



STREAMLINING FULL ARCH RESTORATIONS

Achieve Better Outcomes

Bone Dental Lab is committed to helping you achieve better outcomes for your practice and your patients. Our innovative techniques, supported by direct clinical feedback and evidence, cannot be replicated by any traditional dental laboratory.

We provide an all-digital workflow to ensure the best results for you and your patients. Offering a unique comradery between dental lab, clinician, surgeon, and patients.



bonedentallab.com



770 Osterman Dr, Unit C
Bozeman, MT 59715



(406) 577-2435



lab@bonedentallab.com

Welcome to Bone Dental Lab (BDL). Please become familiar with the BDL portal. This allows you to track and modify orders, send scans, and pay invoices.

To submit a request for a portal account, please visit BoneDentalLab.com and we will send your username and temporary password.

Bone Dental Lab has connect portals for 3Shape, Cerec, Itero, MeditLink, and NeoConnect.



3Shape Communicate Portal (Trios)

Add Bone Dental Lab under connections with the email: lab@bonedentallab.com



Connect Case Center (Cerec)

Add Bone Dental Lab with the email: lab@bonedentallab.com



MyAligntech (Itero)

BDL lab ID is *140481*. You will need to call your local rep and have them add Bone Dental Lab to your connections.



MeditLink

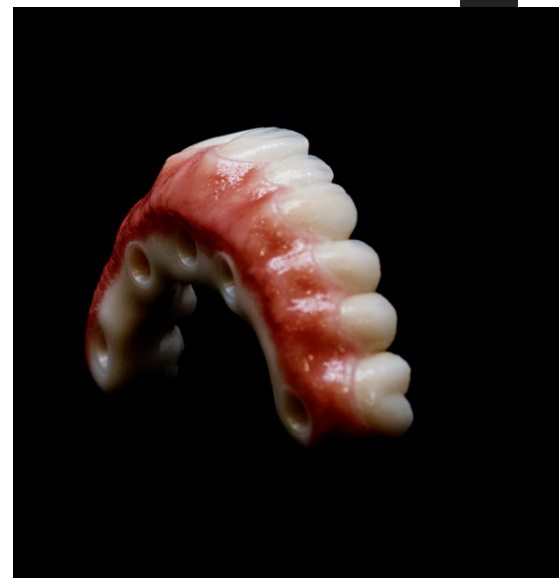
Add Bone Dental Lab with the email: lab@bonedentallab.com



NeoConnect

Add Bone Dental Lab with the email: lab@bonedentallab.com

Scans may be submitted via the above portals. Please contact our lab by email or phone to coordinate a surgery date at the time scans are submitted. We will also require a CBCT and pre-op patient photos that can be submitted by email, Invivo, Dropbox or flash drive.





Digital Conversion Service



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Conversion Overview

PLEASE READ BEFORE SCHEDULING OR SENDING RECORDS

Revised August 2023

What's Included in the Digital Surgical Conversion Service?

- ✓ BDL coordinating with the clinician, surgeon, and patient.
- ✓ Guidance with photogrammetry, intraoral scans, and photo records.
- ✓ One provisional, one prototype, and one final definitive prosthesis.
- ✓ Implant components for the entirety of the case.

NOTE: OEM parts may incur an additional fee.

Fees & Payments

BDL requires 50% payment for conversion cases 4 weeks before surgery. This payment allows us to design, order parts/materials and hold the surgery date. If the initial invoice is not paid 4 weeks before surgery, we cannot guarantee the surgery date and all preparation being completed.

Should surgery be scheduled less than 4 weeks from the records date, 50% payment is due at the time of records being received or taken by BDL. The remaining 50% of the conversion fee is due on the day of surgery.

Surgical conversion cases must be scheduled 20 lab working days after BDL receives or takes records for a case. All surgery dates must be coordinated with BDL. A case will be discounted per labor and itemized products completed if a treatment plan changes between the records date and the surgical date.

Please see “Bone Dental Lab Payment Terms and Conditions Agreement” for add-on services and fees.

Important Appointment Dates to Coordinate with BDL:

→ **Pre-op Records:** Appointment with referring clinician.

→ **Surgical Date:** Block out time for referring clinician to be available for records day of surgery at surgeon's office.

→ **Provisional Delivery:** Variable depending on office location.

→ **Post-op (Torque) Records:** Appointment with referring clinician.

Remember to schedule all patient appointment dates with BDL that involves technician or doctor assistance and product delivery times.

