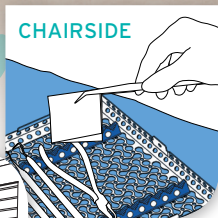


CHAIRSIDE



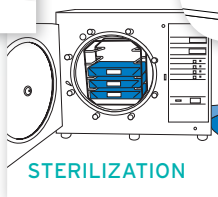
CLEANING



STORAGE



STERILIZATION



PRACTICE **MORE**

HU-FRIEDY CASSETTES &
INSTRUMENT MANAGEMENT

How the best perform



IT'S EASY TO GET STARTED

IMS is the first step in helping you meet your growth objectives.
You don't need much to get started—the right size ultrasonic and autoclave and a willingness to try something new. Once you try the IMS system, we guarantee that you will be satisfied or we will provide you with a full refund on your Hu-Friedy purchase.

Consult a Hu-Friedy representative for details on our IMS Satisfaction Guarantee.

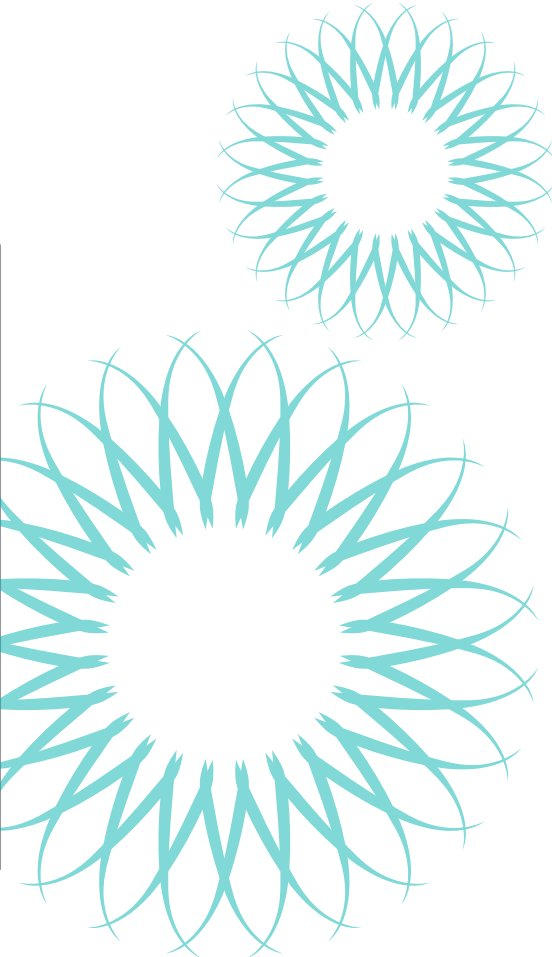
WHAT EQUIPMENT IS NEEDED?

| | Ultrasonic* | Sterilizer |
|------------------------|--------------|-----------------------------------|
| 1 Doctor /1 Hygienist | 3 Gallon | 1 Chamber - 10" or greater |
| 1 Doctor /2 Hygienists | 3 - 6 Gallon | 1 - 2 Chamber(s) - 10" or greater |
| 2 Doctors /1 Hygienist | 3 - 6 Gallon | 1 - 2 Chamber(s) - 10" or greater |

*Automated washers are compatible. 3 gallon holds 3 large 8" x 11" cassettes. 6 gallon holds 6 large 8" x 11" cassettes.

HOW MANY CASSETTES WILL I NEED?

| | Procedure Name | Procedure Name | Procedure Name | Procedure Name |
|-------------------------------------|---------------------|---------------------|---------------------|---------------------|
| Number Per Day | | | | |
| Divide In Half | $\div 2$ = _____ | $\div 2$ = _____ | $\div 2$ = _____ | $\div 2$ = _____ |
| Add 1 | + 1 | + 1 | + 1 | + 1 |
| Total Number | = _____ | = _____ | = _____ | = _____ |
| Number of instruments per procedure | | | | |



WHAT IF you always had what you needed right when you needed it?

Working efficiently chairside is the key to a successful practice. IMS allows you to focus on your patients rather than wasting valuable time looking for instruments to complete a critical procedure. By seamlessly completing your chairside procedure, your patients will feel calm and confident in your care, and you will feel less stress by working more efficiently.

WHY IMS WORKS

By standardizing your instrument management from cleaning to chairside, you generate more time and revenue for your office while extending the useful life of your instruments.

