capabilities, caries can be accurately identified, monitored and/or treated earlier than ever before. Conservatively speaking, practices that purchase DIAGNOdent will usually show a positive return on investment within the first month of proper use of the device.

The use of the DIAGNOdent also enhances the office's image as a high-tech practice. That perception will lead patients to refer their friends and/or family to your practice. Patient referrals are the best form of marketing and usually signify a strong and growing practice.

The DIAGNOdent also benefits the hygiene department in the following ways:

- Enables practices to monitor caries over time
- Empowers your team in the diagnosis process
- Confirms healthy tooth structure before sealants are placed
- Quantifies decay, giving patients ownership of their oral health condition
- Serves as a patient education tool
- Increases hygiene production
- Removes doubt when diagnosing hidden caries
- Creates "wow" customer service experience that can result in more patient referrals

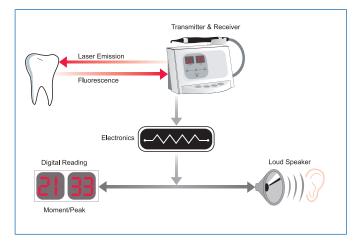
| Offices using DIAGNOdent typically receive the following return on investment: |     |
|--|-----|
| Cost of DIAGNOdent   | 95  |
| Number of Hygienists   |     |
| Average number of hidden caries lesions identified per week (per Hygienist)    |     |
| National average cost of a one surface composite filling \$130                 |     |
|  |     |
| Additional production (per week)   | )40 |
| In this case, the DIAGNOdent has paid for itself within the first month!       |     |

| Use the template below to calculate your Return on Investment for your practice. |         |     |        |   |
|--|---------|-----|--------|---|
| Cost of DIAGNOdent   | <br>    |     | \$2995 | ] |
| Number of Hygienists   | <br>    |     |        |   |
| Average number of hidden caries lesions identified per week (per Hygienist)      | <br>    | •   |        |   |
| National average cost of a one surface composite filling                         | \$      | •   |        |   |
| Additional production (per week)   | \$<br>X | х • | = \$   | ] |

## **DIAGNOdent Technology and Benefits**

#### What is DIAGNOdent and how does it work?

- DIAGNOdent uses laser technology to detect and quantify hidden or sub-surface caries by measuring laser fluorescence within the tooth structure.
- The device operates at a wavelength of 655 nm. At this specific wavelength, clean healthy tooth structure exhibits little or no fluorescence, resulting in very low scale readings on the display.
- Altered tooth substances and bacteria, including caries, will fluoresce. The DIAGNOdent will react with elevated scale readings on the display.
- An audio tone allows the operator to hear changes in the scale values. This enables the user to focus on the patient not solely on the device.



• The DIAGNOdent is an extremely accurate, reliable and non-invasive method to aid in caries detection. The device has been awarded the Seal of Acceptance by the American Dental Association, is successfully used by more than 18,000 dental professionals in the United States and is integrated into the curriculum by a growing number of dental schools.

#### DIAGNOdent offers the following benefits to you, your hygienist and your patients:

- Accurate Over 90% accurate in detecting lesions not detectable with an explorer or bitewing X-rays.
- **Conservative** Prevents "exploratory" excavation or under-treatment of suspect teeth.
- Quantifiable Precise, reliable measurement allows objective monitoring of caries activity over time.
- **Confidence Builder** Allows dentists and hygienists to treat questionable sites and sub-surface caries with confidence.
- Empowering Allows hygienists to educate patients on caries disease process.
- Marketing Tool High patient acceptance, great for marketing your practice and treatment philosophies. Interactivity engages patients in examination process.
- Easy to Use Compact, portable device with user-friendly design.
- Safe Uses light energy no X-ray exposure. Poses no danger to staff and patients. Painless, non-invasive examination for patients.



### **DIAGNOdent Models**

Sub-surface caries lesions can be extremely difficult to detect using an explorer. Now dentists have a new aid - DIAGNOdent and DIAGNOdent pen. Using advanced laser technology, both devices provide reliable, repeatable and accurate results and allow dentists to treat sub-surface caries with confidence.

## **NEW!** DIAGNOdent pen

#### Features

- Portable, handheld, pen-like device moves easily from room to room
- Prospective usage:
  - Ideal for offices that already use the DIAGNOdent and would like to have the added mobility of the hand-held DIAGNOdent pen unit
  - Ideal for dentists to confirm the precise location of the lesion prior to restorative treatment
- Integrated loudspeaker with intensity control emits audible tone
- Battery operated for complete mobility (includes 1 x AA battery)
- Highly resistant sapphire tips
- Storage/sterilization cassette with 4 occlusal tips
- Unit display shows maximum (peak) and current (moment) readings .
- Detachable / sterilizable grip sleeve and tips (275°F/135°C)
- Calibration standard
- Can be used with or without protective barriers

Order # 1004.3400

## **DIAGNOdent**

#### Features

- Portable unit with fiber optic tubing and light, thin handpiece for easy access and comfort
- Prospective usage:
  - Ideal for use during new patient exams and regular hygiene appointments
  - Allows for patient interaction and education. During scanning, the patient can hold the unit while both the operator and patient can monitor the values on the unit display
- Integrated loudspeaker with intensity control emits audible tone
- Battery operated for complete mobility (includes 5 x AA batteries) •
- Storage/sterilization cassette with with 4 occlusal tips •
- Unit display shows maximum (peak) and current (moment) readings ٠
- Detachable / sterilizable handpiece sheath and tips (275°F/135°C)
- Snap-in calibration standard
- Can be used with or without protective barriers

Order # 0574.0500





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306.8040/11.05 ©KaVo Dental Corporation. U.S. Patent Numbers: 5961327, 6024562. Additional patents pending