Breakdown of Conversion Services

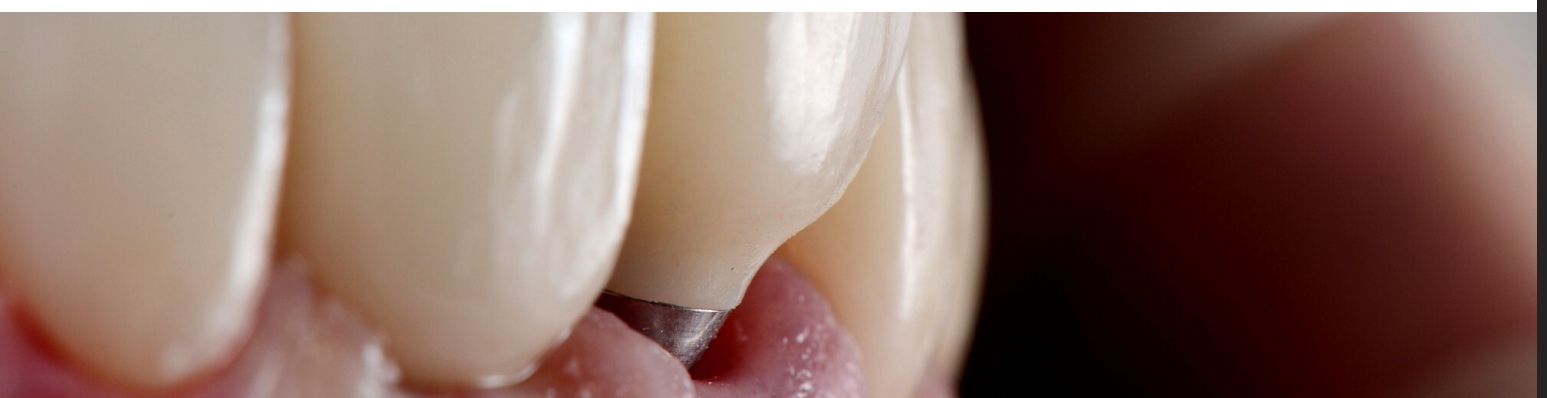
Pre-op Records	<p>BDL guidance with initial records taking as requested. BDL technicians will provide guidance with your first case for free, thereafter, a \$250 fee will be incurred.</p> <p>The referring clinician must be present unless prior arrangements have been made for Dr. Bone to take records for an additional fee of \$500 per arch.</p>
Surgery	<p>BDL technicians will guide the referring clinician in taking records for provisional design. This is included in the conversion case fee.</p> <p>The referring clinician must be present unless prior arrangements have been made for Dr. Bone to take records for an additional fee of \$950 per arch.</p>
Provisional	<p>PMMA or printed: Typically placed the day after surgery. If the referring clinician's office is outside the greater Bozeman area, the provisional may be mailed overnight resulting in the seating appointment being 2 days after surgery.</p> <p>The prosthesis is typically placed at the referring clinician's office. <i>BDL is not present at this appointment.</i></p>
Post-Op (Torque) Records	<p>Photogrammetry, intraoral scans, and photo records after the torque test and implant integration has been verified.</p> <ul style="list-style-type: none"> • Completed 3-4 months post-op. • Coordinated with BDL technicians and is included in your conversion case fee. • Dual arch torque test records usually take about 2.5 hours. Single arch records are usually 1.5 hours. • The referring clinician must be available and present unless prior arrangements have been made for Dr. Bone to take records for an additional fee of \$500 per arch.
Prototype	<p>PMMA: Delivered to the referring clinicians office 3 weeks after post torque test records are taken or received. <i>BDL technicians are not present at the seating appointment.</i></p>
Definitive	<p>We recommend having your patient sign off on acceptance of the prototype design before moving into the final zirconia prosthesis.</p> <p>Once we are informed of the decision to move into the definitive prosthesis, we require 3 weeks to produce and deliver the product. <i>BDL technicians are not present at the seating appointment.</i></p>

Key Objectives of a Digital Conversion with Bone Dental Lab

The application of the BDL surgical protocol allows for a seamless, and accurate digital workflow of the conversion from existing dentition into a fixed provisional without the use of a traditional denture. BDL's all inclusive conversion fee includes: implant components (Custom healing caps, Rosen screws and ti-bases), implant verification, surgical prep and materials, chairside photogrammetry records, one provisional, one prototype, and one definitive prosthesis.

Breakdown of Clinician Chairside Time

- 1** Step 1: Consult
Initial patient consult
Clinician chairside time = 30 minutes
- 2** Step 2: Pre-Op Surgical Records
Records by clinician or Bone Dental Lab
Clinician chairside time = 45 minutes
- 3** Step 3: Surgical Day
Surgical records
Clinician chairside time = 90 minutes
- 4** Step 4: Provisional Placement
Provisional is placed at referring clinicians office
Clinician chairside time = 60 minutes per arch
- 5** Step 5: Torque Test
Confirmation to move to prototype phase
Clinician chairside time = 60 minutes per arch
- 6** Step 6: Prototype Records
Prototype phase consultation and records
Clinician chairside time = 60 minutes per arch
- 7** Step 7: Definitive
Place definitive prosthesis
Clinician chairside time = 60 minutes per arch

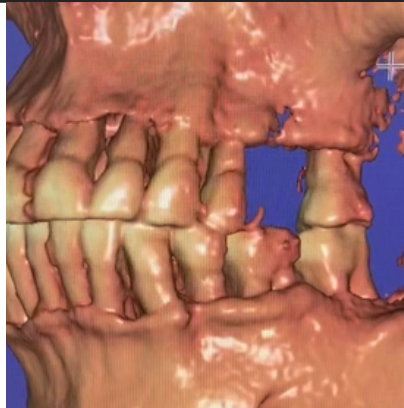


Pre-op Record Requirements & Assistance

BDL is unable to move forward with a case if the records submitted are not sufficient for surgical conversion design. This is communicated to the referring doctor as soon as possible after BDL receives the case.

