MIS Implants hosts global meeting

MIS Implants Technologies Inc. continues to offer its existing and new clients valuable products and services. For close to eight years, the company has established itself in the United States as a leader in the implant community. Not only does it offer exceptional implants, the company asserts, but it is also known for having exceptional customer service and innovative surgical products.

Recently, its parent company, MIS Implants Technologies Ltd., held its first global meeting in Cancun, Mexico, with more than 25 international speakers. Also, hands-on courses were offered at the event by two continuing education companies. About 800 doctors attended the global conference.

“The response by our clients and clients around the world exceeded our expectations,” said Motti Weisman, CEO of MIS Implants Technologies Inc.

One of the systems offered by MIS certainly is responsible for some of the popularity MIS is experiencing, the company says. The Seven system from MIS Implants creates a simple solution for dentists with all levels of experience in implantology. These self-tapping implants are available in diameters ranging from 3.3 to 6.0 mm and in varying lengths from 6* mm to 16 mm with an internal hex connection.

Micropores and macropores on the surface of the implant, created by particle blasting and acid etch treatment, allow for excellent osseointegration. Each of the implants is packaged with a sterile drill made to the specifications for the length and diameter of each implant, ensuring a sharp and clean drill for each surgery along with an ideally sized osteotomy. The implants’ thread thickness changes along the length of the implant, which compresses the bone as the implant is inserted, maximizing initial stability. These features combine to produce an implant ideally suited for immediate or accelerated loading.

While the Seven implants have a full range of prosthetic options, a popular product is the CPK (Complete Prosthetic Kit) which includes everything a restorative dentist needs for a single or single implant restoration and is available in varying abutment and collar heights.

Other prosthetic options include gold and plastic custom abutments, Zest Locators, ball attachments, multi-unit two-piece abutments, temporary plastic cylinders and a wide range of prefabricated titanium abutments.

In addition to implants and superstructures, MIS also offers its clients bone-augmentation materials. 4-Bone is a fully synthetic bone substitute made of HA and TCP. Its microporosity and macroporosity promotes invasion of osteogenic cells as well as allowing biological fluid diffusion. More recently, MIS started to market Bond-Bone. This product is a unique biphasic calcium sulfate material which can be used on its own or combined with other granular bone substitute products to form a cementable composite graft.

For restorative doctors, MIS’ Prosthetic Planning Kit is a helpful addition. Duplicates of the superstructures are presented and color-coded to differentiate between the standard and wide platforms.

The MIS factory in Israel is a state-of-the-art facility. Quality control is ensured by visual and laser inspection with the products meeting stringent international standards. MIS’ world-class scientists and engineers are committed to continuous research and development of new and progressive products and technologies for the global dental implantation field.

Laboratory and clinical studies in the areas of tissue culture and tissue engineering are conducted jointly with prestigious universities and scientific research institutes.

* Available August 2011

(Source: MIS Implants Technologies)
ChaseHealthAdvance offers options

ChaseHealthAdvance provides patient financing for dental and orthodontic treatment. We help patients overcome the financial barriers associated with elective procedures not covered by insurance by providing no-interest and extended payment financing.

We are driven by two core values — creating innovative products and advocating for the patient and the practice. These values can be seen in our “No Surprise” financing, written with simple, easy-to-understand product terms and disclosures. Our goal is to make sure that nothing catches a patient or practice off-guard during the financing process.

Committed to practitioners

Enrolling in ChaseHealthAdvance is easy and quick. There are no enrollment fees, monthly minimums or required equipment to buy or lease. Every practice gets a knowledgeable practice consultant who trains doctors and their staff and continues to work with the practice throughout the life of the relationship.

Our providers can also visit HealthAdvance-Online to download free resource guides written by top professionals in the dental industry. These guides were printed as a courtesy of ChaseHealthAdvance and cover topics pertinent to implant dentistry, such as treatment innovations, practice management and marketing.

ChaseHealthAdvance is a great option for practices that haven’t offered third-party financing in the past and those currently providing financing in-house. While some implant dentists may believe paying a service fee for financing is an unnecessary expense, they fail to consider that not offering third-party financing may actually be costing them money.

Our providers pay a small service fee that gives them the opportunity to offer no-interest financing to their patients. Even with these service fees, our financing can greatly reduce a practice’s costs and help increase profitability. With in-house financing, for instance, dental practices spend a significant portion of their budget on financing administration and implementation costs.

Plus, unless a patient has paid in full, dentists must often “float” the costs of treatment until payment can be made — an average of 72 days. ChaseHealthAdvance directly deposits the treatment fee into the practice’s account in as little as 24 hours after the transaction, which can help improve cash flow in the practice.

With ChaseHealthAdvance, patients are accountable to us and not the clinician for payments. This means dental implant offices can stop spending valuable time and resources on financing administration and collection, and focus on providing the best care possible for patients. And, because patients are responsible to us for repayment and not the practice, patients will be less likely to skip or delay follow-up treatments because of an inability to pay.

