

Carbon®



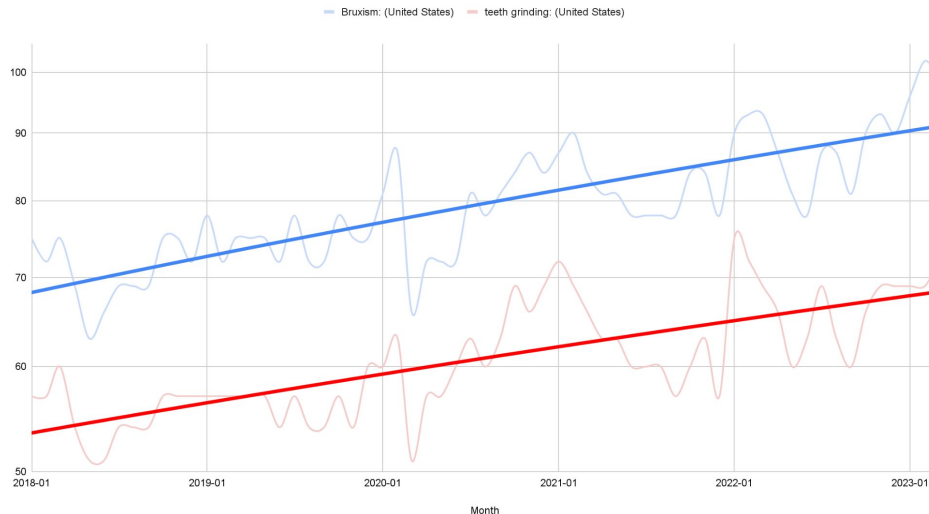
Carbon And Drake Dental's Guide To Printing And Selling Night Guards



Introduction to Night Guards

- ▶ Night guards are typically worn by patients who grind their teeth at night (bruxism), which can lead to many oral health issues such as jaw pain and tooth damage.
- ▶ The global night guard industry was valued at US\$ 120.1M in 2021 and is projected to grow to US\$ 191.0M by the end of 2031.
- ▶ Traditionally, fabricating a night guard requires a skilled technician to perform many steps by hand, which makes it a time-consuming and labor-intensive process.
- ▶ CAD/CAM fabrication of night guards using the Carbon printer eliminates the need for many of the hands-on steps expediting the process and allowing labs to produce these appliances faster and much more profitably.

Google Keyword Trends from 2018 to present



Drake Dental's Transition To Digital

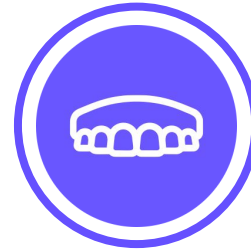
The Covid-19 pandemic forced Drake to make the decision to switch to using a digital process for creating night guards because only so few people could be in the lab at a time.

Prior to this, Drake used a laborious, time consuming, expensive, and messy process.



Traditional Night Guards

- ▶ Drake used a laborious, time consuming, expensive, and messy process: night guards were waxed up on stone models, articulated index, made a matrix, poured the acrylic, and processed everything.
- ▶ The traditional process was virtually impossible to teach new people to do well.



Digital Night Guards

- ▶ Drake switched to using a digital process for creating night guards during the pandemic because so few people could be in the lab at a time.
- ▶ The process uses an intraoral scan, so there are no distortions and no breakable stone models. It is easily trainable and reproducible.
- ▶ Compared to its traditional night guard process, Drake can produce 15-20% more units with the same staff.

Getting Started - How To Print Night Guards

Going digital is easier than you might think

1

STEP

Dentist takes a digital scan or takes a physical impression of the patient's mouth and sends it to the lab.

2

STEP

If a physical impression is sent, the lab will create a model and scan it.

3

STEP

The digital impression is imported into the night guard design software and the lab technician designs the night guard. (This step can be outsourced.)

4

STEP

Multiple night guard designs are arranged on the platform.

