

# The more I do. The more you do.

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we can be more productive.

**Insights:  
Integrated  
Endo**



THE DENTAL  
SOLUTIONS  
COMPANY™


 **Dentsply  
Sirona**

**Dear reader,**

First of all, let me say thank you for downloading this document and for showing interest in the integrated features of Intego. Whatever the reason why you downloaded this content – whether you are looking at replacing an old treatment unit, renewing your existing Dentsply Sirona treatment center, or you simply want to know more about what the market has to offer, you will find in this interview some fascinatingly direct and frank statements from one dentist to another about the benefits of having integrated endodontic features.

Of course, we would be delighted if you decided to choose Intego or Intego Pro. But the purpose of this document is not to bombard you with sales patter, but to let you find out for yourself, whether Intego really is as good as we believe it to be. Enjoy the read, and please let us know what you think on Social Media! #dentsplysirona

All the best,  
Dentsply Sirona Team



Let us know what  
you think:  
#dentsplysirona

# Insights: Integrated Endo

> **Have you ever met someone who enjoyed a root canal treatment? Me neither.** Read about why patients think endodontic treatments are an unpleasant experience and what can be done to bust this myth.

**DS: Dr. Katalinić, thank you so much for agreeing to do this interview. We look forward to sharing your thoughts. Our topic is one that makes a lot of people uncomfortable just thinking about it: root canals. Can I start by asking you what do you do to decrease your patients' stress level and anxiety before an endodontic treatment?**

**Dr. Ivan Katalinić:** It's never a pleasant thing to do an endodontic treatment, I agree. What I try to do is explain the whole procedure to my patients. The biggest problem is when a doctor treats a patient as an object and treats him or her as if on a conveyor belt. Even if you're a top expert in your field, you won't get a lot of patients talking positively about the experience. They might say "he saved my tooth", but everything to do with the treatment was unpleasant. I put myself in the position of the patient and I try to explain what will happen, what the options are – all the pros and cons that can result from this treatment.

With in-house diagnostic tools\*, you can take an image and explain to the patient visually what happens and what is going on inside his or her tooth. This makes it much easier for the patient to understand what I as a dentist can do to save the tooth.

**DS: Do you feel your patients accept the endodontic treatment better if you explain it well?**

**Dr. Ivan Katalinić:** Yes, certainly. Of course, the price is important for some patients, but the people who come to my practice don't mind the price. They want to feel comfortable. Sometimes I even spend half an hour just speaking with the patient, explaining everything – and then if we still have time, we start the treatment immediately. If not, we make a new appointment.

Interview with  
Dr. Ivan Katalinić  
from Croatia



**Ivan Katalinić, DMD, PhD**  
**Visiting professor University of Sarajevo Faculty of Dental Medicine**

Ivan Katalinić DMD PhD, received his dental and post-graduate degree from the University of Zagreb School of Dental Medicine. He was a student assistant at the Department of Endodontics and Restorative Dentistry and was presented with the Rector's Award for the best scientific research. He has published numerous scientific papers in respected international journals, focusing on endodontics and diode lasers.

Dr. Katalinić is a member of the European Society of Cosmetic Dentistry (ESCD), Croatian Endodontic Society (CES) and the International Alignment Science Academy (IAS Academy, London, UK). He is a visiting professor at the University of Sarajevo Faculty of Dental Medicine. In his clinical and educational work, he focuses on diode lasers, endodontics and minimally invasive, esthetic ortho-restorative treatments. Dr. Katalinić is a Dentsply Sirona certified lecturer/mentor for diode lasers and endodontic systems. He also teaches the "ABB" ortho-restorative concept to general dentists (IAS Academy accredited).

Think about it: if I go to a dentist or a doctor, I need to feel some sort of connection with the doctor, and I need to see that he or she shows an interest in my case and that he or she takes time to explain everything to me. Personally, I will pay more for the same procedure if I feel comfortable with a doctor.

Another important thing in my opinion is that the environment is comfortable. I'm not saying that every dental practice should be like a spa, but it needs to have a nice atmosphere. It is not good if you have staff who are easily annoyed or don't want to speak with the patients... the wrong attitude can be a turnoff for some patients. My assistant on reception, for example: if she is not smiling and happy and feeling good, my patients won't be either.

