

IN THE LABORATORY

A new kind of partnership

Getting closer to dentists and patients

José de San José González, MDT, started González Zahntechnik in 1999. Today, this state-of-the-art laboratory specializes in individual dental solutions and takes pride in its proactive approach to supporting dentists and patients. González shares his reflections and unique perspective with us.

FIVE YEARS FROM NOW, WHAT WILL BE THE BIGGEST CHALLENGES FOR DENTAL LABORATORIES?

Various areas come to mind here, first the issue of “recorded production methods”: dental laboratories such as ourselves must, in the near future, be able to provide consistent, reproducible quality on a much more regular basis, even with changing economic and technological specifications. In my business, I decided to use quality management at a very early stage, and today we are ISO 9001:2008 certified. The ability to plan and work virtually – including a virtual articulator – will certainly have a very strong influence on these quality requirements.

The use of non-precious metals in implant technology is also a challenge. Today, we are already working with different alloys for larger restorations. We have long been working on records in order to make results as reproducible as possible.

In my opinion, dental laboratories that want to be successful must also support the dentist in his/her daily patient consultations. The complexity of the work requires team effort more than ever.

When all these challenges are combined, this leads to perhaps the greatest challenge of all: we must ensure that we always have well trained specialists and technicians.

FACTS IN BRIEF

FOUNDED: 1999
LOCATION: Weinheim, Germany
NUMBER OF EMPLOYEES: 12
DENTAL RESTORATIONS/YEAR:
approx. 1,700 (including repairs)

WHAT ARE THE INTERESTING TRENDS IN THE FIELD OF IMPLANT-SUPPORTED RESTORATIONS?

One of the most important trends is 3D planning in implant prosthetics. And the advent of CAD/CAM devices – and increasingly CAD software – is without doubt one of the most important developments. Another important trend is the



José de San José González, MDT, in his state-of-the-art dental laboratory.

manufacturing of customized patient-specific abutments.

It will be increasingly important in the future for dental technicians to offer fast and simple manufacturing methods with economic aspects simultaneously in mind. At the same time, functional and esthetic requirements must not suffer. Atlantis™ abutments are a very good way of combining these two aspects of functional and esthetic quality.

WHAT ARE YOUR CUSTOMERS SAYING ABOUT ATLANTIS™?

Many of my customers request these abutments, because they bring additional benefits for the patient. At first glance, the laboratory sees the outlay as higher and therefore more expensive, but the savings in terms of materials and time mean that this technology is ultimately more economical compared to standard abutments. Many dentists report to me, for example, that they have achieved optimal results with non-parallel implants. That is a situation in which the use of individ-



The laboratory is located in Weinheim, Germany. Every year the laboratory performs approximately 1,700 dental restorations.

ually produced abutments obviously offers great advantages, producing great esthetic results irrespective of whether it was a routine case or an unusually difficult initial situation.

WHY DID YOU CHOOSE ATLANTIS™ AS YOUR PRIMARY CAD/CAM SOLUTION, WHEN THERE ARE SO MANY AVAILABLE?

I am in favor of the simplicity of the Atlantis™ process: make a case model, enter the order in Atlantis™ WebOrder and receive an optimally designed abutment. And the result remains optimal with a very good price-performance ratio.

HOW HAS USING ATLANTIS™ AFFECTED PRODUCTIVITY AND YOUR BUSINESS AS A WHOLE?

A faster process means that we are ultimately able to work more economically. The abutment is designed virtually and can be checked at any time. We also have a considerably reduced material consumption.

Using patient-specific abutments as a primary solution for our implant cases means that we make enormous savings on time and material. Just think of the additional resource and time if we have to model and cast each stock abutment so it can be utilized to support the final restoration.

On the whole, I believe that with the Atlantis™ CAD/CAM abutments, we can provide better esthetics and function, while making considerable savings on material and time. It is convenient for me that Atlantis™ is available for all major implant systems, and I find



At the heart of it all – the employees at González Zahntechnik.

that the results are always equally good no matter the implant system.

HOW MUCH OF YOUR BUSINESS CONSISTS OF ASTRA TECH IMPLANTS AND ATLANTIS™ ABUTMENTS?

Six years ago, I was barely familiar with Astra Tech, and today 70 percent of my work is with Astra Tech implants, and 95 percent of that is on Atlantis™ abutments. I attempt to find Atlantis™ solutions for the remaining 30 percent using other implant systems. For me, the future very clearly lies in using abutments that are customized individually for every patient. ■

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Learn more about Atlantis™ patient-specific abutments on p 25.