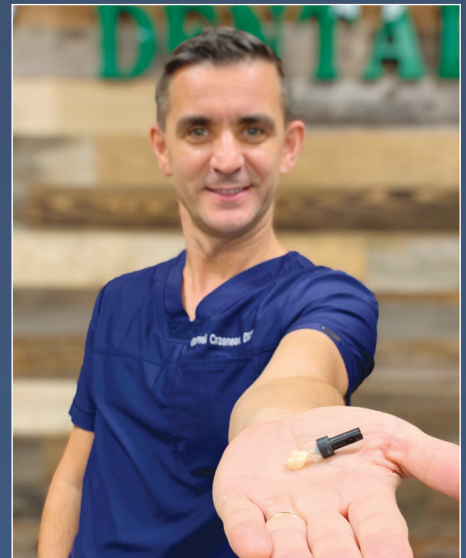
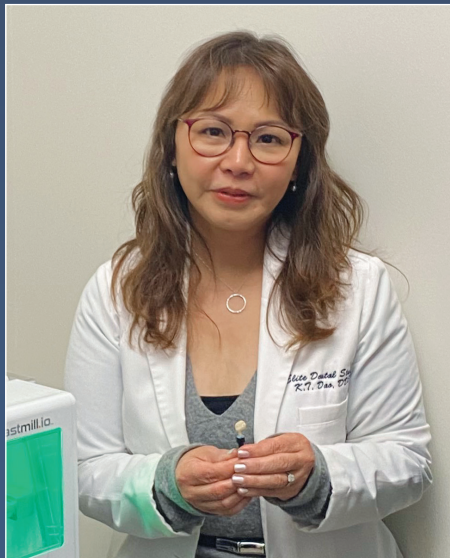


# A CELEBRATION OF GLIDEWELL.IO™ USERS



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IN-OFFICE SOLUTION

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# HIGHLIGHTING OUR DOCTORS' CLINICAL SUCCESS WITH GLIDEWELL.IO



We introduced the glidewell.io™ In-Office Solution in 2017 with the aim of offering clinicians an affordable and intuitive digital ecosystem that would enhance their workflow and elevate patient care. At that time, many were apprehensive about how this technology could deliver clinical care as effectively as a traditional lab. However, the achievements outlined in these pages are a testament to its success, demonstrating that digital dentistry truly is the way of the future. With every year, remain committed to developing new digital tools for our glidewell.io community.

This commitment is evidenced by the launch of our fastprint.io™ 3D Printing Solution, which makes in-office 3D printing even more accessible for dentists, enabling them to fabricate their own appliances, surgical guides, aligners, and more within the familiar, simplified workflow of glidewell.io.

We are also pleased to announce the fastscan.io™ Scanning Solution featuring Medit® i900® — a next-generation scanning experience that is smaller, lighter, and offers major improvements in metal and edentulous scanning.

This brochure showcases the exceptional stories and achievements of glidewell.io community members. I encourage you to explore these accounts to witness the positive impact that CAD/CAM dentistry has had on their practices, as well as on their patients and staff. For those of you who are already part of our

digital dentistry journey, please join me in celebrating the accomplishments of these doctors.

If you are just starting your path to a digital workflow, then I hope these stories give you valuable insight into what you can expect when you go digital with the glidewell.io In-Office Solution. Throughout these pages, you will notice some similar experiences: easy integration, user-friendly technology, excellent on-site staff training, better patient comfort, and a great ROI. These features exemplify the value of glidewell.io and, as you will soon discover, many wish they had discovered us sooner.

I am constantly amazed by the transformative impact that doctors have on their patients' lives. It fills me with immense pride to know that our hard work in bringing glidewell.io to life has proven to be worthwhile. On behalf of everyone at Glidewell, we sincerely appreciate the opportunity to be a part of your restorative team. Thank you!

Sincerely,

A handwritten signature in black ink that reads "Stephenie Goddard". The signature is written in a cursive, flowing style.

Stephenie Goddard,  
CEO, Glidewell

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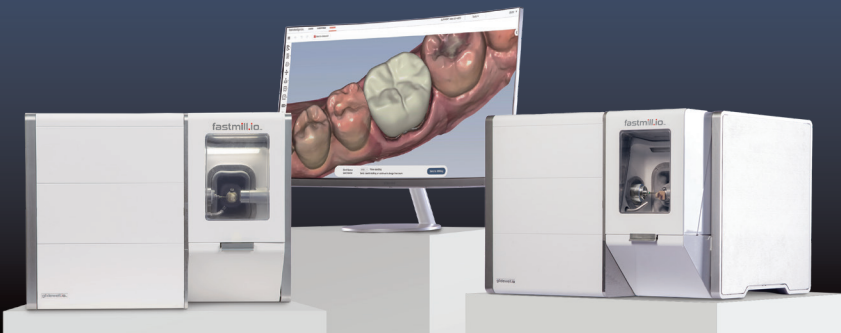
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# THE TWO-MILL ADVANTAGE: A Q&A WITH DR. PAUL RAINES



**P**aul Raines, DDS, opened his practice in Lakewood, CO in 2021. After growing dissatisfied with the results of his local lab, Dr. Raines decided to invest in the glidewell.io™ In-Office Solution in 2022. Just a few months later, he decided to add an additional in-office mill. We took the opportunity to talk to him about his experience owning two chairside mills, and how his practice is enjoying a great ROI thanks to the digital workflow of glidewell.io.

## **What initially sparked your interest in digital dentistry?**

Before using glidewell.io, I had some experience with digital dentistry via an iTero scanner. This gave me a glimpse into the possibilities of what CAD/CAM technology can do. But, like many doctors, I was still sending cases to a local lab. Over time, I started getting less and less satisfied with their work. They didn't have good customer support, and we were spending a lot of time on remakes and temporaries. It was Dr. David Galler who eventually introduced me to the glidewell.io system. He opened my eyes to the amount of money I could be saving. I purchased my mill in October of 2022 and — because of the amount of use I was getting out of it — added a second one just six months later.

## **How has the digital workflow of glidewell.io changed the work environment for your staff?**

It's been fantastic! Some of my staff were skeptical about same-day dentistry at first, but they quickly came around. Having the ability to be more involved, to work on crown designs, to add an artistic touch — it goes a long way in improving the quality of their output and increasing job satisfaction. Having this technology just makes everyone's job more fulfilling.

## **What was your experience like with the training on glidewell.io?**

Glidewell has provided exceptional support, going as far as flying my staff out to California for a training course. That's very important. Staff turnover is a big concern in this industry, and it takes a lot of time and effort to train someone.

What's great about glidewell.io is that there are ample training opportunities, and the system is easy to learn. From online courses to in-person sessions, there's always a way to ensure that a new staff member can be trained quickly and efficiently. Within a week I can have a staff member fully ready to use this digital workflow if necessary.