And one thing I like to do is play music in my practice. It helps me feel relaxed and comfortable and that is important for me to work well. With all these sounds, from the drill, from the air suction and stuff like that, it's not pleasant. That's why I like having music playing in the background.

**DS: What sort of music do you play? It must be hard to find something that everyone feels comfortable with.**

**Dr. Ivan Katalinic:** Well, I ask my patients: What would you like to hear during the treatment? As for me, I like faster beats when I do preparations for the crowns and the bridges and I need to work fast. Music helps me recover my focus and finish my working day, without it I wouldn't be capable of doing work at all! For the patients, something calming and soothing is better.

**DS: In addition to music, what other things or techniques do you use to support or improve the patient's experience before, during and even after the treatment?**

**Dr. Ivan Katalinic:** There's not one standard solution to this. Some patients like for me to be quiet. Some want me to be constantly talking about the procedure. It really depends on the patient – you have to read the patient. One of my teachers once said: "Every patient is an individual. You can read on a person's forehead, on someone's face, how he or she will react or want you to work with them."

**DS: Does the number of sessions for treatment also play a part in how patients feel about the treatment?**

**Dr. Ivan Katalinic:** Yes: the speed of treatment is really important. It's a misconception that it takes multiple appointments to do a root canal. In most cases, you can do



**Dr. Katalinic's music recommendations for endodontic treatments:**

**> Classic Rock Mix (up tempo)**

Dire Straits  
AC/DC  
Van Halen  
Guns n' Roses  
ZZ Top

**> Blues Rock Mix (mid tempo)**

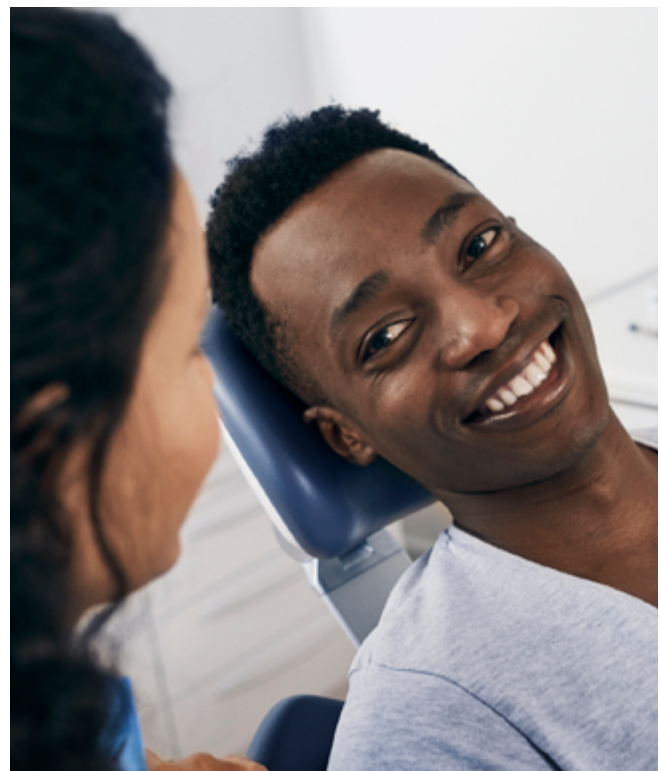
BB King  
Santana  
Eric Clapton

**Info**



**Intego** offers transparent patient communication with the integrated SiroCam camera.

Complex treatments require your full concentration. This is why Intego is intuitive – with two state-of-the-art, intuitive user interfaces and innovative instruments for stress-free treatment, such as detailed intraoral images, with the easy to operate SiroCam F, AF or AF+ (with Autofocus).



it in perhaps one or two appointments. And let's be honest: nobody likes to sit in that treatment chair, so you need to work fast. It's not good if the treatment, whatever it is, takes too long. Because some patients don't really have the ability to keep their mouth open for a long period of time, or they have problems with their spine or neck, so you have to consider all these things before starting a treatment.

We all know that speed doesn't naturally go together with quality in most cases, but you need to find this balance between working fast and not losing the quality. If your work space is well organized, if you have a high-quality treatment unit, high quality equipment and good assistants, then you can work fast without any loss of quality. Patients will like this.

