DIGITAL BUSINESS MANAGEMENT



Are you ready for digital transformation?



Dentistry is evolving, is your clinic digitalized?

We are all aware that dentistry is changing rapidly, the landscape is evolving. Driven by digitalization and the requirement to continually improve the patients' experience.

It's your responsibility to be able to adapt and embrace this reality, in order to shape the future of dental care. Step into the forefront of digital dentistry!

"A few years ago we would open the clinic and immediately have patients in the waiting room. Nowadays we have to enhance the patient experience. It is a differential fact, it is a differential value that our patients value."

Francesc Abella

"One of the greatest opportunities that we have as a generation of dentists is to embrace what is coming with digital. We all know about the pace of change with technology and what is happening in the world. So within this our challenge as a profession is to embrace this and to lean into it, and to use tools we have now that are going to be further developed to improve what you do in practice, how you communicate with your team and patients' – so you can take advantage of the revolution in technology that's happening around us right now!"

Martin Wanendeya

"Many dentists fail to fully leverage the potential of digital technology, which means seamlessly integrating the management part and the clinical aspects, while also standardizing procedures. I strongly believe that, before scanning and creating accurate impressions, it's crucial to adopt a digital mindset. This begins with acquiring information, effectively communicating and then processing it. Only after embracing this approach, should one focus on the practical execution of tasks."

Costanza Micarelli



2

Elevate your practice. A journey to Digital Dentistry.

Start your journey in digital dentistry with our **Digital Business Management online course series**, designed to empower clinicians to embrace digital dentistry and its benefits.

Learn from globally renowned speakers how to navigate the digital environment which includes



Business Knowledge.

Digitalization of workflows.

Patient experience.

Manage a practice with solid business, financial, and professional management skills.

Integrate digital workflow technologies seamlessly into daily practice to improve treatment effectiveness.

Improve the patient experience with specific protocols and digital procedures.



Meet the speakers and program.

19 internationally renowned speakers sharing their great expertise with you.

Business management of the Dental Practice.

Find out how to support in efficiently managing a dental practice based on financial aspects and KPI interpretation, aiming at how to calculate the income generation for treatment and how to use financial templates. Speakers will discuss some examples of investment options available when embracing digitization, and how to promote investments through marketing.

We will complete this module discussing principles of sustainable dentistry for long-term practice integration, aimed at ensuring ethical and environmentally conscious dental practices for the future.

Speaker	Session Title
Fran Caro	 Introduction to efficient dental practice management. KPIs and key ratios: the master keys to management. Exercise: example of how to calculate the chair/hour cost. The financial template.
Ján Jurkemík	 Sustainability. Digital marketing.



Course 1

Course 2

How digitalization can improve the effectiveness.

Learn the main concepts of digital dentistry, including integrating digital workflows in the clinic, digital diagnosis and choosing the right intraoral scanner for securely creating digital patient profiles.

	Speaker	Session Title
<image/>	Roberto Molinari	 What is a digitalized dental clinic? The importance of working with full digital workflows. Advantages of digital diagnosis.
<image/>	Gertrud Fabel	 The role of the intraoral scanner in the digitalization of the clinic. How to choose an intraoral scanner? Why choose Primescan.
<image/>	Eimear O'Connell	 What it means to have a digital patient.
<image/>	Verena Freier & Swen Deussen	• Data Security.

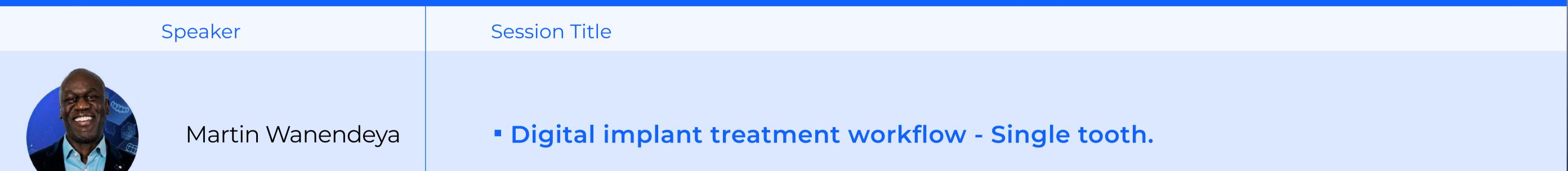
Course 3 Improving Patients' Experience.

Optimizing the first visit, starting from recruitment, inquiry processes, and improving patient motivation. Understanding patient needs and using digital tools to boost treatment acceptance rates.

Speaker	Session Title	
Fran Caro	 First visit protocol basic concepts. Digitalization as a tool to improve the patient experience. 	
Daniela Aggio	 Patient follow-up. Digital engagement with patients. 	
Dorotea Ashraf	 Journey of the patient in a digitalized clinic. 	

Course 4 The benefits of digital workflows.

Explore the benefits that digital workflows in implantology, orthodontics, endodontics, prosthodontics can bring to your daily practice in terms of treatment outcome, ease of use, and patient experience.







Costanza Micarelli	The relationship between the dental clinic and the dental laboratory.
Verena Freier	• What is Chairside?
Gertrud Fabel	 3D printing in a dental clinic: Primeprint.

Course 5 Income generation for digital dental treatments.

Gain insights into digitalization's investment and financial viability through income generation, to make informed decisions based for sustainable practice expansion.

Speaker		Session Title	
Simo	n Fieldhouse	 How and when to get started with digital workflows. Investment in digitalization and its potential effects. Aiming at generating income with digital dental treatments. 	

Course 6

Human Resources – How to make your team ready for digital dentistry.

Learn how organizational readiness and informed decision-making are essential for successful digital practice transformation and how to identify suitable resources to design an excellent process.