## **What impact has glidewell.io had on your patients?**

Having this system is a great way for patients to distinguish our services from that of other practices. It really makes us stand out. Now, every appointment feels like a bespoke, white-glove service. The technology actively involves patients in their treatment plans, helping them feel like participants rather than just recipients





Jessica Gillentine, Paul Raines, Tyler Rose

of services. I love how I can use visual tools to identify issues, propose solutions, and see outcomes together in real time. Even though patients may not grasp the technical details behind the scenes, they clearly understand and appreciate the results. This has led not only to a higher patient count, but higher treatment acceptance as well. Patients love the fact that we're a tech-forward practice.



“  
The demand for same-day treatment is so high nowadays. I went from milling about 40 crowns a month, to now, as many as 70.  
”

#### What made you decide to get a second mill?

At one point I was getting my mill serviced, but still had patients lined up. Several of them told me if they couldn't get same-day treatment, they would rather wait to reschedule their appointment until I had my mill again. I couldn't believe it! That's when I realized just how integral this technology is to my practice and my patients. The demand for same-day treatment is so high nowadays. I went from milling about 40 crowns a month, to now, as many as 70.

#### How has the glidewell.io system given you a great return on investment?

The numbers speak for themselves. Even with three iTero scanners, two

fastmill.io units, plus all the milling blocks, it adds up to less than what my lab bill would be without these tools. It's a no-brainer. The biggest factor is time — with reduced chair time, we're able to see more patients in less time. This efficiency has cut our operational costs by about 50% per case.

#### What types of dental cases do you handle with this technology?

I mostly use it for anterior and full-mouth cases. But there are so many material options and possibilities with this system that you can learn to tackle a wide range of clinical situations.

#### What would you say to peers who are hesitant about adopting digital dentistry?

For any doctor who might be on the fence, my advice is simple: you have to try it for yourself. I've heard dentists say, "what's the point in going digital if I can just send cases to a lab?" The truth is, you won't fully understand the benefits until you experience them firsthand. If you're even thinking about the possibility of going digital, then you're ready for it. **END**



# GLIDEWELL.IO™ USER STORIES: A Q&A WITH DR. T. SCOTT BARTON



**S**cott Barton, DDS is a practicing dentist at Whispering Oaks Family Dental in San Antonio, Texas. As a glidewell.io™ user since 2018, he was one of the earliest adopters of our same-day dentistry solutions. We took the opportunity to talk to Dr. Barton about his experience with digital dentistry and how his practice has benefited from same-day results with glidewell.io over the past five years.

## **Do you consider yourself a digital dentistry pioneer among your colleagues?**

No, not at all. At least not in my large DSO group. But what I have done is make this technology work very well in my hands and show how well it works not only for our company, but also for any dentist who might be interested. The workflow is so much easier with glidewell.io and you get a lot more support backing you up — that's an important factor in what technology you may decide to incorporate into your office whether it's digital scans, mills, or printable solutions. So, even though I wasn't the first to go digital among my colleagues, I definitely exemplify how easy it can be. I show other dentists how this system provides a clinical boost and won't end up collecting dust in the corner.

## **As a former CEREC® user, what were some of the initial challenges of navigating that digital workflow?**

There's a lot of technique sensitivity with CEREC®. It requires you to put a lot more work into prep technique to figure out what you can and can't do. It was a good thing for me in terms of learning how to succeed with same-day dentistry and made me better prepared for next-level systems like glidewell.io.

## **What was it about glidewell.io that piqued your interest?**

In my case it was sheer luck. My office had plenty of experience with CEREC so I knew that digital dentistry was how I wanted to practice. But our company was moving away from the OmniCam scanner to iTero. Like

I touched on earlier, with OmniCam and the CEREC system there's just a lot more hoops to jump through to get the desired outcome. Then one day I happened to open an email from glidewell.io talking about the fastmill.io™ In-Office Mill. I thought to myself, 'I can mill fully sintered BruxZir® crowns with the iTero scanner I already own? That sounds amazing.'

## **What's your experience with digital dentistry in general?**

It's the next level of dentistry that not only makes your clinical life easier, but also more efficient. The accuracy that you get for your patients is incredible. If you're not working with digital technology in your practice, then you're just not doing anyone any favors. It's a simpler workflow and you don't have to be that tech-savvy to jump into it. For those who might not be there yet, trust





me when I say it's not a hard change. I'm by no means an IT expert, and it was easy enough for me to get on board. I certainly could never go back to an analog workflow — if someone took away all my digital stuff I would just retire.

### How was the training?

I still had to learn some new moves even though I had experience with same-day dentistry. But the learning curve was very short and very easy. The support behind it was great and I could easily dial a technician for help if needed. Plus, I got to go out to the Glidewell headquarters for the Advanced Course, which was great. I mean, what other company offers that type of one-on-one training?

### How has your practice benefited from using the glidewell.io In-Office Solution?

I'm the single-visit crown guy around here. Because of that, my client base is largely through word-of-mouth referrals. A lot of patients are surprised to find out that there is no second appointment, no temporary crown, and that they can get a new restoration in just one appointment. Once patients have had that service with a digital workflow,

they don't want to go back to the old ways. Plus, the number of materials that are compatible with the mill means that I have a lot of versatility for same-day treatment: BruxZir, Obsidian®, CAMouflage®, BioTemps®, crowns, bridges and temporaries can all be provided in no time at all. It's great to be able to offer that service and certainly gives my practice a competitive edge. Having glidewell.io also saves time for my assistants. They don't have to box up and sanitize and send off impressions in the mail and write up lab slips. We're saving time left and right.

### What material do you use the most?

The top two for me and my office would be BruxZir NOW and Obsidian crowns.

### How many crowns do you mill in a month now versus when you just started?

At first it was in the 30-40 range. Right now, I mill over 60 restorations on average in a month. The more you use glidewell.io, the more comfortable you become with the equipment and the clinical possibilities you open up. You become a lot more efficient. Just this morning, I had a patient come in at 8:00

am, and by 9:30 am she was on her way home with a new crown — that includes scanning, prepping, designing, milling and delivering.

### How has AI helped you during the design stage?

The AI makes crown design as easy as possible. Once you scan, if there's a partial you need to fit to, or tooth anatomy you want to copy, there's a whole database of millions of scans at your fingertips and the AI automatically generates a crown proposal whether its 4, 6 or 8 units or more. The versatility is great.

### How has glidewell.io changed in the five years since you've been using it?

Everything has improved. When I first started, I was a lot more hands-on with smoothing, tweaking, and adjusting the contours and contacts. Now I just click the design button and AI just takes care of it. Every now and then I'll add a light touch but for the most part I just make sure the margins look good and let the mill go to work.

### Are there any specific benefits as a DSO member?



Because I'm part of a DSO, we get the benefit of preferred pricing on Glidewell products. And even with the discounts I get from restorations I prescribe from my lab, I'm saving money on my lab bill using glidewell.io. But beyond that, glidewell.io will help any doctor whether it's a private practice or a DSO.

