

SWITCHING FROM FILM TO DIGITAL RADIOGRAPHY

FREQUENTLY ASKED QUESTIONS

1. How easy is it to transition from film to digital imaging?

Transitioning to digital imaging from film is made remarkably easy with the support of your local Patterson team. Your Patterson representative will identify the Schick system that best meets your practice needs. Your Schick system will be delivered to your practice and professionally installed by a Patterson Technology Service Technician. Following the installation, your staff will be expertly trained on all elements of intraoral imaging with Schick Sensors, including proper placement techniques and software usage.

2. My front office is already computerized for practice management software. How will it integrate with new digital imaging software?

Schick 33 sensors are compatible with more than 25 popular dental practice management software programs. In addition, the Schick 33 integrates directly with Eaglesoft, Patterson Imaging, CDR-DICOM and SIDEXIS software.

3. What are the most important points to consider when selecting a technology partner for your practice?

Your most important consideration is that your technology partner is committed to more than just the sale. Your partner should be focused on providing you with the solution that best suits your practice and the support infrastructure to ensure you gain the most out of your investment for the years you own it. Your technology partner should be continually investing in R&D to ensure they can offer you the most advanced technology to allow you to always provide a better standard of care to your patients. Additionally, look at where else technology can benefit your practice — extraoral radiography in both 2D and 3D, digital impressions and CAD/CAM, lasers, treatment centers and beyond.

4. How do I determine how many sensors my practice will need?

Every practice has unique requirements. Your Patterson rep will work with you to better understand your office workflow and expectations. They will look at the size of your practice, number of operatories, number of dentists and hygienists practicing, and the volume of x-rays that you currently take. Together you can determine what the best solution is for your individual needs.

5. How will I be supported after the digital conversion? Sirona and Patterson understand that your investment in digital radiography is just the beginning of your technology journey. The Patterson Technology Center is the only one of its kind in the dental industry and offers complete telephone and web support for both

troubleshooting and user-related assistance for Schick sensors, Eaglesoft Practice Management Software, the CEREC product line and beyond. In addition, your local Patterson team provides onsite technical service and training as well as the complete support of your Patterson territory rep and their ability to address all of your practice needs.

6. Will I be able to keep seeing patients during a digital transition?

Absolutely. Your digital transition consists of a complete day of training. We encourage a morning free of patients to learn the principles of digital intraoral radiography followed by an afternoon with patients to apply these new skills, all under the supervision of an expert trainer from your local Patterson team.

7. How will a digital implementation affect the patient experience?

An intraoral digital sensor can make a world of difference in your diagnostic capabilities and your patient experience. Digital sensors provide increased comfort, lower radiation and instant imaging right at the operatory chair, which allows patients to participate in the diagnostic process.

8. How will my staff embrace a digital change?

It takes next to no time before film users realize how much of a positive difference digital radiography makes to their practice lifestyle. An intraoral digital system eliminates all the unpleasant, time-consuming tasks relating to film usage, such as development and processor maintenance. Everyone can be more efficient and productive, which not only improves workflow in the practice, but also the entire day-to-day experience for staff.

9. Are there tax credits available? Yes. There are many options for tax savings, including depreciation and Section 179 of the IRS tax code. Contact your CPA to understand how these apply to your practice.

10. How long will it take to recover my investment costs?

Schick users can see a return on investment from day one, simply through the elimination of the perpetual cost of film, the purchase and disposal of development chemicals and developer maintenance. Moving forward, Schick sensors can increase practice productivity through faster x-ray exams. They also improve patient communication and treatment acceptance through instant full-screen imaging and software tools.