



DIGITAL IMPRESSIONS: MAKE YOUR SCAN PLAN

Choose the right path for your practice.

At this point – whether you’ve tried it or not – you probably know the basics of taking a digital impression. Using a digital camera wand, you scan a patient’s mouth, capturing an image that can be used to create any dental outcome. From there, it’s easy to send the file to your trusted lab partner, or to an in-house milling unit, where you can create any number of patient solutions in a matter of minutes.

But the deeper question is why you would choose scanning over conventional impressions – a method patients have come to expect. Here, we’ll explore the twofold answer: improved patient experience, and enhanced practice workflow.

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- General Manager Terry Gilchrest



Patient experience

When a patient sits down in one of your operatories, they expect to receive care that shows a thoughtful consideration for comfort. For many years, alginate or other impression materials represented the height of dental care.

But now that dentistry has seen such significant digital evolution, chances are that patients are aware of – and may ask about – advanced solutions. And when the aim of so many offices is to delight the patient, the intraoral feel of conventional impressions is not ideal.

With digital scanning, the small and nimble camera wands can navigate a patient’s mouth with ease, allowing you to capture valuable data without even a hint of discomfort.

Practice workflow

Consider the time it takes to not only prepare and administer impression material, but also receive lab feedback on your mold. Dentists consistently report that they require multiple re-takes per month, which not only is an imposition on the patient, but also soaks up valuable chair time.

With digital impressing, a single scan can be immediately viewed for accuracy and positioning by office staff. Later, if necessary, office staff can send a zoomed-in or sharpened image to the lab.

Not only this, but impression material is a recurring cost – a consumable product. Contrasted against an evergreen scanning solution, the return on investment increases over time.

Scan at any stage

It’s widely held that digital scanning is a more accurate, convenient, and clinically efficient way of taking impressions.

According to Patterson Dental General Manager Terry Gilchrest, scanning is a solution that can improve workflow and ROI in practices that are just getting started, or have been in business for decades.

“You’re lowering your recurring expenses – your triple trays, impression materials, and bite registrations,” he said. “With digital impressing, it’s a chance to lower expenses with a one-time investment. Plus, the labor cost savings are huge because you don’t have staff members pouring models and managing lab returns.”

Gilchrest believes digital scanning gives brand-new practices a unique opportunity.

“When you’re building a new dental practice, you’re going to have to spend a lot of money on marketing, construction, and buying new equipment. It’s a big up-front expense,” he said. “You can incorporate digital impressing on day one to provide a unique patient experience – it’s something that not everyone is doing.”

Talk to your local Patterson team for expert analysis on your current processes, and to see how a digital workflow can save you time and money. With products from top vendors like Dentsply Sirona, 3Shape, Planmeca, and DEXIS, they’ll be able to find the ideal solution for your practice.

[Click here to learn more and explore our selection of digital scanners.](#)