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**DS: One of the things you hear a lot is that a root canal treatment is painful. Is that true?**

**Dr. Ivan Katalinic:** No. Actually, it is completely painless (laughs). But I try to be honest and I say: "OK, it's not the most pleasant thing you will experience today but I will do my best to make sure that this treatment is painless and of course there is anesthesia that we will give before the treatment. The sound of the drill, the sound of the suction, the vibrations, it's never pleasant. But if you establish a connection with the patient prior to the procedure, then it's much easier because he or she accepts it and actually doesn't mind.

**> Want to work faster without compromising quality?** Read about why Intego with integrated Endodontics enables you to achieve that.

**DS: In light of what you have shared about making the patient feel comfortable and communicating the right information, making sure that the treatment is transparent, so she or he knows what's going to happen, let's talk about your treatment center: Intego Pro, with the integrated endodontic features. First of all, how long have you been using Intego Pro?**

**Dr. Ivan Katalinic:** I've been using Intego Pro now for over three years. I had two units in my previous practice and now in my new office I have multiple new units.

**DS: Initially, before you purchased your treatment centers, what was the reason you started looking for new chairs?**

**Dr. Ivan Katalinic:** Well, in my first practice I couldn't choose, because my director made that choice. He chose Dentsply Sirona, and it was a good choice. I was really satisfied with the chair. I was afraid that it would be difficult to transition from my old chair. When you work with something, even if it was not the best thing you could have, you get used to it and you get used to a certain workflow.

I thought I would have problems or complications in transferring to the new chair, but fortunately I didn't. Intego Pro is really intuitive; it's easy to handle, easy to work on, and this is why for my second office - for the new treatment units in our hospital - I specifically asked for Dentsply Sirona chairs. I wanted to buy the same type of chair I had before, just a newer model.

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I have worked in different offices and every one had different treatment units, which means I had a lot of experience prior to this one and I really knew what to expect from different types of treatment units.

**DS: How much thought did you give to competitive products?**

**Dr. Ivan Katalinic:** A lot, because when I switched to this new facility, we were in the great position that we had no limits regarding finances, basically we could order whatever we wanted. We did discuss some other products, some other chairs, but my colleague - he's an oral surgeon - had also had good experiences with Intego chairs. So when we were talking about new chairs, we agreed and said we'd go for Dentsply Sirona.

Technically, my oral surgeon had the opportunity to choose a completely different chair for himself. I was open to all suggestions. If he had said this chair is good because of this, this, this and this, I would've said OK. But in the end, when we were discussing the treatment units, we agreed that what Intego Pro offers was exactly right for us. The competition didn't really have a chance (laughs).

**DS: Coming back to your decision to stay with Intego Pro, what were the arguments that most convinced you?**

**Dr. Ivan Katalinic:** First of all, it's a high-quality chair. It's made in Germany and here in Europe we like German stuff. But it really is a high-quality chair. No one likes it when you have to call your service crew a lot. My maintenance visits are really, really rare, so this is one big plus for Dentsply Sirona.

The second thing is, that it looks good in my practice. As I said before, aesthetics are really important both for me

and for the patient. The lines of the treatment unit are streamlined. I don't like it when you have a lot of switches, a lot of buttons – everything is clear, the workflow is much easier, and when you have a nice working field, without unnecessary stuff, it's easier and more convenient to work.

Some other chairs have a lot of buttons, a lot of options, a lot of things coming down from all sides – I hate that. I like simplicity. Aesthetics, simplicity, quality and comfort for the patient sitting in the chair; those are the things that I appreciate.

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I like [...] aesthetics, simplicity, quality and comfort for the patient sitting in the chair.

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Last but not least, it is not good if you have a treatment unit that is uncomfortable. My new chair has this great foam; it's really nice to sit in and patients really feel comfortable.\* My old chair was hard plastic and when you sat in it for a long time, your neck and your spine began to ache, which can be a serious problem. Now, with my Intego Pro, it's so comfortable you could say, "OK, I could sleep in this chair."