**Overall has the system been a good return on your investment?**

It's like a math equation in the sense that its use is proportional to your savings. You have to consider how valuable your chair time is, how many crowns you're doing, and your lab bill. When someone comes back for a crown delivery, it's not like you're charging for that additional appointment. That's

chair time that doesn't get factored into your bottom line. Delivering crowns in a single appointment frees up so much time, which in turn, saves money. Not to mention that the amount of money it costs to mill a crown is less than half of what you would spend on lab fees. In the first year alone of switching from CEREC to glidewell.io, I saved my office \$80,000. Even now I'm still saving \$45,000-\$55,000 a year over my DSO colleagues who don't use glidewell.io.

**What would you say to any doctor out there reading this who might be hesitant about going digital?**

Having been practicing for over 30 years now, I couldn't imagine not doing

this. Having this workflow keeps me fresh and efficient. It's a pleasure to work on these cases, to learn these techniques and new procedures. Anybody who thinks it might be expensive or hard, I would urge to consider the return on investment. It's really that simple. Go online and see how it works, ask a colleague who uses glidewell.io, ask questions and research it and see how it fits into your workflow. I use it every day. Demand was so high that I ended up buying a second mill. That's how I milled seven units today, and that's just before lunch. **END**





# GLIDEWELL.IO™ USER STORIES: A Q&A WITH DRS. SANDEEP PATEL AND DARSHAN PATEL



**S**andeep Patel, DDS, FAGD, and Darshan Patel, DMD, run Daytona Dental in Daytona Beach, FL. As the owners of two mills and two scanners, they know the positive impact that a digital workflow can make. We took the opportunity to talk to them about their experience with the glidewell.io™ In-Office Solution and how their practice is benefiting from same-day results.

## **What was your experience with digital dentistry prior to purchasing the glidewell.io™ In-Office Solution?**

**Sandeep:** I graduated from dental school in 2009, and that's when digital was first coming around. In fact, my class may have been one of the first that designed and milled a crown using a milling machine. But overall, we really didn't get that much exposure to it since it was such a new concept. Over the years I saw the technology in digital dentistry evolve to the point where I decided to get my first scanner about five years ago. Then we got our fastmill.io™ In-Office Mill a couple years after that.

**Darshan:** My experience is very similar. I graduated in 2019, ten years after Sandeep did. Digital dentistry was still very difficult even though it was only four years ago. A lot of it has to do with schooling and how much education the teachers give you. I had no experience with digital until about two years ago. I didn't know how scanning worked; I didn't know how milling a crown worked. A lot of what digital dentistry can offer seems hard to believe because it's all concepts we weren't trained on in school. We're taught to always send cases to a lab to make a crown. When I started working with Sandeep I was introduced to the glidewell.io system and saw everything it can do. Now, I would never look back.

## **What made you interested in digital dentistry and glidewell.io?**

**Sandeep:** Digital technology is improving lives and outcomes all over the world. You can't fight it. So, I started asking myself how it can be used to improve dentistry. That's when I really started becoming interested. I was at the Florida Dental Convention and stopped by the glidewell.io booth and was impressed with what I saw. At the time I was tired of using temporaries and waiting for lab work, and already thinking about getting an in-office mill. When I saw glidewell.io in person, I knew I had to have it.



**Darshan:** A lot of dentists are doing themselves a disservice by not going digital. The ability to design and create your own crowns is a gamechanger. It's better for the patient, better for the doctor, and you don't have to worry about a temporary coming off.

### **What was the training like for showing your practice how to use the mill?**

**Sandeep:** It was amazing! The Glidewell team trained us both on-site and remotely. The transition felt easy because we had already been using a Medit scanner. Since glidewell.io is an open system, it was compatible with the equipment we already owned and didn't have to learn a completely new system.

### **What's the support like? Have you had cases where you needed to get remote help or call a technician?**

**Sandeep:** All the time! We're on a first-name basis with the support guys. They're my heroes, we use them all the time.

**Darshan:** When we first started designing crowns, the AI in the system wasn't as strong as it is now. With the machine-learning algorithm and CrownAI™, the more users there are, the more expansive the database becomes. Now that there's so many more doctors using glidewell.io, the AI is a lot more sophisticated. Designing a crown is a slam dunk every time. Anyone thinking about going digital with glidewell.io now has an easier learning curve than ever before.

### **Some dentists like to have more control over the crowns, and other doctors use AI all the way for the design features. What type of workflow do you prefer?**



**Sandeep:** We've designed our crowns from the beginning. We take the time to do it ourselves because it helps us become better dentists. I know that some doctors have an assistant scan the patient and mark the margins, and there's nothing wrong with that, we just enjoy the process of taking a more hands-on approach. That way we're more familiar with the anatomy of the patient's teeth when it comes time to do a prep. That's the beauty of glidewell.io — you can take on as much of the responsibility as you want to.

**Darshan:** Since the patient is confident in our ability to provide same-day dentistry, it makes sense that we

should be the ones designing and adjusting the crown. This system gives us the opportunity to control the restorative outcome, and it's awesome to be able to do that.

### **How many crowns do you mill in-office per month, and what materials do you mostly use?**

**Sandeep:** Probably around 60-70. Most of our milled cases are BruxZir® single-unit crowns.

**Darshan:** About 95% of our cases are milled in-house. Even our A1, A2, and A3 bridges we mill ourselves.



## What are the advantages of owning glidewell.io to both your patients and to your staff?

**Sandeep:** Our patients are amazed at the fact that they can walk out with a permanent crown in one appointment. Our staff love it too, and any time you can make their lives easier with technology it means more success for us, and ultimately, the patient.

**Darshan:** Anything we can do to reduce the amount of chair time is a win. With glidewell.io, it's great that patients don't have to get numbed twice. We always want to get them out of the temporary and into a permanent as quickly as possible, but sometimes it just doesn't work out that way. A lot of patients are afraid of needles, so reducing that experience is something that they tell their friends and family about, which means more business for

us. Plus, we don't need our staff to flip the room over as much, which reduces our overhead costs. That means we get to save even more money by reducing the amount of supplies we need to order.

## Why do you think a lot of doctors are hesitant about going digital?

**Sandeep:** The biggest hurdle is just learning something new. For a dentist whose been working the same way for a whole career, change can be difficult — but it's worth it. With glidewell.io in our office, the convenience factor makes the money factor a non-issue. Our lab bill is reduced, and the system practically pays for itself.

**Darshan:** Some people approach the cost from the perspective that they must do a certain amount of crowns before they break even. But

that's if you only consider the lab bill. You also need to consider the time and money spent putting in temporaries, the acrylic you have to buy, the time you have to spend driving to the office or employing staff. A lot of the money you save with glidewell.io boils down to intangible costs.

