



# 5 essential things

**YOU NEED TO KNOW BEFORE CHOOSING  
AN INTRAORAL SCANNER**



This insider report is written by dental professionals for dental professionals so that YOU know the questions to ask

# Let's dive in!

These are all very important factors and important questions to ask and as such, not in order of importance. Everyone will tell you that their scanner is the best, the fastest and the most accurate, we know differently. The most expensive scanner is not necessarily the best scanner for you or your dental team, or even the most accurate.

## 01 Price

What are the hidden costs? Are there any software license fees, annual software upgrade fees, file upload or download fees? Does the laboratory that you are sending your files to incur any costs? How long will the intraoral scanner tips last and what is the cost of replacing them? Do you need to purchase a special high-end laptop or PC to run the scanner and what is the cost of that? Can the supplier give you several finance options with payment terms to suit your business?

## 02 Ease of use

How easy is it to use the scanner itself and navigate through the scanner software screens? Could you use the scanner if you were a single operator? Could the scanner be used by the whole dental team in the practice, including the Hygienist, Orthodontist, Implantologist, etc and how easy is it to set up for multiple users? Can you request a live demonstration online or in your practice and is training provided upon installation?

## 03 Quality control

Can you easily prove that the scanner is calibrated for both accuracy and image quality on a consistent basis? How easy is it to calibrate and how often is this required, particularly if you are going to use the scanner in multiple locations? Is there a cart/trolley option that enables the complete scanner and laptop to be wheeled into different treatment rooms in the same location?

## 04 What is included in the scanning software?

Within the scanning software, what additional clinical tools do you have for treatment planning, for restorative dentistry, orthodontics or implantology, prosthetics and what patient reports or videos can you generate to increase communication and case acceptance? Are there any additional fees for these options? Can the scanning software seamlessly link to other design software like Exocad and can you print a model through the scanner software alone at the chairside? Is it an "open" scanner or is it locked into a specific digital workflow? Can you export files in colour?

## 05 Backup and support

Is clinical and technical back up and support available to both the clinic and the laboratory? When is this available and are there any extra costs involved? What is the warranty period of the scanner and can that be extended as an option, at what additional cost?

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Every supplier should be able to answer these questions for you without hesitation and in complete transparency. We can even show you in practical terms the difference between the Cameo Elegant 3 Intraoral Scanner and a scanner that's more than double the price, you will be amazed!

Please don't hesitate to contact us for more information on intraoral scanning or indeed the entire digital workflows, chairside or lab side.