

# NewTom an easy choice for mdt

By Joseph Allbeury

**W**ith cone beam technology becoming increasingly affordable, many practices see the value of permanent in-house access to 3D imaging systems. mdt dental in Sydney's Neutral Bay recently traded in their digital OPG for a NewTom VGi and haven't looked back.

"We do a lot of implants and having the NewTom means that a quick diagnosis is now available in a matter of minutes, rather than days," said Dr Jon Taratoris, a partner at the practice along with Drs Craig Morris and Caroline Downing. "In the past, we would refer patients off for a CT scan and sometimes, you simply never saw them again. If they did come back, we would then have to assess the scan and it increased the diagnosis and treatment planning cycle considerably.

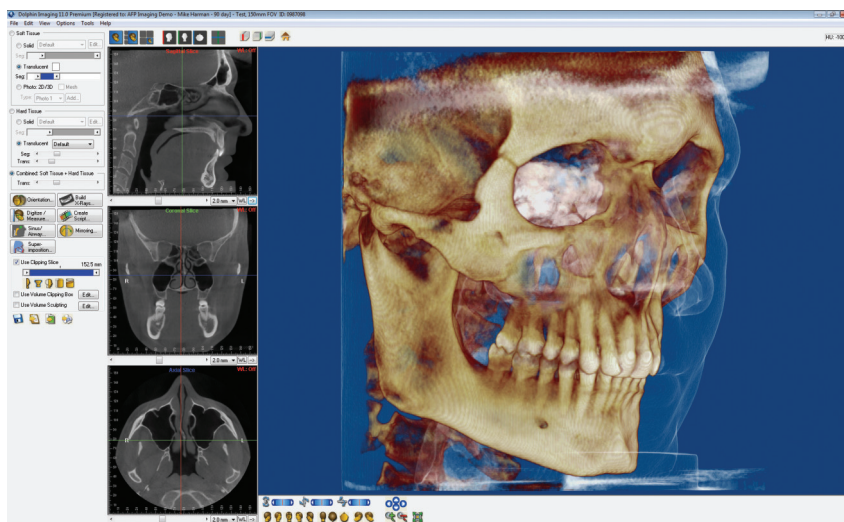
"Patients are very time poor these days and having to make multiple appointments in different locations prior to the commencement of treatment, while perfectly acceptable from a practitioner's perspective, can be a disincentive to a proper diagnosis being reached and treatment planned.

"Now, in one appointment, we can assess the complete range of treatment options indicated in each case because we know how much bone we have to work with, we know the location of the inferior alveolar nerve and we can see if there is any pathology that could contraindicate treatment.

"The NewTom is also excellent for diagnosing problems. As an example, we saw a patient the other day from another practice who was having a problem with an implant. We took a PA and couldn't identify what was wrong. The NewTom scan, however, clearly showed that all the bone had been lost on the buccal plate."

Dr Taratoris said that while the practice originally purchased the NewTom for greater convenience on the back of increased demand for implant-based procedures, the system was delivering benefits across the board.

"Seeing cone beam systems being demonstrated is one thing, but having one in your own practice is unbelievable," he said. "Before you would piece together



information from both objective and subjective sources to diagnose. With the NewTom however, it takes all the guess work away and you can treatment plan with complete confidence."

mdt dental purchased the NewTom from Inline Systems who installed the unit and continue to support the imaging needs of the practice.

"We've received very good support from Inline Systems over the years," Dr Taratoris said. "We bought our digital OPG from them a couple of years ago and at the time, I asked around about the company and received very good feedback which has proven to be true.

"When we wanted to upgrade to 3D, we looked at a number of systems on the market and the NewTom had a number of advantages including being supplied by Inline Systems. It is a great system and it wasn't as if we were dealing with strangers; we knew it would be fully supported.

"Plus, we qualified for the 50% investment allowance and Inline traded in the digital OPG they sold us for the price we paid for it, so we effectively had an OPG for free for two years."

Dr Taratoris said as a further bonus, the NewTom fits in exactly the same area they built to house the OPG.

"We're doing more and more implants and we already knew the diagnostic power of 3D images, so given that this technology is now far more cost-effective it was a relatively painless decision to purchase.

"It probably takes a minute or two longer to set-up and take the 3D scan over an OPG, but it gives you so much more.

"Another real advantage of the NewTom is that it is driven by Dolphin software, which is practically the industry standard for viewing, assessing and manipulating cone beam scans and this comes with comprehensive training."

Six months prior to installing the NewTom, the practice had upgraded its server and this had sufficient capacity to store the 3D scans and provide fast access throughout the practice. New desktop computers were installed throughout however as the existing units were several years old and well overdue for replacement. The result is that the NewTom scans and other imaging files can be rapidly accessed from anywhere in the practice.

"Patients are very impressed too; in five minutes, you can tell them exactly what they need to know. We charge twice as much for the scan as we did for an OPG but no one even blinks. They just sit down and see the scan on the monitor and go WOW!"