## What would you say to doctors who are interested in learning more about same-day dentistry?

**Sandeep:** I would one hundred percent recommend this workflow and the glidewell.io system.

**Darshan:** Anyone who says they can't learn how to use glidewell.io technology — that's false. If you know how to prep a crown, then you can design a crown. It really is that simple. **END**





# GLIDEWELL.IO™ USER STORIES: A Q&A WITH DR. THOMAS FUCHS



**T**homas Fuchs, DMD, opened Fuchs Family Dental in Louisville, Kentucky in 1986, specializing in restorative and cosmetic dentistry. After experimenting with digital dentistry through CEREC® for several years without seeing a significant return on investment, Dr. Fuchs decided to invest in the glidewell.io™ In-Office Solution in 2019. We took the opportunity to talk to him about his experience owning two chairside mills, and how his practice is seeing higher revenue thanks to a digital workflow.

## **What was your experience with digital dentistry prior to acquiring the glidewell.io™ In-Office Solution?**

My experience goes back to 1991, when I was the first dentist in the Louisville area to own a CEREC® system. I loved the idea of same-day restorations, and I was very good with the design and fabrication of inlays and onlays. As the technology improved, I thought that the fee CEREC was asking for to upgrade was ridiculous. With being the first of its kind, the initial cost was already very expensive — upwards of \$70,000. And after spending nearly \$100,000 with initial costs and upgrades, I eventually put it in the closet to keep me from throwing more money at it and never used it again. In my experience, it didn't have good service and support. But more importantly, there wasn't a good long-term return on investment.

## **What made you interested in glidewell.io?**

In 2019 I had a conversation with a colleague who had been using glidewell.io and the fastmill.io™ In-Office Mill with great success. He convinced me to get back into digital dentistry, and I can say that I'm extremely happy that I made the decision to jump back in when I did.

## **How have your patients responded to same-day treatment?**

We only get positive feedback for our same-day services, especially for crowns. Patients absolutely love the results, not to mention they are also fascinated by the technology. They are thrilled to not have to have impressions taken, and then wait up to two weeks

on a crown from the lab. Every patient says that coming to my practice is so much more worth it. Because we can give our patients same-day treatments, almost every patient who has a crown placed at my practice ends up referring another patient or two.

## **How has this technology changed your workflow?**

We are a six-chair practice with two mills and two scanners — so we're very busy. This technology allows my staff and I to spend more time producing and less time on appointments. That means better efficiency and more revenue for the practice. Because the staff enjoys the technology as much as the patients do, I find them to be energized and excited to talk with patients about the process and service — which in turn helps increase case acceptance.





Since acquiring this technology, I have also expanded my practice. Before, it was just eight staff members. Now I have an associate dentist and 13 staff members.

**How has this tool helped you make a great return on your investment?**

The ROI with glidewell.io has been significant. It really is the gift that keeps on giving. Because our lab bills are a fraction of what they used to be, having our fastmill.io has been a continuous reward that allows us to reinvest in our practice over and over again.

**At what point did you consider that a second mill would be beneficial?**

When I realized how popular this technology was with my patients, I purchased a second mill to keep up with demand. With two mills running I have a better workflow because I no longer have to schedule patients back-to-back.



**How has owning two mills affected your revenue?**

My revenue coming from crown restorations has literally doubled. Rather than filling a second chair with a filling or two, I'm able to produce twice as many crowns throughout the day.

**A lot of doctors are still very hesitant about adopting digital tools in their workflow. What would you say to them about the financial benefits of digital dentistry and glidewell.io?**

To anyone considering digital dentistry and partnering with glidewell.io, I encourage you to give it a try! This technology helps you reinvent yourself and your practice with an energy that is contagious to staff and patients alike. Patients love knowing their provider is staying ahead of the curve through technology, and they will undoubtedly refer you to friends and relatives. **END**





# A Great First Impression:

## A fastscan.io™ Scanning Solution Clinic Report



by Joshua Prentice, DDS  
*Private Practitioner  
Bend, Oregon*

**W**hen I was in the market for an additional scanner to meet the demands of my growing practice, I knew that the fastscan.io™ Scanning Solution would make a great addition to my digital workflow. With an affordable price, excellent support and seamless integration with my fastmill.io™ In-Office Mill units, fastscan.io proved to be exactly what I was looking for. What follows is my own experience using this intraoral scanner regularly in my restorative practice and how it can benefit clinicians no matter where they are on their digital dentistry journey.



*The fastscan.io Scanning Solution connects seamlessly with my glidewell.io™ In-Office Solution system. Having a direct connection to Glidewell makes my workflow simpler and faster than ever.*



*Intuitive software makes the scanning process remarkably easy to learn.*

## EASE OF USE

Out of the box, the device feels great to handle. It's noticeably lighter than any scanner I've owned in the past and has an ergonomic design that feels comfortable in the hand. I chose the wireless version for the added portability, and I love the fact that on one charge I can get a full day of use. If I forget to charge the battery at the end of the day, in the morning I can swap it out with one of the two extra rechargeable batteries included with the scanner. The imaging software automatically pieces together different parts of the mouth into a single scan, giving me flexibility to scan from any angle. If I'm interrupted during a scan, I can pick up from the region I left off without having to retrace my steps. Thanks to its high-speed 70 FPS camera tip, I can easily complete a full-arch scan in less than a minute, creating a full-color digital impression of the mouth with all the details needed for a perfect restoration. In fact, the fastscan.io Scanning Solution is so intuitive that my team is empowered with the ability to take digital impressions for me. Even with minimal training, they get a great scan every time.

## SUPPORT

When considering new equipment for my practice, the amount of training and support included with the product plays a vital role in my decision. And with fastscan.io, the amount of assistance available to me was impressive. From setting up the device to troubleshooting the cart and computer, the Customer Technical Support team at Glidewell was available via text, chat, email or phone to provide assistance if needed. Clinicians who might be hesitant about the learning curve of new technology can also take advantage of a free one-on-one virtual training session with a Glidewell representative. When I had issues with previous scanners

in the past, asking for help meant having to navigate automated customer service systems or overseas call centers. Knowing that fastscan.io is backed by support from actual Glidewell technicians gives it a tremendous advantage over other scanners.

## PRICE

For its combination of quality and value, there's no other option available on the market that matches what fastscan.io delivers. Having no subscription or licensing fees makes it attractive to any dentist, and the fact that it comes bundled with a portable cart and laptop makes it an especially great starting point for newcomers to digital dentistry. But the real value is in the long-term savings I get by sending cases digitally with fastscan.io: Glidewell offers \$20 savings per unit on all-ceramic model-less restorations and \$40 per unit on screw-retained crowns and custom implant abutments. In addition, I only pay a one-way shipping fee, saving me \$9 versus cases requiring a physical impression. Considering how much money I've saved in the past six months with fastscan.io, the scanner practically pays for itself.

## FEATURES

The fastscan.io Scanning Solution comes installed with a range of proprietary Medit® apps (Medit Corporation; Seoul, Republic of Korea) that prove useful in a clinical setting. Smile Design and Ortho Simulation can show patients what their future smile could look like with treatment, while Medit Analysis can be used to conduct model-less digital restoration fitting tests. But my favorite feature of the fastscan.io Scanning Solution is the ability to export scans in full color. Designing a crown without color, like I used to with my





*Knowing that I can contact a Glidewell Customer Technical Support team member for assistance is invaluable.*



*The ability to work with full-color scans gives fastscan.io a big advantage over any intraoral scanner I've used before.*

previous scanner, can be a challenge because it's harder to accurately mark where the edge of the restoration should be. Because fastscan.io renders scans in a vivid color gradient that highlights every tooth's unique morphology, it's easier to find discrepancies in the scan — simplifying the design stage. The clinical benefit is better margins, a better fit, and higher quality restorations for the patient with fewer adjustments. In fact, I used fastscan.io on 50 cases during my first month and only had to make two adjustments.