Committed to patients

ChaseHealthAdvance has done everything possible to make it fast and easy for patients to apply for financing. Whether patients are applying on their own or through the dentist’s office, our streamlined process speeds up the application process and helps patients say “Yes” to getting the care they need. And with our clear and simple language, patients will never be surprised by an unexpected payment.

The credit application can be completed right in the doctor’s office or at home, on the phone or online. The approval process is automated, so in most cases patients know their approval status, financiable amount and repayment options within just a couple of minutes.

We’ve also developed a Present and Apply tool for the iPad®, which allows practitioners to walk patients through the case presentation process in a visual format that communicates affordability and helps remove the cost barrier for the patient.

The ChaseHealthAdvance difference

ChaseHealthAdvance uses a custom credit score formulation to determine credit eligibility. We never require a down payment, and up to 100 percent of the treatment costs can be financed.

Once approved, patients can choose from a broad range of “No Surprise” financing plans. For the dental implant market, patients can choose a no-interest repayment plan of 12, 18 or 24 months, as well as extended plans as long as 48 months. Patients will know what to expect from the first payment to the last. Every loan we approve has a generous minimum credit line, allowing patients to fully fund the entire cost of treatment. Dental implant patients can qualify for extended credit up to $20,000.

ChaseHealthAdvance also lets patients reuse credit lines for themselves or anyone in the family.

Osteogenics Biomedical offers free implant site development booklet

Osteogenics Biomedical, through its educational division, Osteogenics Clinical Education, is currently offering its “Implant Site Development and Extraction Site Grafting” booklet free to clinicians.

The 45-page booklet covers topics such as bone biology and physiology, selection of grafting materials, selection of barrier membranes, surgical techniques and patient-management considerations. The booklet also contains illustrations, product scanning electron micrographs, histological references, terminology definitions, case reports, abstracts of published papers, a treatment decision tree for various grafting scenarios and a step-by-step guide to the Cytoplast Technique® for extraction site grafting.

“The implant site development booklet is a great resource for implant dentists, and many also find that it’s a great resource for their referring dentists,” said company President Shane Shuttlesworth. “The comprehensive section on the use and selection of grafting materials is a unique resource that most dentists find very useful.”

Osteogenics Clinical Education, provider of this booklet and other clinical resources, was established in 2008 with a mission of providing clinical literature and interactive, hands-on education in bone grafting and implant dentistry. The “Implant Site Development and Extraction Site Grafting” booklet, as well as other clinical literature and surgical videos, are available on the Osteogenics website.

To download an electronic version of the booklet, visit www.osteogenics.com/clinical_literature. Request a free hard copy of the booklet for your library, call (888) 796-1923.

(Photos/Provided by ChaseHealthAdvance)

(County of Osseointegration)

27th Annual Meeting
Technology to Practice

Phoenix
March 1-3, 2012
Phoenix Convention Center

Here at ICOI

IT
Visit booth No. 507 at the ICOI Symposium to take advantage of special signup promotions. For additional information, call us at (888) 588-7653 or visit AdvanceWithChase.com.

Here at ICOI

IT
Visit booth No. 202 at the ICOI Symposium to learn more about Osteogenics Biomedical.

(Source: Osteogenics Biomedical)
For years, primary closure was considered a key principle for successfully grafting extraction sockets. However, with the introduction of the Cytoplast® Technique for grafting extraction sockets without primary closure, thousands of surgeons now use dense PTFE membranes left exposed, thereby allowing the preservation of keratinized tissue while avoiding infection. Now, socket grafting without primary closure is not only more predictable, but results in the ultimate in esthetics.


Visit us at ICOI Booth 202 to pick up your FREE “Implant Site Development and Extraction Site Grafting” booklet.
AstraZeneca to sell Astra Tech to DENTSPLY International

AstraZeneca announced on June 22 that it has agreed to sell its Astra Tech business to DENTSPLY International for approximately $1.8 billion in cash. Astra Tech, headquartered in Mölndal, Sweden, has two main business divisions: a dental division, which is engaged in the research, development, manufacturing and marketing of dental implants, and a healthcare division, a business focused on medical devices for use primarily in urology and surgery.

In 2010, Astra Tech recorded worldwide revenue of $535 million and normalized EBITDA of $105 million, with net assets valued at approximately $0.3 billion at May 2011 rates of exchange. The transaction is anticipated to be completed during the second half of 2011, subject to receipt of relevant approvals and clearances. Upon closing, a gain will be recorded as “other operating income” in the AstraZeneca profit and loss account. The gain will be considered a “significant item” to be excluded from core financial measures. As a result, there will be no impact on the company’s full-year 2011 guidance for core earnings per share.