5

STEP

Keysplint clear resin is dispensed into the Carbon printer's cassette and printing starts.

6

STEP

Scrape the night guards off the platform, remove the printing supports, and wash in IPA.

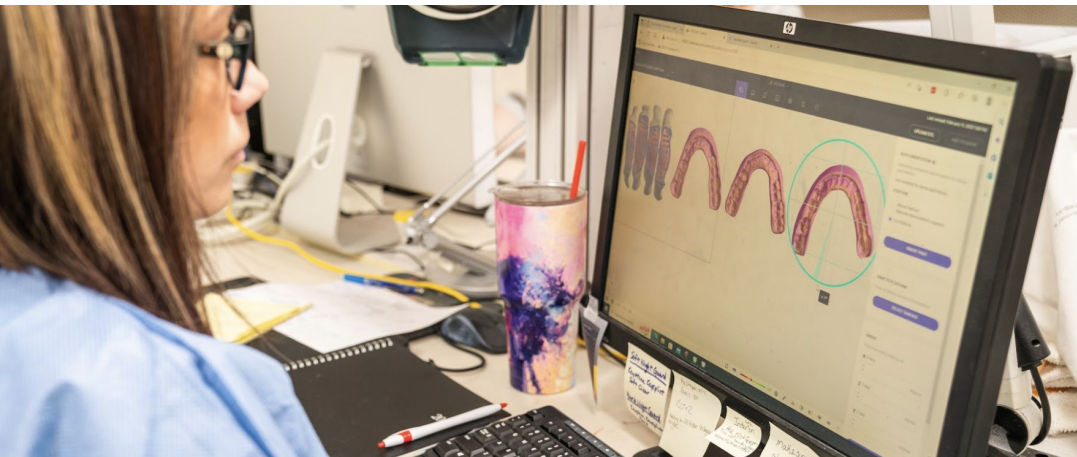
7

STEP

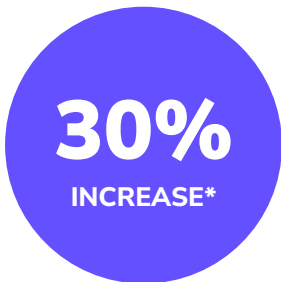
UV cure.

Nightguards are designed with many in-house software programs, or outsourcing designs resources that are available today

Printing Digital Night Guards allows labs to free up critical talent, driving for production, while lowering the cost to the patient.



Profit Margins
Rough Calculations



*Profits estimated from current Carbon customer labs

Insurance Considerations

▶ Upsale potential: Clinics can add night guards on to many other dental treatments and appliances including:

- Porcelain Veneers
- Dental Crowns
- Dental Bonding
- Dental Implants
- Orthodontic Treatment
- Tooth Reshaping
- Aligner Treatments.

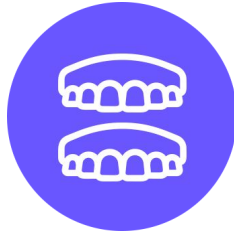
Night Guard ROI

Night Guards are an easy way to assure patient satisfaction while insuring your valuable time.



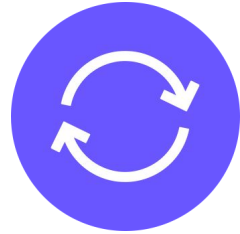
Reduced Chairtime

Clinical chairtime can be reduced because of less chairside adjustments due to a better fit



Seamless Re-Prints

It's easy to do a re-print when patients lose or damage their night guards. Just pull up the design file and print.



Regular Updates

Night guards need to be replaced every 1-2 years.

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Night guards are a critical solution for patients with bruxism, but the traditional process of fabricating them can be laborious, time-consuming, and expensive. However, with the introduction of digital workflow using intraoral scans and CAD/CAM fabrication with the Carbon printer, night guard production has been revolutionized. Labs can now produce night guards faster, more profitably, and with improved patient care. Say goodbye to distortions, breakable models, and complicated training. Embrace the future of dentistry with digital night guards.

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