## COMPATIBILITY

When it comes to using a digital workflow with the glidewell.io In-Office Solution, I'm all in. The benefits of glidewell.io have been so tremendous that I even added two more fastmill.io In-Office Mill units to my practice. From designing crowns with the fastdesign.io™ Software and Design Station to milling my own same-visit crowns with the fastmill.io, the fastscan.io Scanning Solution is the last piece of the puzzle to make my glidewell.io workflow as simple and seamless as possible. But doctors who want the flexibility to choose their digital workflow from a variety of leading manufacturers can also benefit from owning fastscan.io. Thanks to an open system design, the scanner is compatible with virtually all major software and hardware used in a clinical setting. Although I recommend using Glidewell's digital savings, doctors do have the freedom to send cases to their lab of choice.

## CONCLUSION

Any restorative-driven practice will benefit from the accuracy and precision offered by the fastscan.io Scanning Solution. And at a fraction of the price of other scanners on the market, it's a great way to start your digital dentistry



*The fastscan.io Scanning Solution outperforms its competitors at a fraction of the cost.*

journey or optimize your practice with an additional scanner. It's easy to use and comes with great support. Plus, with the potential for long-term savings by sending digital impressions to Glidewell, I would recommend the fastscan.io Scanning Solution as a great addition to any practice. **END**



# A glidewell.io™ Practice Report



## Impressing Even the Most Tech-Savvy of Doctors

Interview with Thomas J. Rolfes, DDS

**D**r. Thomas Rolfes of Smiles4OC in Costa Mesa, California, is among those doctors who embrace all the latest developments in dental technology. In fact, Dr. Rolfes and his team have a reputation in their community for being the first to implement a variety of new technologies to enhance clinical outcomes and patient comfort. That's why we were eager to sit down with Dr. Rolfes and hear his thoughts about the glidewell.io™ In-Office Solution, a single-visit dentistry system designed for plug-and-play operation that's accessible to all dental practitioners, regardless of their digital know-how.

**CHAIRSIDE® MAGAZINE:** Dr. Rolfes, please tell us a bit about your education and background in dentistry.

**DR. THOMAS ROLFES:** It's been a pretty linear progression for me. I graduated from dental school in 1984, and my first position post-graduation was actually right here at Smiles4OC. Years ago, when this practice first opened, my mother was the first hygienist they ever hired. So it felt natural for me to join the team. In those days, we had just one senior doctor, who retired in 1986. At that point, I took over the practice.

**CM:** So you've been here at Smiles4OC for your whole dental

career. I'm sure you've seen the practice evolve quite a bit over time.

**TR:** Yes, we've grown exponentially since the year I took over. We've added a few specialists to the staff, and we've also grown from one doctor to four. About two years ago my son Tim joined the staff as our most recent doctor, so that's been exciting and a lot of fun.

**CM:** What types of procedures does your practice typically handle? Any particular areas of focus?

**TR:** We do pretty much everything. Our specialists, who rotate through on a regular schedule, include a maxillofacial surgeon and a periodontist. I

have an anesthesia license along with my dental license, so I do a lot of IV sedation, which means we take on quite a few major cases that tend to require that. We also place and restore a lot of dental implants. We just do a lot of dentistry. In fact, we're the team dentist for the Los Angeles Chargers, which is super fun and keeps us very busy, too, of course.

**CM:** That sounds like an interesting gig! What services does a team dentist handle? Do you fabricate the players' mouthguards and things like that?

**TR:** We do handle their preventive devices, absolutely. We're an official part of the team's medical staff, so



The fourth doctor to join the growing staff of Smiles4OC was Dr. Timothy Rolfes, the son of Dr. Thomas Rolfes. Here, Timothy (left) is shown with a happy patient (center) and a member of the Smiles4OC team (right).



we're on-site during their games, ready to help. We also treat the players and a number of people from the organization off the field, providing their regular dental care. The Chargers definitely appreciate the fact that we have the doctors, staff and proper equipment to handle all of their dental needs successfully.

**CM:** Speaking of equipment, I understand that the Smiles4OC team is known for being first out of the gate when it comes to trying out and implementing new technology as it comes to market.

**TR:** Yes, that's true. We've always embraced technology and been pretty cutting-edge. Right now, for example, we have numerous lasers we use, including several BIOLASE Waterlase® units (BIOLASE Technology; Irvine, Calif.), plus some diode lasers we use in our hygiene program, and a few other types. If it's good technology, we are very interested in it.

**CM:** I'm going to guess, then, that learning and implementing the glidewell.io In-Office Solution wasn't too much of a stretch for you or the staff.

**TR:** That's definitely true. I was on the design team for an intraoral scanner seven or eight years ago. The technology in those days wasn't that great, so the scanner I worked with then was nowhere near as good as the iTero Element®, especially when the iTero is paired with the glidewell.io workflow.

**CM:** Considering that context, we'd love to hear your thoughts about glidewell.io.

**TR:** Let me put it to you this way — 10 years ago, I didn't do a ton of business with Glidewell. I had used the same lab for years, and I didn't have any



*Dr. Thomas Rolfes, shown here in his practice with the fastmill.io™, is well-known for keeping his practice on the cutting edge when it comes to the latest in dental technology.*

reason to switch. Once in a while I'd need something I could source only from Glidewell, but otherwise, we barely crossed paths. However, I'm crisscrossing routes with Glidewell quite a lot these days. And it's all due to glidewell.io, particularly the digital workflow the system creates. It's completely flexible and incredibly easy to implement. The process that it creates in the practice is absolutely fabulous. Honestly, the workflow of glidewell.io has changed the way we practice dentistry completely. If we decide not to use the fastmill.io

In-Office Mill for cases that are larger or that require more complex esthetic work, then we just send the scans to the Glidewell digital team through the software interface, and they fabricate excellent restorations for us in the lab.

**CM:** Coming from a doctor who knows technology so well, your approval is a huge compliment for glidewell.io.

**TR:** The system is great. It's wonderful to know that when we've got a single-unit case on our hands, we can



*The flexible digital workflow of the glidewell.io In-Office Solution has allowed Dr. Rolfes and his team to provide the ultimate in convenient treatment to their patients.*

mill the restoration in-office in one appointment. We can even mill it with BruxZir® NOW milling blocks if we want to. Or, if the restoration requires it at any point in the process, we can just click and send the case along to Glidewell.