CEO David Brennan of AstraZeneca said: “Following a comprehensive strategic review, we believe this transaction represents an excellent outcome for AstraZeneca shareholders. The high degree of interest and the competitive nature of this process is evident of the value that the employees of Astra Tech have built in the marketplace. I want to thank them for their contribution and believe they are well placed to build upon this successful foundation under DENTSPLY’s ownership.”

About Astra Tech
Astra Tech AB, a company in the AstraZeneca group, is a global leader in dental and healthcare (urological and surgical) products, services and support. An innovation-driven company since its foundation in 1948, Astra Tech has continually developed market-leading solutions to meet healthcare needs based on user and medical community input. Ongoing research and development is aimed at finding new ways to support caregivers and improve quality of life for patients worldwide.

Astra Tech headquarters is located in Mölndal, Sweden, with production facilities in Sweden and North America. The company is represented globally with marketing subsidiary presence in 21 countries and selected local distribution partners. Astra Tech has 2,200 employees worldwide.

About DENTSPLY
DENTSPLY designs, develops, manufactures and markets a broad range of professional dental products including dental implants, endodontic instruments and materials, orthodontic appliances, restorative materials, preventive materials and devices, and prosthetic materials and devices. The company distributes its professional dental products in more than 120 countries. DENTSPLY is committed to the development of innovative, high quality, cost-effective new products for the professional dental market.

About AstraZeneca
AstraZeneca is a global, innovation-driven biopharmaceutical business with a primary focus on the discovery, development and commercialization of prescription medicines for gastrointestinal, cardiovascular, neuroscience, respiratory and inflammation, oncology and infectious disease. AstraZeneca operates in more than 100 countries. Regenerative medicines are used by millions of patients worldwide. For more information, visit www.astrazeneca.com.

DMX Implants, subsidiary of Dentatus USA, announces formation of education team

DMX Implants is committed to hands-on training, and along with the Dentatus CDE Studies Institute, providing dental health professionals with quality, up-to-date continuing education to further their knowledge, skills and ability to offer comprehensive treatment to their patients.

The CDE Studies Institute courses are PACE-accredited by the Academy of General Dentistry. The recent formation of their education team offers dentists and their teams education opportunities throughout the United States.

The team includes:
- **Dr. Robert M. D’Orazio**, DDS, FAGD, MBF, ABOID, is a 1984 graduate of the University of Detroit, School of Dentistry. In 1987, he obtained a fellowship in the Academy of General Dentistry. In 1991, D’Orazio completed a two-year externship at the Midwest Implant Institute, which included obtaining an ACLS certificate and intravenous conscious sedation training. He is a past president and board member of the Midwest Implant Institute. D’Orazio is a fellow of the American Academy of Implant Dentistry. In 1999, he was program chairman for the American Academy of Implant Dentistry’s annual international meeting. He is a diplomate of the American Board of Oral Implantology. D’Orazio has taught and lectured on the subject of implant dentistry in Canada, Mexico and the United States. He currently maintains a referral-based implant dental practice located in Sterling Heights, Mich. He, his wife Linda, and their son, PJ, reside in Lake Orion, Mich.
- **Dr. Mark A. Iacobelli**, DDS, FAGD, FCID, graduated from Case Western Reserve University School of Dentistry in 1982. Since then he has completed postgraduate programs in orthodontics, neuromuscular and TMD treatments for jaw and head pain, esthetic and cosmetic dentistry, implant placement and restoration, and a one-year program on conscious sedation with Advanced Cardiac Life Support. He has been in private practice since June 1982 and holds licenses and sedation permits in the states of Ohio and Florida. Iacobelli is a fellow of the Academy of General Dentistry, the Midwest Implant Institute, and the International College of Dentists and is a member of many dental organizations. Iacobelli is teaching and presenting for the Center for Occlusal Studies, The Midwest Implant Institute Fellows Symposium and Outreach Programs, Janison Consulting of Florida, the Midwest Implant Institute and the Camlog Corporation. Iacobelli attends balance in his life by being the best husband, father and little league baseball coach that he can be.
- **Dr. Keith Rossein**, a consultant, author and lecturer, has a unique combination of clinical, marketing and manufacturing dental experience. He received a DDS from New York University College of Dentistry in 1970 and went on to 25 years of clinical practice continuing education, and is a Past President of International Dental Consultants, the editor of Implant News & Views, is formerly an instructor at NYU College of Dentistry and currently a speaker for the ADA Seminar Services.
- **Dr. Charles Schlesinger**, FICOD, graduated from the Ohio State University College of Dentistry in 1996. Following graduation, he completed a GPR with the VAMC in LA, was a GPR with the VAMC in LA, then worked on to become chief resident of the GPR program at the VAMC. In Los Angeles. During his time in LA, he received extensive training in oral surgery, implantology and complex restorative dentistry. Schlesinger lectures nationally on implantology and currently maintains a private practice in San Diego that focuses on cosmetic and implant dentistry.

(Source: DMX Implants)