**DS: When it comes to endodontic treatment, are there any features that help you with making the treatment easier and faster?**

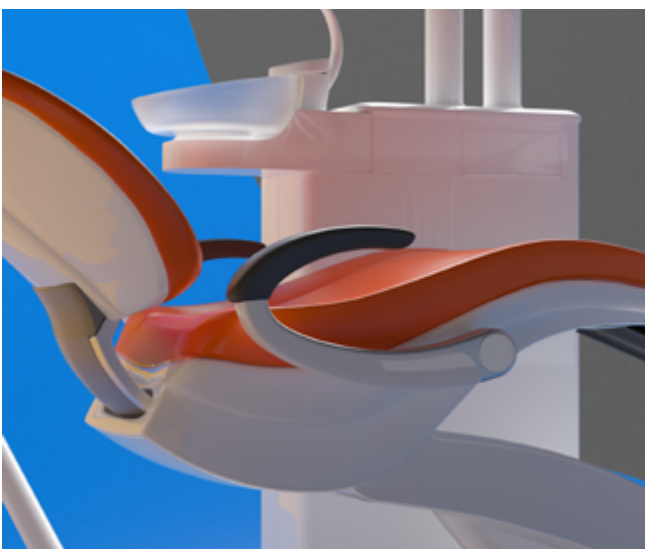
**Dr. Ivan Katalinic:** Yes. If you have integrated options, you gain speed. Prior to this, I had things like the endo motor and apex locator separately from the chair: basically, one unit for your rotary instruments, your apex locator and a whole bunch of things located around your working environment. It's annoying though, because sometimes something can just fall off if you're not careful enough. Also, you have a lot of hoses, a lot of wires, a lot of stuff everywhere. With Intego Pro, everything is integrated\*: you have the endo motor integrated, you have the apex locator integrated and that means my visual working field is clean. I like this. I like everything to be clean and neat and orderly.

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That also means that there are fewer instruments hanging around, which looks less messy. Having these integrated functions, you don't have any additional hoses and handpieces – everything is contained within one treatment unit. It looks nice, the workflow is better, you have no problems with stuff falling off your treatment unit, and this for me is really important.



Info

#### Intego offers impressive patient comfort

- **Double articulating headrest:** Quickly adjustable to various treatment situations as well as patients of any size and build
- **Premium/Lounge upholstery:** The high-quality upholstery ensures comfort even during long treatments.
- **ErgoMotion:** The tilting backrest matches the movement of the patient's spine to prevent stretching and compression effects.
- **Armrests:** Your patients can rest their arms comfortably.
- **Lifting system:** The unique chair lift drive gently moves patients into the proper position.
- **Vario footrest:** The Vario footrest that comes with the Premium upholstery can be easily extended to provide even very tall patients with ergonomic positioning.

**DS: Thinking about future technology and connectivity, how important is it to you that your treatment center is able to accommodate such changes?**

**Dr. Ivan Katalinic:** Well, it's really good to know that your chair has the ability to accommodate some new technologies because, as you well know, the market today is changing rapidly. So if you invest a serious amount of money in your treatment unit, you don't want to have to replace it every two or three years because there is something new on the market. I feel more comfortable knowing that my chair can be easily upgraded when something new arrives. Then it's really a benefit for me.

**DS: Does it matter to your staff what kind of treatment center you use, or do you make the decision and they just have to accept it?**

**Dr. Ivan Katalinic:** Well of course I'm the one who decides, but actually this treatment unit is also good for my staff. Why? Because of the clean working area with few buttons and without unnecessary stuff. It's also easier for them to handle the treatment center and to follow my steps. And if you have a good workflow, then everything runs really smoothly and you also have speed.

There are some features I don't pay so much attention to, but my staff do, which is the disinfection and sterilization of the unit\*. It's really easy for them: they just plug it in, press the button and the chair basically works by itself. This simplicity I think means a lot to them because they don't spend lots of time on cleaning and maintenance, which means they also benefit from the simplicity and speed.

**DS: What do you feel Intego Pro offers you that competing products can't or don't have? What makes it stand out?**

**Dr. Ivan Katalinic:** Let's be honest. There are good treatment units out there in the market and I wouldn't be honest if I said this is the best thing ever ... I'm also a lecturer and educator and when I speak about a product or a treatment option, I never recommend something as the best way or the best product, because every one of us has his or her own way of doing things.

But as for the treatment units, as I said earlier, I think that this treatment unit has this special simplicity in the most positive sense, and I like simple things because they're easy to handle. It's really intuitive. I have a good workflow with the chair. It's really comfortable for the patient. So if you look at all these details and you combine them like a puzzle, then Intego Pro just comes in as a winner.

Info



**Intego offers integration options for endodontic treatments**

- The **ApexLocator** can be integrated into the EasyTouch touchscreen to allow for permanent control of the working depth during endodontic treatment and reduced X-ray exposure.
- **Integrated Torque Control:** speed and torque are adjustable, and the motor stops automatically when the set maximum torque is reached. This ensures greater safety and perfect workflow for endodontic treatment.