ORGANIZATION

- Organizes instruments, accessories and disposables by procedure
- Color-coded cassettes and instruments by procedure or type of user
- Simply locate and identify clearly marked cassettes
- Professional chairside image through presentation of sterile packages
- Less counter space required vs. with trays

SAFETY

- Minimized handling of contaminated sharps reduces risk of injury and exposure to blood borne pathogens
- Hand scrubbing virtually eliminated, reducing risk of injury and exposure to blood borne pathogens
- Safer transportation of soiled instruments reduces risk of injury and exposure to blood borne pathogens

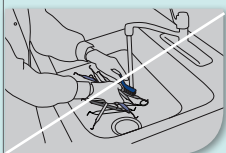
INSTRUMENT INTEGRITY

- Potential damage (bending, breaking, etc.) is reduced by storing instruments in cassettes
- Cassette system reduces potential for lost or misplaced instruments
- Instruments held securely in proper cleaning positions (i.e., hinged instruments in open position) for optimal cleaning

EFFICIENCY

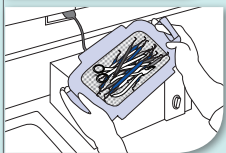
- Enhanced chairside efficiency and easy training with standardized procedural set-ups
- Reduced set-up time with organized storage of instruments within procedural labeled cassettes
- Entire cassette can be placed into automated washer, ultrasonic bath and autoclave for facilitated cleaning and sterilization
- Reduced need for manual sorting of instruments into pouches
- Cleaning time reduced, allowing for a more productive team

MANUAL vs. IMS PROCESS

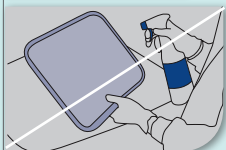
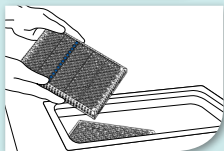


Hand Scrub/
Ultrasonic

**2 MIN.
SAVED**

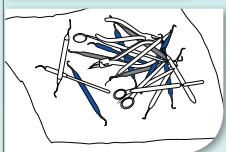


Rinse

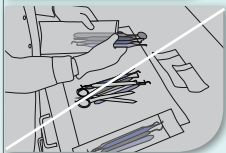
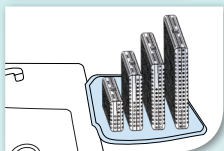


Disinfect
Tray

**1 MIN.
SAVED**

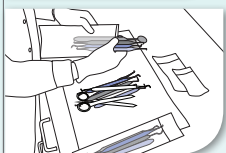


Dry

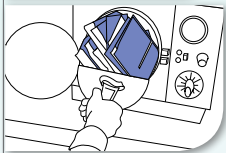
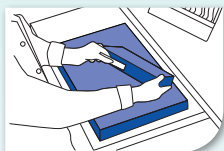


Sort
Instruments

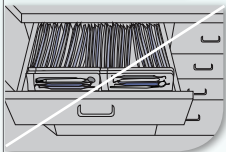
**2 MIN.
SAVED**



Pouch/
Wrap

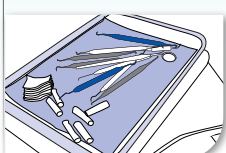


Autoclave
& Store

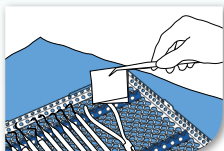


Prep Tray/Find
Instruments

**2 MIN.
SAVED**



Chairside



WHAT IF you had more
time to see patients?

EFFICIENCY = TIME = MONEY

Current IMS offices save an hour or more a day*

Example: 7 minutes saved x 9 procedures = 63 minutes.

7-12 MINUTES

**TIME SPENT
USING IMS**

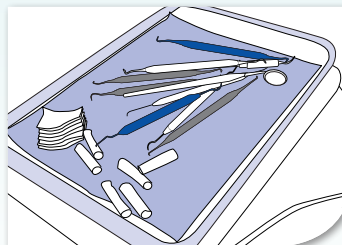
Approximately **17 MINUTES**

**MANUAL
PROCESS TIME**

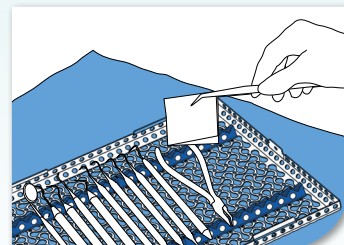
(Does not include cleaning and sterilization time.)

* based on market survey results 2003.

HOW WOULD YOU PREFER TO WORK?



WITHOUT IMS



WITH IMS

CALCULATE YOUR TIME SAVED

(based on a conservative estimate of 5 minutes saved per procedure)

- 1. Number of Procedures Per Day _____
- 2. Multiply by Time Saved (5 Minutes) x 5
- 3. Total Time (minutes) Saved Per Day = _____

THEN...

