

BellaTek[®] Surgeon Solution

Designed for Practice Growth Through Better Patient Care



How Does Your Practice Grow?

The BellaTek Encode® Impression System simplifies the restorative process, attracting new referrals who can then create custom Patient Specific Restorations®. Simple communication and restorative support result in a higher level of production.



No Inventory

- No abutments to place means an increase in production

Enhanced Communication

- Simplified process with highly aesthetic outcomes

Value-added Service To Referrals

- Differentiate your practice from the competition

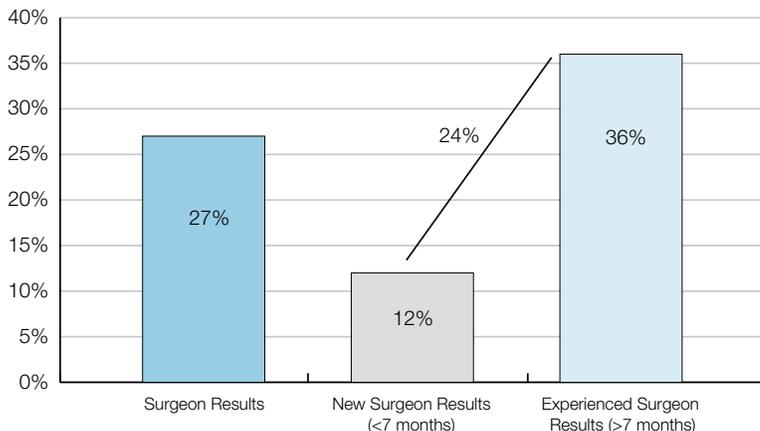
BellaTek Surgeon Solution

Designed for Practice Growth Through Better Patient Care

Make implant dentistry simple for your referrals. The BellaTek Surgeon Solution offers a gateway to clinicians unfamiliar with dental implants. You scan the patient, which makes it much easier for your referral to complete the case¹.

Imagine if you could convert more three-unit bridges a year to a single implant²!

Average Incremental Account Growth³



A Better Patient Experience!

One Abutment - One Time™

No need to remove the healing abutment, preserving tissue and resulting in aesthetic outcomes.

Fewer Visits

Treatment time is decreased.

No Goop!

More comfortable impression.

1 Levin R. Determining factors for implant referral rates. *Implant Dentistry*. 11(4); 312-14, 2002.

2 Eckert S. Prognosis rules in a depressed economy. *International Journal of Oral & Maxillofacial Implants*; 2009, Vol. 24 Issue 3, 383.

3 IOS BLT Business Model Results, Biomet 3i, Palm Beach Gardens, FL January 2011 - June 2012; n = 40.



Intraoral Scanning: A Tool That May Help To Grow Your Practice

The Tools You Need



Consulting

The Zimmer Biomet Dental team will consult with you to determine the best course of action based on your practice goals and we will work to provide outstanding customer service along the way.

Collaboration

With the patient in mind, it is essential to collaborate with a good laboratory that is capable of enhancing the communication between the entire team, ensuring that your referring dentists will have as much control as they desire throughout.



Patient Outcomes

The end result is a custom abutment that is patient specific and highly aesthetic, making cement cleanup easy and predictable.





Testimonials

"Using the iTero® Scanner is the ultimate in customer service, as it benefits both referring dentists and mutual patients. Creating a digital scan of a BellaTek Encode Abutment saves time for both the patient and dentist because it eliminates the need for an impression appointment. Implant restorations created in this way are accurate, saving further time for the dentist at the time of insertion. I have been using the scanner for the past year and I am delighted to be able to offer this service to my patients and referring dentists."

– Avrum Goldstein, DMD
Periodontist, N. Falmouth, MA

"The introduction of the 3M™ Lava Intraoral Scanner in combination with the Bellatek Encode custom abutment system has revolutionized the way my referrals and I practice implant dentistry. We now have the ability to provide aesthetic restorations while providing a very comfortable and pleasant patient experience. It has also simplified more complex cases and given my referring clinicians valuable chair time to provide additional dentistry they previously spent on implant impressions. I can only see this system increasing my implant referrals more and more."

– G. Rawleigh Fisher DDS, MD
Oral Surgeon, Lake Charles, LA

"One of the few new dental technologies that actually reduces treatment cost by eliminating impression materials and trays, while providing state-of-the-art care for our patients. Scanning technology has helped brand and grow our practice as a leading resource in our area, directly impacting our referral base."

