



**DATA TEAM CORPORATION**  
Dental Practice Management Solutions

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## Considering Digital X-rays This Year?

### Digital panoramics will replace many conventional techniques!



#### Dental Imaging

The leaders in this arena are Apteryx and a newcomer named XDR. Both companies are orchestrated by exceptionally capable technical people (see *Yoon article on page 4*).

XDR has the advantage of ease of use. It's author, Dr. Douglas Yoon, says, "If they tell me it looks too simple, then I realize I have succeeded". He knows they understand how to use it. His program has a look our people will understand. For further details call CyberMedical Imaging at (310)859-3802 or call Data Team.



**DSX 730 from Owandy**

There is a lot of misinformation concerning digital x-ray equipment and software. If you do not know what you want to accomplish, costs can be greater than necessary.

There are two different systems; phosphorous plates and sensors with four different combinations to consider. The periapical or bitewing type pictures in either phosphorus plate or sensor and panoramic/cephlometric pictures in phosphorous plate or sensor. The best combination for you depends on what you want to accomplish.

#### Phosphorous Plate

The phosphorous plate system lends itself well to offices where different office personnel are taking x-rays in multiple locations with several x-ray heads. Phosphorous plates are regular film sizes and the technique is the same. Even the phosphorous packets have a little flexibility. The disadvantage is you still have processing time. It takes less time with no mess, but still no immediate images. (more about digital equipment on page 3)

#### Sensors

Sensors give you immediacy and flexibility. They are very clear and diagnostic. They work best when local to the doctor or diagnostician. If you do not get the picture you want, snap another. You can manipulate, measure, magnify and adjust it to get the best results in a fraction of the time required conventionally. Sensors cost more per location than phosphorous but are less expensive per month when compared to conventional. It is necessary to adjust your technique to use sensors compared to film.

#### Panoramics

The most amazing dramatic improvement is the digital panoramic x-ray because of its clarity. You can use them as you would periapicals. They use 50-70% less radiation and are able to magnify sections that in many cases minimizes the need to take a PA to prove an area. They display in 16 seconds. You can take 50 as cheaply in a day as one. You are able to see cysts, tumors and other areas of responsibility. The built in panoramic sensor has more clarity than conventional

panoramics, setting the stage for a change in the way panos will be used in the future.

#### Imaging Software

Digital imaging software first takes the stream of data from the sensor or plate and displays it as a picture that you can enhance. After naming, it is saved in a location you can recall for each patient. In the case of the phosphorous plate, it does essentially the same while cataloging and filing.

The second function is to store the images and attach them to the patient. Most imaging software will manage your digital photographs as well. Some will allow you to magnify and change contrast and brightness.

#### Stu says:

*"If I were installing a digital system, it would be the digital pano in a central location with a digital sensor in the doctor's area."*

## Exciting Prospects for 2005

Every so often you see something you know will fit your needs exactly. Such is the case right now. Three things are happening that should put Data Team DDS at the top of the heap compared to other software offerings in the industry.

We have a new vision of exactly what will work with the digital x-ray systems. We recommend a concept we know will take over the industry and are sure it will be a giant step forward for our users.

This new perspective is supported by the great products now available. The centerpiece is the Pantos DG which will allow for "hands-free PAs" in the form of a panoramic x-ray, making for an undeniably versatile purchase to be used over and over. This is an item that will create more income and increase diagnostic capabilities.

Add the Owandy DSX730 PA or one of the e2v sensors somewhere

near the doctor for those 8 second diagnostic shots for individual problems, root canals, implant records, and even double checking crown placements. Digital imaging will reduce or eliminate the inconvenience and inconsistency, and at the same time, increase diagnostic excellence and set the stage for additional profits.

When tied together with Dr. Yoon's XDR that will service everything recommended with no duplications, we have a completely transparent connection to your Data Team DDS. The records from the x-ray appear to be an integral part of your Data Team records. In addition Data Team DDS has, with the February release of its new Pervasive database, unexcelled performance to go with its award winning interface and features presentation.

Data Team is fortunate to have alliances with XDR and Becht Enterprises for nation-wide installation and maintenance.