As I said, we use the laboratory at Glidewell constantly these days. At this point I wouldn't go back to my previous lab anyway, even if their prices were lower than Glidewell's — which they're not. Crowns that are produced through glidewell.io are faster and cheaper — but more importantly, they're better. Whichever workflow

we use, the resulting restorations fit and look great.

**CM:** In terms of the workflow within the office, does your staff get involved with designing or milling?

**TR:** Absolutely — our team members pretty much handle the whole thing at this point. The doctor working on the case will often go into fastdesign.io™ and mark the margins just to make sure that we've placed them exactly where we want them. But then we just turn the case over to the staff, who can always reach out to the Glidewell support team for help with

a design if they need it. The individuals on that support team, by the way, are easy to access and have provided a lot of assistance to our whole team. A member of our staff just makes a quick phone call, and the Glidewell tech can jump right into our system. The tech can adjust a couple of things in our design if they need to, and then we can load up a block and start milling just a few minutes later.

**CM:** What would you say have been the biggest, most influential benefits to your patients since you adopted glidewell.io?



**TR:** All of the benefits really stem from that one huge selling point: convenience. Let's say, for example, that a patient needs a lower molar replaced. We mill almost all of our lower molar restorations in-office these days, and patients are very grateful that we can provide these restorations in the same appointment. That's largely because the anesthesia required to work on those lower molars is difficult and uncomfortable. So the patients love it when we only have to administer

anesthesia to them once! They walk out with a finished product, they don't have to worry about breaking or losing a provisional, and they don't have to come back in a week or two and get more injections in the same spot where their mouth is probably still sore. We bypass all of that. It's wonderful for everyone involved.

**CM:** Are any patients ever tentative about the fact that your practice

offers same-visit services? Is there any preconception among the patients that a lab-made crown might be better than one made in your clinic?

**TR:** Never. And I can see how someone might think the patients could have that kind of reaction. But honestly, our practice has a pretty sterling reputation in the community for having great technology and using it to deliver great care. So our patients



*The whole team at Smiles4OC is trained in how to use the glidewell.io system to simplify and expedite the treatment process. If staff members have questions, they can instantly connect to Glidewell for one-on-one assistance.*



*Smiles4OC is known in its community for being the first to try out new dental technology. The doctors and staff alike are proud of their ambitious reputation and love learning how to use the latest tools to improve patient care.*

are very trusting, which is fantastic. Their thought process is usually such that, if we're using something new to treat them, it's probably because that new thing is really good technology. I've had people ask about the differences between in-office crowns and the traditional lab ones. But they're always very excited about doing it the new way instead.

**CM:** Are there any particular factors that you and your team look for when you're considering bringing a type of new technology on board?

**TR:** Definitely. First of all, I'll say that we're very thankful that our practice is large enough to allow for the experimentation. We can afford to try out the new tech and procedures

that interest us. We've also gotten really good at implementing new techniques into our day, which helps us avoid spending time going through a long learning curve before we can put the tools to use. We also do a lot of research on what we're buying, of course, before we decide.

Just in general, though, we try to make good decisions about what we purchase, and we base those decisions on whether the investment will help us get the best results possible for our patients. If it's going to result in faster or less expensive treatment, or just provide better results in any kind of way, we're interested. That's what gets us thinking about whether something is a good investment.

**CM:** That sounds like excellent and

**reasonable criteria for steering your way through as the industry continues to change so quickly.**

**TR:** Absolutely. And once we reach the point of interest, we run the numbers on long-term affordability and usefulness. In terms of those criteria, glidewell.io has been more than affordable — it's cut our costs and increased our profit because we're treating patients so quickly. It's also been incredibly useful — the digital workflow it creates has been a game changer for our practice. Our glidewell.io system paid for itself in less than a year. And that's the type of investment we're happy to make.

**CM:** Dr. Rolfes, thank you so much for sharing your insights.

**TR:** It's been my pleasure. **END**



# Fulfilling the Promise of **Single-Visit Dentistry** with the **glidewell.io**<sup>TM</sup> **In-Office Solution**

The promise of single-visit dentistry, much like the paperless office, has been much talked about yet infrequently realized. Cost, support and perhaps, most importantly, concerns about how to implement chairside technologies and workflows have hampered adoption. Too often it was left to those with the time and inclination to master complex design software and unforgiving workflows.



*At the 2019 Glidewell Symposium in Orlando, Florida, Dr. Cary LaCouture (seventh from right) and his team visited with President and CEO Jim Glidewell, CDT, (far left) and Glidewell clinician Dr. Justin Chi (far right). Dr. LaCouture and his team also took part in hands-on fastdesign.io™ training when they attended the symposium.*



*Glidewell provided Dr. LaCouture's team with advanced training in the use of the glidewell.io™ In-Office Solution. Now, the team members utilize a dedicated lab area to design and mill their single-visit restorations.*

But as we move toward a post-COVID-19 world, single-visit dentistry is no longer just for the “other” practice. Because the advantages to be had over traditional laboratory processes are going to be more important than ever for your patients.

Cary LaCouture, DDS, founder of Burning Tree Family Dentistry (Franktown, Colorado) and Creekside Dental (Parker, Colorado), first explored single-visit dentistry over 15 years ago. More recently, he incorporated the glidewell.io In-Office Solution into his practice.

“Our team has come to deeply appreciate the fastmill.io™ in so many ways,” he said. “Recently, we were open for emergency dental procedures only, and were able to perform a number

of restorative treatments at the initial appointment. Doing so saves us the time and expense of multiple operatory setups, of course. And patients really appreciate the convenience.”

He added, “Looking ahead, it’s safe to assume those cost and convenience factors will only become more critical. Because an incredibly high number of patients will have faced employment disruptions that will inhibit them from taking multiple days off from work. Fewer visits also mean a reduced risk of exposure for everyone involved.”

Dr. LaCouture’s decision to give single-visit dentistry a second try was influenced by three primary considerations.

First, the highly intelligent fastdesign.io Software demystified the restoration design process and made it accessible to both him and his team. Second, his developing relationship with the team at Glidewell gave him confidence that they would readily support him throughout the implementation process. Last — and by no means least — was the unique ability of the fastmill.io to produce fully sintered BruxZir® Zirconia restorations.

“BruxZir NOW is a real game changer,” Dr. LaCouture said. “I’m now able to mill premium zirconia restorations in-office, with no oven time or glazing required. Because BruxZir NOW is pre-sintered, an entire, time-intensive step in the CAD/CAM workflow is eliminated. We did our research, and no other chairside system can equal that.”



And with the release of BruxZir Esthetic NOW Milling Blocks, chairside zirconia restorations are not just for the posterior anymore.

“BruxZir Esthetic NOW offers the same combination of strength and beauty we would receive from the lab,” Dr. LaCouture said. “So we’re able to confidently provide single-visit zirconia restorations in the smile zone, too.”

Since bringing the glidewell.io In-Office Solution to both Burning Tree Family Dentistry and Creekside Dental in 2018, Dr. LaCouture and his team have milled almost 2,000 BruxZir NOW crowns.

