

ALIGNERSERVICE CASE STUDY

Copenhagen

Practice with 3 dentists and 2 hygienists
Approximately doing 10 aligner cases annually

Goal:

Let hygienist take over 100% of all clear aligner treatments. Including bonding attachments, IPR, monitoring and patient instructions, bonding retainers and/or delivering removable retainers after restorative treatment has been finished.



AlignerService implementation:

Initial hands-on courses: - Clear aligner workflow
- Salespsychology 2.0

Clinical support - Case selection
- Orthodontic records
- Treatment planning
- Comprehensive mentoring of team (including 1:1 online coaching of hygienist)

Achievements:

First 3 month we started 10 aligner cases. Letting the team get comfortable with the workflow.
Next 12 month and forward the hygienist has been starting 200 cases annually
Total doctor time per case: approximately 30 minutes.
Annual additional revenue generated by hygienist: 1,000,000 Euros.

How other clinics use our services

Large DSO in Sweden:

Goal: Minimising costs of time-consuming tasks and improving predictability of treatments.

Services: Orthodontic records, treatment planning and Online Study Club

Large practice in Norway:

Goal: Improving predictability of treatments, streamlining production in the entire practice.

Services: Case selection, treatment planning support, comprehensive mentoring.

Large DSO in Switzerland (using in-house orthodontists for treatment planning):

Goal: Improving competences of the general dentists and the quality of clear aligner treatments

Services: Treatment planning, In-house training and Online Study Club

Small practice in rural area in Denmark:

Goal: Remove the hassle of treatment planning, improve predictability and minimise doctor chair time.

Services: Case selection, treatment planning, comprehensive mentoring and Online Study Club

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