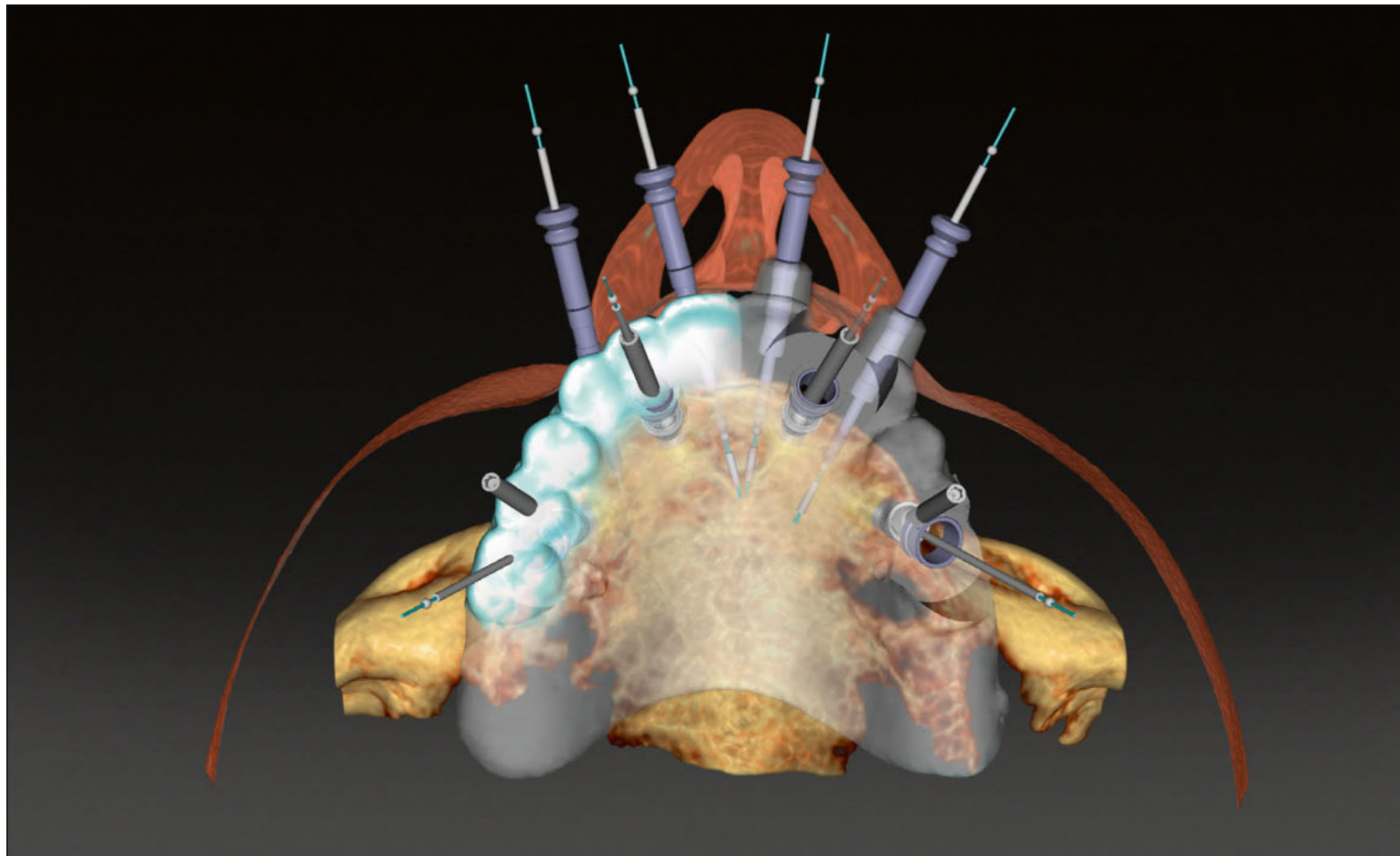


Nobel Biocare NEWS

Information for the Osseointegration Specialist

Issue 2/2015



Tried and True

Fifty years of experience makes for products and services you can trust — only from Nobel Biocare.

In everything Nobel Biocare does, from the design and manufacture of implants to the launch of new treatment concepts, nothing is left to chance.

By Frederic Love

The story is well-known by now, but no less inspiring for having been retold countless times. In 1965, Per-Ingvar Brånemark treated his first patient with titanium, bone-anchored implants. Then he spent 17 years conscientiously compiling and analyzing data on his first and following implant patients, before presenting the results to the world-at-large in an epoch-making dental conference in Toronto.