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I think that this treatment unit [Intego Pro] has this special simplicity in the most positive sense, and I like simple things because they're easy to handle.

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Also, with these integrated functions, it helps me a lot in my everyday work. Some other treatment units don't have these options, or if they do have them, it's not as intuitive as I would like. Intego Pro's handling is much better.

I must also say that the price is an important factor. It's not the cheapest unit out there, but it's also not the most expensive, either. If you can get a great chair like Intego Pro for a fair price, it really means a lot.

**DS: Have you ever gotten any feedback from your patients since you've been using Intego?**

**Dr. Ivan Katalinic:** Yes, I have. Everyone likes the soft upholstery. It's wonderful for the patients and it's really a smooth ride when you move the chair up or down. Some chairs tend to jolt a bit when you adjust them, or they're noisy, or there are some clicks and sounds, but with this chair everything is really smooth and works well.

**DS: Have you noticed any changes in the way you treat your patients since you've been using Intego, when you think back to the times before you were using it?**

**Dr. Ivan Katalinic:** Yes, definitely. We've been talking a lot about treatment speed, and this chair has increased my speed, because everything is really intuitive. I know instinctively where the functions are, where the buttons are, where everything is located, so for me as a dentist, I'm really comfortable working with this treatment unit and my workflow is uninterrupted.\* I work freely, I don't have any problems, and as I said earlier, the service guys are rarely in the office. If they were here more often, that would annoy me a lot.

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Info



#### Intego Pro offers high-end sanitation

The Comfort water unit is based on a comprehensive infection prevention concept.

Integrated disinfection system: Permanent disinfection of all water lines with Dentosept S. Automatic sanitizing function for regular intensive disinfection. Can also be used as a self-contained water supply

Integrated cleaning adapters for automatic purging of instrument hoses (Autopurge) and sanitation of the water lines.

Chemical suction hose cleaning: Cleaning agent container for chemical flushing of the suction lines. The concentration of cleaning agents can be individually adjusted.

**DS: Would you agree with this statement: The less you have to think about your treatment center, the more you can think about your patients and the more appreciated they feel?**

**Dr. Ivan Katalinic:** Exactly. 100% true.

**> Can you put a number on efficiency?** Read about how you can save time and money with Intego Pro.

**DS: We are coming to a close, and we would like to hear a little about the benefits of using Intego Pro. Coming back to your team – how much has the team benefited from the chair and especially from the integrated endodontic features?**

**Dr. Ivan Katalinic:** It is easier for my assistants to clean after each treatment, whatever that might have been. We dentists leave a lot of stuff around – small needles, instruments – so they have a lot of work to do. If they need to spend a lot of time working on the chair, then it's not good. They should focus on what really matters: the patient. The chair is great. It's easy to operate, easy to clean, the maintenance is really simple, the disinfection protocols are simple, so this is why they like it.

Info



#### Intego offers integrated workflows

- **Intuitive operation:** EasyPad user interface or EasyTouch touchscreen
- **Integrated tabletop device functions:** Integrated torque control for endodontics, ApexLocator on the EasyTouch touchscreen
- **Modern equipment:** Innovative instruments, modern Sivation patient communication system, USB, SD card and Ethernet interface



**DS: What would you say is the overall effect on your practice? Could you even put a number on the efficiency of using the integrated endodontic features?**

**Dr. Ivan Katalinic:** Above all, I feel relaxed while I'm working because I know that everything is where it should be. The big thing for me is that I have gained speed, which is important for me and for the patient. The less time they spend in the chair, the less stressful it is for them. As for me, I can benefit from this extra time that I gained. I can either take on new patients and have 10 or 15 or 20 percent more turnover, or I can use that extra time to relax – drink a coffee, read the newspaper. Speed means a lot to us – both the patients and the doctors.

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**DS: Do you also see an effect on your clinical results?**

**Dr. Ivan Katalinic:** Because I'm more comfortable with the workflow and less tired, yes, I do feel an impact. I believe I can produce better results. And if I am happy, I will work better.

**DS: And we are happy if our customers are happy. Thank you so much for your time and for your honest words, Dr. Katalinic.**

**> Find out more about Intego at [dentsplysirona.com/intego](https://dentsplysirona.com/intego)**

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