He believes empowering and trusting your team is fundamental to the successful adoption of single-visit dentistry. “You don’t want a system that requires hours and hours of training or specialized skill to use. The glidewell.io system is intuitive enough for my whole staff to work with, and the support is there whenever needed. Like any other aspect of the practice, it’s my team working in unison that makes single-visit dentistry a reality.”

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**“BruxZir NOW is a real game changer. I’m now able to mill premium zirconia restorations in-office, with no oven time or glazing required. Because BruxZir NOW is pre-sintered, an entire, time-intensive step in the CAD/CAM workflow is eliminated.”**

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In their use of the glidewell.io In-Office Solution, Dr. LaCouture’s team has quickly become proficient at each step of the process, from the scan and design phases, to the milling of restorations. This allows him to focus on the prep and seating of cases, which makes for a more efficient practice — while also providing team members room for professional growth.

“As a dental restorative team, we’ve embraced a same-appointment workflow,” he said. “I don’t know that anything has galvanized our team more, as together we strive to deliver a smooth process for each patient. It’s fun!”

Dr. LaCouture’s team has visited Glidewell for advanced training, which is offered to all new customers approximately three months after their system is installed and they’ve completed their in-office training. Additionally, the team traveled together to Orlando, Florida, for the 2019 Glidewell Symposium, which included hands-on fastdesign.io training.

And how do patients respond to the new digital processes in the practice?

“Patients are so appreciative of the technology serving them,” Dr. LaCouture said. “Each patient typically receives a brief tour of our single-visit ‘fastmill’ process, and they love it!”

In the words of Brian Whitlock, a recent patient at Burning Tree Family Dentistry: “Awesome team and surprising talent in Franktown! I don’t normally write reviews, but Jenn, Liz, Lauren and Dr. LaCouture were fantastic, took me in without an appointment and got me out the same afternoon with a custom-made crown! Highly recommended.”

Looking beyond the practice, the extended team includes all of Glidewell’s support personnel — installation, training, technical support



*Dr. LaCouture’s staff members are committed to the success of their practices and take an active part in the process of fabricating chairside restorations.*

and lab operations, to name just a few. According to Dr. LaCouture, “It’s all about the relationship with and support of the team at the lab, which is fully committed to the practice’s success.”

Designed and manufactured in the USA using the expertise of Glidewell’s extensive R&D and engineering resources, glidewell.io brings the capabilities of the lab to the practice while also providing a seamless link for more complex and time-consuming cases. And as a manufacturer-direct solution, the cost of the glidewell.io In-Office Solution is over \$70,000 less than the traditional market leader, and over \$20,000 less than other industry options.

In Dr. LaCouture’s estimation, “Initial expense is no longer a significant barrier to entry. With attractive financing options and immediate lab savings on every case, Glidewell offers a flexible CAD/CAM solution that can pay for itself quickly and well into the digital future — which appears to be a lot closer than it once did.” **END**

# My First 60 Days: A glidewell.io™ Practice Report

**Interview with Michael D. Buck, DDS**

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**W**hen a practice decides to invest in the glidewell.io™ In-Office Solution, the process of delivering same-visit crowns starts immediately. A team of skilled Glidewell technicians arrives on-site and spends the day with the doctors and team, setting up the system and providing thorough training. Typically, new glidewell.io users produce an average of 25 in-office crowns within their first 60 days of ownership.

And then there's Dr. Michael Buck of Creston, Iowa, who took things to a whole new level. Dr. Buck and his team at Buck Family Dentistry recently broke the curve among new users with an impressive count of 56 same-visit restorations successfully designed, milled and delivered within two months of their glidewell.io purchase. With that information in mind, we knew it was time to sit down with Dr. Buck and learn more about exactly how those record-setting first 60 days unfolded.

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**Dr. Buck and his team at Buck Family Dentistry recently broke the curve among new users with an impressive count of 56 same-visit restorations successfully designed, milled and delivered within two months of their glidewell.io purchase.**



**CHAIRSIDE® MAGAZINE:** Dr. Buck, please tell us a bit about yourself and your background, as well as the background of Buck Family Dentistry.

**DR. MICHAEL BUCK:** I grew up right here in Creston, Iowa, where my father is also a dentist and has had a practice for many years. I went to the University of Iowa for my undergraduate degree and dental school. In 2013 I purchased a practice back here in Creston, and one year later my father and I combined our practices to open Buck Family Dentistry. We've been practicing together here in Creston ever since, providing general dentistry to patients of all ages.



*Dr. Michael Buck (right) and his father, Dr. Dave Buck (left), own and operate Buck Family Dentistry in Creston, Iowa. The doctors and staff at the practice have adapted quickly and successfully to the glidewell.io In-Office Solution, producing nearly twice as many crowns as average in their first two months with the system.*

**CM:** Where do your patients tend to come from? I know Creston is a fairly small town.

**MB:** Creston itself is probably around 8,000 people, but we keep very busy because we serve the surrounding communities as well. I would say we draw patients from as far as 30 miles away.

**CM:** What led you to the decision to invest in glidewell.io?

**MB:** I'd been a customer of Glidewell since 2013, and they have always given me great service. The services they provided were always extremely high-quality. Then, sometime late last year, I received correspondence from the glidewell.io team introducing the system, and I was interested. At one point Dr. Justin Chi at Glidewell used glidewell.io to create a crown for one of my patients and sent it to me. Seeing the great results for myself, along with the positive relationship I already had with the lab, convinced me that I was ready to go.

**CM:** Had your patients been requesting same-visit crowns?

**MB:** I've always paid attention to



*Dr. Buck's decision to add glidewell.io and same-visit crowns to the services offered by Buck Family Dentistry was driven by his awareness of how quickly digital dentistry is growing, and by his end goal of providing the best in care to patients in the most convenient way possible.*

what's newest in digital dentistry, and I've known for a while that it's just getting better and better. Very soon, if not already, patients will be seeking out same-visit restorations and expecting it from their doctors. So honestly, I made the investment as a benefit to our patients more than anything. We always want to be capable of giving them the best quality care in a way that works best for them.

**CM:** That's becoming a fairly common reason why doctors are looking to glidewell.io: They're real-

izing that digital technology is here to stay, and patients will soon be expecting same-visit crowns.

**MB:** Exactly. You get that feeling of, "I'd better keep up or I might be left behind."

**CM:** Let's discuss those first 60 days you had with glidewell.io officially installed in your practice. I know the implementation team was there on-site on the first day to perform the installation and train your team. How did that day go for all of you?



*Dr. Buck was familiar with the process of digital scanning and the use of the iTero Element® intraoral scanner, but the rest of the technology behind glidewell.io was new to him and his staff. This didn't dim his enthusiasm for the capabilities of the technology and the possibilities it opened up for patient treatment.*

**MB:** I thought it was very streamlined, efficient and hugely beneficial for us. The in-person support and training, and the help from the implementation team in general, was fantastic. They were very good. Most of it was entirely new to the staff, but I'd been on the glidewell.io website beforehand watching all of Dr. Chi's videos on how he uses the system, so I felt well prepared myself. But the Glidewell team did such a great job while they were here that the team was really surprised and happy with how user-friendly glidewell.io ended up being for them.