Brånemark System implants served as the foundation upon which the company that first commercialized his discoveries was built.

Nobel Biocare has honored the Brånemark heritage by subsequently introducing many more ingeniously designed, thoroughly tested and

well-documented products over the years since then. To put it simply, at Nobel Biocare, science comes first.

Over the years, the innovations have been many. CeraOne ceramic

uses current scientific evidence to guide decision-making in his or her practice, Nobel Biocare makes decisions about which products to bring to market only after careful analysis

“One needs to compile supporting evidence before making claims of efficacy or even progress.”

— Professor Per-Ingvar Brånemark

copings, the Procera bridge, the Zygoma implant, the TiUnite surface, Immediate Function, the introduction of overdenture bars, the launch of the All-on-4® treatment concept, 3D diagnostics, guided surgery, not to mention the advent of the Nobel-Active implant and NobelClinician Software (from which the screenshot above was taken): These are just some of the many Nobel Biocare solutions that have become standards in the dental industry.

What do all of these innovations have in common? Each and every one became available as the result of scientific research and development.

Why is this so important? In the same way the conscientious dentist

of relevant scientific data related to the innovation at hand.

In theory and in practice

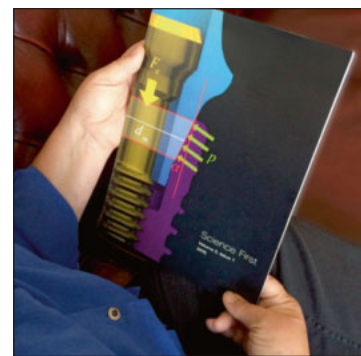
Nobel Biocare supports a new paradigm for initial and continuing dental education, which is designed to incorporate current research—and the results of that research—into practice for the benefit of the dental patient.

For years—actually, for decades—Nobel Biocare has been providing tried and true products for innovative treatment modalities such as single-tooth solutions, multi-unit implant-based oral rehabilitation and the All-on-4® treatment concept.

The company’s approach represents the integration of the best research evidence with clinical expertise—not only for the benefit of the patient, but the clinician as well.

Nobel Biocare has built its business and its reputation on reliable innovation, and lasting service. Rest assured, whenever you need professional products, advice or support, Nobel Biocare will be there for you. <

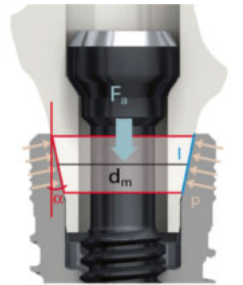
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Science First: As one facet of the company’s commitment to the advancement of evidence-based treatment, Nobel Biocare regularly informs its customers of progress being made in the field through a variety of publications like this.

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Teamwork – For Predictable Outcomes

“Working as a team allows us to make the most of our individual strengths and knowledge.”

Two doctors in the United States—one a general dentist, the other an oral surgeon—advocate a team approach to implant dentistry that creates a virtual clinic, consisting of a surgical specialist, an anesthesiologist, a restorative dentist and a dental technician or lab.

The editors of *Nobel Biocare News* recently asked Drs. Tarun Agarwal and Uday Reebye for some insights about teamwork in general and the All-on-4® treatment concept in particular. Here are their answers:

How did you begin working together?

Dr. Tarun Agarwal: I first met Uday while he was a medical student at the University of North Carolina. Later, after he completed his oral surgery residency and opened his practice here in North Carolina, I began sending him the surgical cases that I wasn't comfortable tackling. Our professional relationship flourished when Uday encouraged me to participate and collaborate on our surgical cases. He was very open to sharing tips and tricks and even allowing me to participate in the surgery.

Dr. Uday Reebye: At the same time, Tarun taught me about prosthetic and implant advancements that had a great impact on my work.

Agarwal: It became pretty clear that the cases we did together were the cases that turned out best and went the smoothest. I think it was the strategic collaboration and taking the 'holistic' (surgical and restor-

ative) approach to the case that made the difference.

For you, your dental practices and the patient: What are the main benefits of the team approach?

Reebye: Implant dentistry is rapidly evolving and its complexities require solid prosthetic and surgical knowledge. Working as a team allows us to make the most of our individual strengths and expertise.

Sharing knowledge is essential for making advances in our field. Many times the biggest changes I make on my surgeries are due to what Tarun has taught me on the restorative side; and conversely, Tarun has changed his treatment planning and prosthetic planning since he began getting involved in surgeries.

Agarwal: What's more, I now have the confidence to tackle complex cases that I would never have even started in the past.