– Munib Y. Derhalli[†], DMD, MS, MBA
Periodontist, Vancouver, WA

"Over the past year I have had excellent results incorporating CEREC® Bluecam into my practice. The new CEREC Omnicam has allowed me to introduce intraoral scanning into the operating room and immediately following implant fixture placement, I perform the intraoral scan of the BellaTek Encode Healing Abutment. My patients and referrals appreciate that my practice continues to be on the cutting edge of technology, which proves to be better for them and my practice."

– Robert A. del Castillo[†], DMD,
Periodontist, Miami Lakes, FL

"Using my iTero Digital Scanner has been a big hit with my referrals. Its simplified process with BellaTek Encode Abutments saves time at their offices at the crown seating appointments. It is also appreciated by my patients who have had trouble with traditional impression techniques."

– Michael A Burnham, DDS, MD,
Oral Surgeon, Thornton, CO

"I have been using this technology for the past two years now. It's a great tool because it improves the communication and strengthens the working relationship between the implant surgeon and the restorative dentist. It significantly saves chair time both for the restorative practitioner and the patient by eliminating an impression appointment. Furthermore, the patients love the Encode/digital impression process. It's the future of implant dentistry."

– Eric Lacoste, BSc, DMD, MSc, FRCD (c), MBA
Periodontist, Laval, Quebec, Canada

"An iTero Scanner was purchased for our practice in 2011. To date, we have had a favorable response from our referring practices to digital impressing. The ease of restorations, the quick processing protocol and patient comfort are considerations that each office has embraced."

– Michael Caruso, DDS,
Oral Surgeon, White Plains, NY



[†]Dr. del Castillo and Dr. Derhalli have financial relationships with Biomet 3i, LLC resulting from speaking engagements, consulting engagements and other retained services.

Patient Benefits

Fewer visits to the clinician's office
Intraoral scanning can be taken on the last visit to the specialist.

Increased patient satisfaction
Quicker process and more comfort.

Better functional outcomes
Customized abutment.
No abutment swapping.

Surgeon Benefits

Differentiation from competitors
Promotion of referrals creates value.

Standardized laboratory fee
makes case costs predictable

Restoring Clinician Benefits

Simplified process, single appointment
No more impression. No parts or pieces.

Increased patient satisfaction; increased practice growth through better patient care
Quicker process and more comfort.

No need to prepare teeth

Laboratory Benefits

Simplified process
No need to create working models. No special articulator needed and no need to mail anything to the Zimmer Biomet Milling Center.

Branding opportunity
Opportunity to touch new customers.

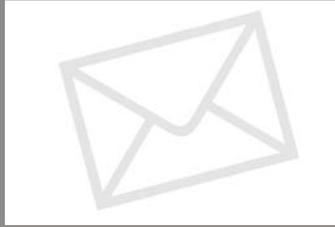
Increase in crown and bridge cases



BellaTek Surgeon Solution



1. Scan



2. Send



3. Receive



Contact us at 1-800-342-5454 or visit

zimmerbiometdental.com

Zimmer Biomet Dental
Global Headquarters
4555 Riverside Drive
Palm Beach Gardens, FL 33410
Tel: +1-561-776-6700
Fax: +1-561-776-1272

All references to Zimmer Biomet Dental contained herein refer to the dental subsidiaries of Zimmer Biomet Holdings, Inc. Unless otherwise indicated, as referenced herein, all trademarks are the property of Zimmer Biomet; and all products are manufactured, distributed and marketed by Zimmer Biomet Dental (and, in the case of distribution and marketing, its authorized marketing partners). iTero is a registered trademark of Align Technology, Inc. Sirona, CEREC and Bluecam are registered trademarks of Sirona Dental Systems. 3M is a trademark of 3M. iTero is manufactured by Align Technology, Inc. Sirona, CEREC and Bluecam are manufactured by Sirona Dental Systems. 3M is manufactured by 3M. For additional product information, please refer to the individual product labeling/IFU. Product clearance and availability may be limited to certain countries/regions. This material is intended for clinicians only and does not comprise medical advice or recommendations. This material may not be copied or reprinted without the express written consent of Zimmer Biomet.
ZB0033 REV A 11/16 ©2016 Zimmer Biomet, All rights reserved.