### Data Team Recommends

Digital Sensors— e2v—#2 or #1  
Owandy DSX730  
Phosphorous Plate Technology—  
Paxorama by Orex  
Digital Panorama— Pantos DG

Comparing Conventional to Sensor systems for cost. The cost of chemicals, waste water, processor maintenance is greater per month than the payment for digital, plus there is a time savings making it an investment which pays for itself.



Owandy Portable System

### What Will Happen?

The improvement in clarity of the panoramic x-ray is astounding and will have a profound effect on how films are taken in the future in the dental industry.

Costs being essentially the same to take a panoramic or PA, it is possible you will take more panos in instances where you took periapicals before. Not only will it increase your diagnostic capability and value of the service you perform, it reduces radiation of multiple PAs. A single PA by sensor has less radiation.

### Digital Perspective

It is expected most offices will take periapicals in limited situations where there is only an x-ray head available. Predictably the pano unit will be the most popular of the digitals in dentistry. It will allow instant viewing, an advantage over the conversion pano units.

Doctors will likely opt for the full digital panoramic unit first and the pano conversion unit second. Individual sensors will continue to be popular since you cannot have a pano in every room.

### Effects on Office Design

Because of the expense of the panoramic unit, you likely will want a centrally located x-ray room. This should be located where the hygienist and assistants can easily take patients before they are seated in the operator. The x-ray image will be ready to be viewed at chairside. Use it for bitewings too.

The use of the pano is going to be revolutionary from every standpoint. It is one of those winners that comes along every once in a while that pays for itself.

Consider this first when planning your digital system.

**Product assertions are the opinion of Data Team.  
Call these businesses or Data Team for more detail about any product.  
1.800.359.6840 or (stubrock@datateamdds.com).**

## Unsurpassed Equipment at a Reasonable Cost

### Sensors Recommended

"As for sensors, I primarily sell the sensors and USB boxes manufactured by e2v because the images produced are very good, the hardware is robust and e2v stands by their product. These sensors are also used by major companies like Dentrix, Gendex and Progeny." This is a quote from my interview with Dr. Yoon.

The images displayed from the combination of the e2v and XDR software are unexcelled. There is a way to fine tune the image for the individual sensor in the XDR software. This is great news for the digital image equipment purchaser because disappointments are abundant. The sensors come in two sizes similar to #1 and #2 film. The majority of use is the #2 size but the sensors are rigid. #1 is used sometimes for comfort reasons. We also like the size offered by Owandy, the DSX730, slightly larger than #1 with an image area of #2 so it can do the job of two sensors. It is slightly more expensive than the #1 and #2 sizes.

If you are considering purchasing a different system, call and we will tell you anything we know about it.



e2v Portable Setup

### Phosphorous Plate

There are basically three units to consider: Gendex, ScanX, and Orex. Orex has them both beat by a mile.

The Orex unit is called Paxorama HS. It has the advantage of the Fuji clarity system and places the films in order so you do not have to arrange them later. For convenience no separate desensitizer is necessary. It is done for you during the process. When processing is complete, you can read the films.

The Orex system comes with a two year guarantee that can be extended to five. Repairs are done by exchanging the developing unit on site usually the next day in metropolitan areas.

Orex is cheaper than the other two. So you get a better price, better design and excellent results.

**The best pricing came from Lone Star Dental in Arlington, TX. Their website is [www.dentequip.com](http://www.dentequip.com) and phone number is (800) 333-9744. Call them for more details.**



Paxorama HS by Orex

### Digital Pano Machine

The system we like best saves you money and gives you images you will not believe. We think there is none superior.

Pantos DG from Italy shares the same internal parts as the big local names. All that is different is the outside appearance and the cost. It is installed on-site by a registered x-ray installer at no additional cost.

Clarity allows you to use digital panoramics in ways you have not done before. You will see joints, sinuses, tumors and more. Areas of the image can be selected to enhance for more effective diagnosis. There are accurate and quick images of implants and many other related applications.

The cost of snapping one image is negligible so you probably will use them in areas where you used a periapical in the past. This will expand your diagnostic capabilities.

Lone Star Dental was again the company we liked for price, knowledge and ability. See contact information in Phosphorous Plates.