The patient is the real winner in our teamwork approach. They are provided with a seamless treatment experience. Each member of the team is focused on his or her core competency, which leads to better results.

I should also mention that practice productivity has steadily increased. As our mutual caseload has grown, so have referrals and our reputation within the community. It's like a snowball gaining size and momentum going downhill.

Would you say that you each bring different qualities to the partnership?

Agarwal: Without question. Dr. Reebye is a dual degree (MD and DMD) board certified Oral Maxillofacial Surgeon. His expertise and knowledge of surgery is light years ahead of

mine. I am an esthetically-focused general dentist that has tremendous experience with digital dentistry.

By each having an open mind we are able to blend the digital technologies of restorative dentistry into the surgical world of complex implant dentistry. Over time, we have learned a great deal from each other, and now have a greater appreciation for the complexities and issues that each other deal with in the treatment process.

Do you ever have a difference of opinion when it comes to planning the treatment?

Agarwal: Of course we do! Sometimes we have to bend on the surgical side and sometimes we have to bend on the restorative side ...

Reebye: ... and it usually works out that whoever wins the argument has thought through the issue at hand a little longer and harder.

Q&A Questions and Answers

Agarwal: I can give you an example. Uday was hesitant to begin using computer guided implant surgery. Initially, it was slower than the traditional technique he was used to, but for me, it made the restorative component absolutely more predictable and quicker. After our first case, he became aware that the extra 20–30 minutes of his time saved the patient multiple visits on the restorative side.

Reebye: It was an easy trade-off to make. At the end of the day, we resolve any differences of opinion guided by a single principle—to do what's in the best interest of the patient.

Is the All-on-4® treatment concept especially appropriate for your team approach?

Reebye: Yes, in my eyes, the All-on-4® treatment concept can only be successful as a team effort. It is a beautiful treatment concept that marries surgical and prosthetic philosophies.

I have to tell you that teamwork brings a great deal of enjoyment to the clinic. If you are happy when working, patients are happier, assistants are happier, and somehow that brew results in great outcomes.

Agarwal: It really does! In our team approach, the restorative dentist creates the case blueprint, the surgical specialist serves as an engineer—by verifying the blueprint is surgically



Dr. Uday Reebye (left): “As similar as we are, I think we have a completely different approach to problems. The dichotomy in the way we think, I believe, is what provides strength and success. Many times, at the end of arguing about the correct treatment plan, we end up with a beautiful ‘hybrid’ that otherwise would never have been realized.”

feasible—and the anesthesiologist is totally focused on patient comfort.

Starting with the endpoint in mind and collaborating to make it possible has routinely led to great outcomes.

What do you see as the main benefits of the All-on-4® treatment concept, both for clinicians and patients?

Reebye: We see so many edentulous or about-to-be edentulous patients who need new teeth. Previous treatment modalities were so expensive and difficult that these patients left our clinics depressed, with no hope in sight. The All-on-4® treatment concept allows us as clinicians to give hope to many patients who once had few or no encouraging options. Now we can dramatically change the lives of these patients for the better.

Agarwal: And because this treatment concept is more affordable for patients, a greater number of patients become implant candidates. For us, the All-on-4® treatment concept has virtually created a new market.

What would you say to clinicians thinking about starting with the All-on-4® treatment concept?

Agarwal: Go learn about it with an open mind! There are literally millions of patients who can benefit from this treatment. Nobel Biocare has a predictable workflow with a tremendous support system to make you successful.

Reebye: Before I took my first All-on-4® class, all I heard from many clinicians (none of which had taken a class or done All-on-4® surgery), that the concept was flawed and a recipe for disaster. Seven years later, all I can say is that I am so happy we did not

listen to them. My advice? “Keep an open mind, take a course, and see for yourselves what a great service you can provide for your patients!”

For any clinicians out there looking to adopt a team approach like yours, is there a secret to successful partnership?

Agarwal: You've got to let go of your ego. We are all equals to the patient, after all, each bringing a different area of expertise to the team ...

Reebye: ... and let me add this: Listen to your patients. Be willing to talk to other clinicians to share ideas, and never be afraid to reach out when you need help. Most of us love to share what we know with each other—to be of help and to learn more at the same time.

And finally—enjoy! It's a wonderful journey. <

→ More to explore!
nobelbiocare.com/all-on-4



Drs. Uday Reebye and Tarun Agarwal agree that well-organized teamwork is beneficial for the patient and clinician alike.



Dr. Tarun Agarwal (left): “Over time we have pushed each other to take a closer look at each other's perspective. ”