**CM:** Did you have previous experience with digital technology, like an intraoral scanner?

**MB:** Yes, we did have an iTero Element scanner for about a year before we bought glidewell.io. So all of us were used to scanning patients and creating digital impressions. But none

of us had ever worked with in-office designing or milling.

**CM:** When the setup and training were over and the implementation team left, did you all feel ready to go it alone?

**MB:** You know, I think there are always butterflies or anxiety with something this new, and there's always that moment when you have the first patient in the chair and you're thinking: "Is this going to work? Will we be able to do this?" But I felt pretty confident we knew what we needed to know. I was definitely confident in the technology and its capabilities, and everyone else latched onto my confidence quickly.

**CM:** No unexpected mishaps or anything, then?

**MB:** Not yet! Honestly, we haven't had to call in for support other than one or two bumps we had that were just user

errors. At one point, for example, I put the wrong milling block in the mill. The bur didn't like that, so it threw an error message at me. But that was the only unexpected moment we've had, and that was solved with one quick phone call to the glidewell.io support team.

**CM:** It sounds like you were off and running pretty quickly toward that "56 in 60 days" achievement.

**MB:** I was definitely onboard immediately, and so was my father, Dr. Dave Buck. The main thing was that I really wanted to get the most out of the technology, so right off the bat I was ready to get going. And the end result of the enthusiasm and the great training was that all of us ended up jumping in with both feet. We were successfully doing onlays and crowns right away.

**CM:** You mentioned that you were already using digital scanning in the practice, but that the rest of this technology was a whole new addition to your workflow. Tell us a little about how this addition changed the shape of the workday for you and the team.

**MB:** The question on everyone's minds was how same-visit dentistry would actually work for us in real life, and what that would look like. Everyone, from the front desk to the assistants, had some anxieties about how our workday would change, but we adapted really well as soon as we saw how simple the process itself was going to be.

**CM:** Did anything surprise you during those first 60 days by being easier, or more challenging, than you'd expected?

**MB:** I was very pleasantly surprised at how easy the design process with the fastdesign.io™ Software actually is. You just mark your margins and then



click to generate the design proposal. The designs that come back from the software are very precise and don't need much, if any, adjustment, other than a couple of times when maybe we decide to tweak the contacts. But that whole process takes just a couple of minutes, and then it's a just a matter of pushing one more button to review and send the design to the mill. It's all very straightforward and fast.

**CM:** Straightforward and fast is definitely the ideal goal.

**MB:** Absolutely. One bit of information that stuck with me, which I heard both in Dr. Chi's videos on the website and from the implementation team, was that if you are spending more than five minutes making tweaks to that auto-generated proposal, then you're probably making it too complicated. I've used that as my guide for the designing process, and it's absolutely true.

**CM:** Dr. Buck, considering your success in adopting and adapting to glidewell.io, what advice would you offer to doctors who are considering the system, but are concerned about the timeframe for training or the workflow changes required for implementation?

**MB:** I would encourage them and let them know that, yes, integrating the system into your practice does have a learning curve. Most new things do. However, once you get going, you realize pretty quickly that the curve isn't as steep as you'd thought. I'd highly encourage anyone considering purchasing glidewell.io to do so.

**CM:** Thank you so much for your time, and congratulations on your achievements with glidewell.io.

**MB:** We consider glidewell.io to be a huge success in our office. Thank you so much. **END**



*Despite initial anxieties about the learning curve, the team at Buck Family Dentistry quickly became proficient users of glidewell.io. Between the on-site training provided by Glidewell and the enthusiasm of Dr. Michael Buck (right), they found themselves setting a record for crown production in the first two months of use.*



*The assistants at Buck Family Dentistry have quickly become adept with glidewell.io and are continuously working to maximize the efficiency of their workflow.*



*The process of designing crowns with fastdesign.io was pleasantly simple and streamlined for Dr. Buck. He stands by something he learned from the Glidewell team during the training process: If he finds himself spending more than five minutes adjusting an automated design proposal, he's overthinking it.*

# ADDITIONAL GLIDEWELL.IO USER SPOTLIGHT ARTICLES

Over the years, many glidewell.io users have shared their digital dentistry journey and experiences with third-party publications. We put together some of our favorite interviews and articles below to give you a better perspective of what it means to be part of the glidewell.io community.



## “Same-Day Dentistry for All”

Dr. Eric Seidel, *Dental Product Shoppers*, June 2023, pg. 83

<https://indd.adobe.com/view/ed726efb-0a51-46df-88e1-dc0dd5e408ad?submissionGuid=679db977-08ed-47bd-ab95-f0bb99900b74>

## “In-Office Milling Benefits Practices and Patients”

ft. Drs. Andy and Natalie Droel, *Inside Dentistry*, July 2022

<https://www.aegisdentalnetwork.com/adn/id/2022/07/in-office-milling-benefits-practices-and-patients>



## “Glidewell’s fastscan.io™ Offers a Convenient Path to Digital Dentistry”

ft. Dr. Jonathan Enright, *Compendium*, March 2024

<https://www.aegisdentalnetwork.com/cced/2024/03/glidewell-s-fastscan-io-offers-a-convenient-path-to-digital-dentistry>

## “How This Dentist Changed His Digital Workflow During COVID-19”

ft. Dr. Bill Kotonias, *DrBicuspid.com*, Dec. 2020

<https://www.drbcuspids.com/index.aspx?sec=sup&sub=cad&pag=dis&ItemID=327730>



## “Why Investing in Technology During a Pandemic was the Right Move for This Dentist”

ft. Dr. Johnasina Cummings, *DrBicuspid.com*, Oct. 2020

<https://www.drbcuspids.com/index.aspx?sec=sup&sub=cad&pag=dis&ItemID=327381>

## “How an Open CAD/CAM System and the Digital Workflow Benefits This California Dentist”

ft. Dr. Chris Petrush, *DrBicuspid.com*, Aug. 2020

<https://www.drbcuspids.com/index.aspx?sec=sup&sub=cad&pag=dis&ItemID=327032>





# HEAR FROM OTHER USERS



*“We chose glidewell.io for the faster milling process, no need for an oven, and the ability to mill BruxZir crowns chairside — having live support is also brilliant”*

– **Daniel Hostrander, DDS** | Charlotte, NC  
glidewell.io user since 2022



**Cecilia C. Diaz, DDS** | Tampa, FL  
glidewell.io user since 2018



**Zachary Jones, DMD** | Cary, NC  
glidewell.io user since 2021



**Dr. Manvir Anand, DDS** | Austin, TX  
glidewell.io user since 2022



*“We enjoyed our training... and I feel confident that I can use the system on my own and I am excited to integrate glidewell.io™ for all of my restorative patients.”*

– **Dr. Charles Ferzli** | Cary, NC  
glidewell.io user since 2019

# THANK YOU

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