Pantos Digital DG

### Current Market Products

ADDRESS SERVICE REQUESTED

## Digital X-ray Research Letter

**If the doctor is considering  
digital x-rays, make sure he  
receives this information!**

Phone: 800.359.6840  
Fax: 913.383.3265  
Email: [datateam@datateamdds.com](mailto:datateam@datateamdds.com)

## Meet Dr. Douglas Yoon

Dr. Douglas Yoon has a unique educational background that includes dentistry, mathematics and physics. Dr. Yoon has over 20 years technical experience in the aerospace industry and over 10 years experience in digital radiography in both industry and as a faculty researcher in Oral Radiology at the UCLA School of Dentistry.

While in industry, Dr. Yoon developed the first automated caries recognition system for digital radiographs to be approved by the FDA. Now he has developed digital image management software for his own company XDR.

One sister, Dr. Nancy Yoon, was a Harvard trained periodontist, and another sister is a nuclear physicist from MIT. His father, Charles, was a Beverly Hills oral surgeon.



**Dr. Yoon developed the  
*Logicon Caries Detector™***

Dr. Yoon's ardent goal is to make advanced computer based technologies more accessible to and clinically relevant to the dental practitioner.

Data Team is fortunate to have forged an alliance with him. His abilities are well delineated. No one is better qualified.

Data Team expects his work to be superior to everyone in the industry. His software will be our primary recommendation. Your Data Team program will still interface with the older technologies as well.

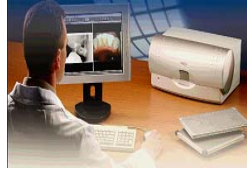
**XDR is offered by:  
Cyber Medical Imaging, Inc.  
Phone: (310)859-3802  
Email: [dcoyon@cybermedinc.com](mailto:dcoyon@cybermedinc.com).**

## Data Team User Prices



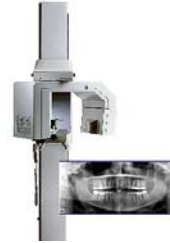
**e2v Portable Setup**

The e2v starter system has everything you need to seamlessly connect with your XDR and Data Team software. Data Team users pay \$6250 for this setup which includes the computer. Tax and shipping are additional.



**Paxorama HS by Orex**

Paxorama HS with everything needed for PAs, bitewings, and panoramas is the system of choice. It requires a computer station and XDR software and is installed on-site by Data Team. Paxorama HS costs \$17,995. Tax and shipping are additional.



**Pantos Digital DG**

This unit offers outstanding clarity with ease and economy. Data Team users pay \$29,900 for the unit installed on-site by registered x-ray installers from Becht Enterprises. 2 year limited warranty. You will need XDR software for networking.

**XDR software from Cybermedical Inc.** is powerful, easy to use and modestly priced. It is the best value in the industry! The first chair costs \$1000; each additional chair is \$150. This is the best way to tie all your equipment into one transparent package. XDR is installed on the computers adjacent to imaging and display locations. XDR integrates seamlessly with your Data Team DDS software. XDR e2v sensors are available through Data Team for \$4500 for #2 size and \$3500 for #1 size. A USB connector is \$1450. Get the best for less!



Monitors mounted on the light pole or the wall lend versatility to your viewing and ease space limitations. Accomplish this by using flat panel monitors (\$199-499) with brackets (\$190 each) and monitor cables for additional length (\$32-129). These modifications have to be made by your local handy man (carpenter or electrician) before Data Team does the installation. Data Team will supply the parts and the instructions.

**These offers are only available to Data Team DDS users!**



**Owandy SX730**

**Owandy sensor is a best seller with a great image.** You get the coverage area of a #2 film with a #1 film width. It comes with the USB connector box, film holding accessories and some sterile cover starters. It is durable and has a warranty prorated over four years. You will need a computer and x-ray head at each x-ray site. Data Team users price is \$7495. On-site installation cost depends on travel time. Fluctuations in the Euro cause price changes. Tax and shipping are additional. Data Team will install and test on a Dell computer in the Data Team office before delivery.

**Data Team DDS 5.0 Dental Office Management Software  
as little as \$1795.**

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