Speaker	Session Title
Michele Rossini	 How to make a good interview. Company culture. Managing change: team motivation.

Course 7

Examples of digitalized clinics.

Delve into the daily workflows of digitally advanced dental clinics and discover strategies for crafting a seamlessly integrated digital patient experience.

Speaker	Session Title
Leanne Branton	 How the digital workflow has benefited the practice and patients.



Giacomo Armani

• How the digital workflow has benefited the practice and patients.

6

An excellent course series tailored to fit within your busy schedule and availability.

5-20 min. videos.

Short videos to watch at any time. Available on all devices.

0

You can access the course series 24/7 on all of your devices, wherever you are.

No expiration date.

Take your time and complete this course series at your own pace.



Total of +8 hours content.

Practical approach.

Content sharing.

Contents and materials shown will be shared with you after completion of the course series. A Dentsply Sirona specialist will be here to support you if you have any questions.

A deep dive into the age of digital dentistry.

The content is heavily focused on things you can apply practically in your clinic.

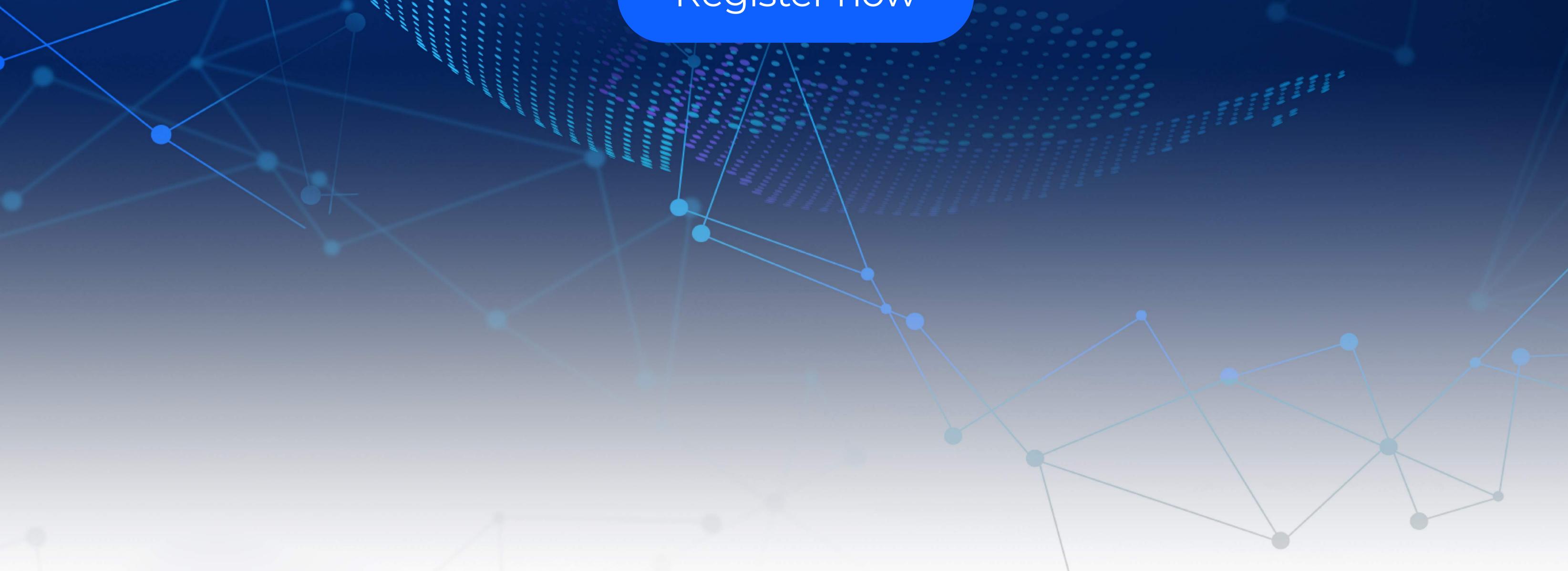
DIGITAL BUSINESS MANAGEMENT

Dentsply Sirona Academy

The future of dentistry is here.

Start your Digital Dentistry journey.

Register now



Disclaimers

All speakers in the Digital Business Management program have received compensation from Dentsply Sirona for the production of this content.

All opinions expressed by the speakers are those of the speakers and do not necessarily reflect the views of Dentsply Sirona. Dentsply Sirona does not guarantee any results or outcomes. Dentsply Sirona does not endorse any third-party products, service providers, or services referenced by the Speaker.

This presentation contains no offer for the sale of goods or services. Dentsply Sirona does not endorse or guarantee any prices or fees mentioned by Speaker and any such prices and fees are based on the Speaker's own experiences at the time of recording and may not be representative of any current Dentsply Sirona or other product pricing.

All information provided is for educational and informational purposes only. The content shared in this presentation is not medical advice and should not be relied on as such. This presentation may not cover all possible drug interactions, warnings, or alerts of the European Medicines Agency or your local Health Authority. Please refer to the mentioned agency in case of any doubts.

Image authenticity: Images used in presentations have not been altered from their original state. Images that have been altered for educational purposes will be fully explained and disclosed to the audience during the respective presentation. The patient appearing in the presentations have given authorization of their image, photos and dental records to be shared for educational purposes. Any color discrepancies you may see in the photos may be result of monitor resolution and settings.

Registered trademarks, trade names and logos may be used in presentations. The trade names, registered trademarks, and logos of Dentsply Sirona or of third-party products and companies shown in a presentation (if any) are the property of their respective owners; even if these are not labelled as such in the respective places, the corresponding legal provisions apply.

Unless otherwise stated, all comparative statements in any presentation refer to a comparison of Dentsply Sirona products with each other.