CALCULATE YOUR POTENTIAL REVENUE PER DAY

- 4. Your Average Billing Hour = \$ _____
- 5. Divide #4 by 60 Minutes ÷ 60
- 6. Revenue Per Minute = \$ _____
- 7. New Revenue Per Day (#6 x #3) \$ _____
- 8. New Revenue Per Year (#7 x Days Worked) = \$ _____

POTENTIAL ADDED REVENUE PER DAY

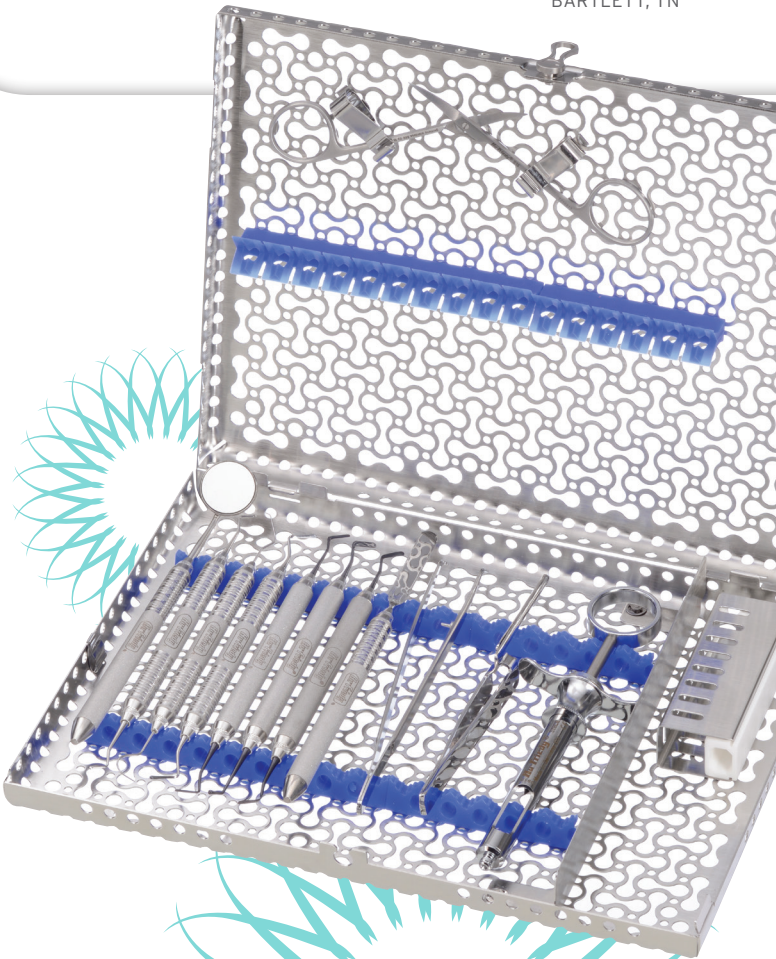
| REVENUE PER DAY | | \$1,000 | \$2,000 | \$3,000 | \$4,000 | \$5,000 |
|--------------------|----|---------|---------|---------|---------|---------|
| PROCEDURES PER DAY | 10 | \$104 | \$208 | \$313 | \$417 | \$521 |
| | 20 | \$208 | \$417 | \$625 | \$833 | \$1,042 |
| | 30 | \$313 | \$625 | \$938 | \$1,250 | \$1,563 |
| | 40 | \$417 | \$833 | \$1,250 | \$1,667 | \$2,083 |
| | 50 | \$521 | \$1,042 | \$1,563 | \$2,083 | \$2,604 |

Example:
A practice billing \$2,000 of revenue per day, doing 20 procedures would be able to generate an additional \$417.00 per day with the time saved using IMS. $\$2,000 \div 480 \text{ minutes (8 hours)} = \$4.17 \text{ revenue/minute}$.
 $20 \text{ procedures} \times 5 \text{ minutes saved per procedure} \times \$4.17 \text{ per minute} = \417.00 . Savings over 6 month period is \$45,780.

WHAT IF you could achieve all this with a nominal investment of time and money?

“When my office converted to IMS cassettes, we found that the initial start-up cost was quickly offset by the benefits of the system, especially when it comes to efficiency and productivity.”

-DR. TERRY TURNER
BARTLETT, TN



PRACTICE MORE SAFETY WITH HU-FRIEDY & IMS

You've invested in a hardworking and skilled staff, valuable instruments and a solid patient base—everything for a successful practice. Fortunately, the Instrument Management System (IMS) will help safeguard them all. IMS is a complete system for managing, cleaning and organizing the instruments you need—saving you time and money while facilitating infection control and prevention techniques. Plus, IMS reduces the risk of injury to your patients and dental team, keeping everyone safe and happy.



Bagette®
Sterilization
Pouches



Enzymax®
Ultrasonic
Detergents



SporeCheck 24 Hour
In-Office Test®
Starter Kit



Care for your Two Most Precious Instruments
with Hu-Friedy Hand Essentials



IMS
Cassette
Wrap



Team Vista™
Waterline
Cleaner



IMS Signature Series™
Tubs, Racks &
Accessories

For more information about
Hu-Friedy's Total Solutions visit

HU-FRIEDY.COM

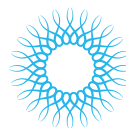
PERIODONTAL



RESTORATIVE



ORTHODONTIC



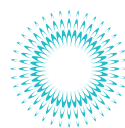
INSTRUMENT
MANAGEMENT



ENDODONTIC



SURGICAL



ULTRASONIC
SCALING



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