Cases submitted **MUST** include the following records:

1. CBCT
2. Intraoral scans based on BDL protocol
3. Photo records based on BDL protocol
4. Shade for provisional



Need Assistance Taking Records?

BDL technicians will help guide your first pre-op records appointment for free!

The referring doctor or Dental Assistant must be available as our technicians will not perform the record taking but will guide the entire process to ensure accurate outcomes.

After the first free BDL guided pre-op records appointment:

Option 1: Coordinate with BDL technicians for assistance for a fee of \$250.

The referring doctor **must** be available in-room.

Option 2: If the referring doctor is unavailable,

Dr. Bone can take records for a fee of \$500 per arch. This must be coordinated in advance and subject to Dr. Bone's clinical schedule.

Photo Records Checklist

The use of dental photography is a valuable tool for case analysis and required for accurate provisional placement after a BDL surgical conversion.

These photographs offer the patient, referring clinician, oral surgeon, and dental lab an excellent design outcome.

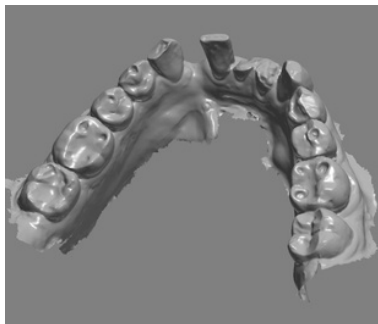
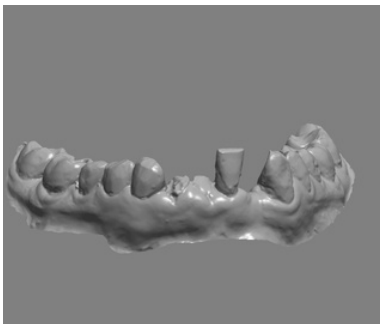
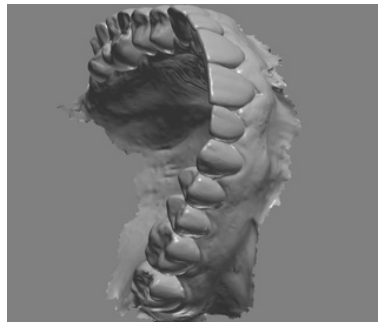
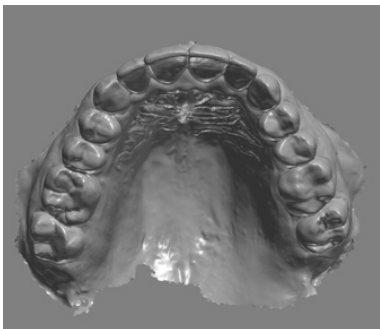
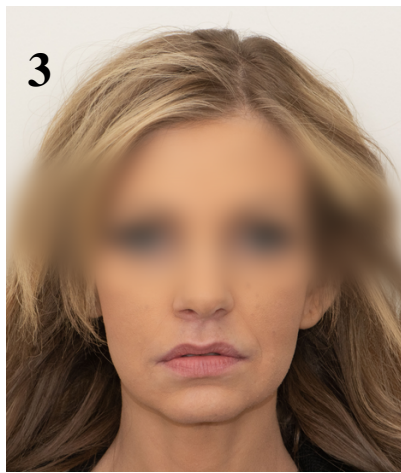
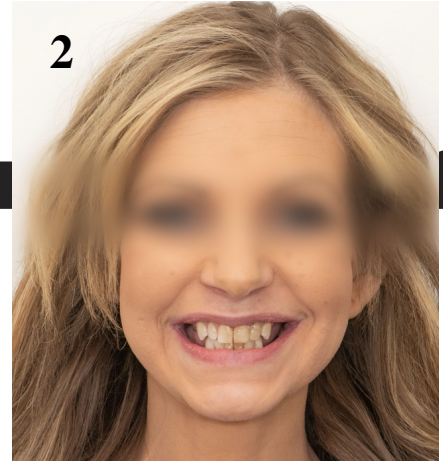
Working with the Patient

Take records with the patient standing and a black or white background.

Photo 1: Retracted teeth together portrait

Photo 2: Non-retracted smiling portrait

Photo 3: Non-retracted resting portrait



Intraoral Scanning Checklist

Please provide the entire palate and vestibule of each arch. This information is imperative for BDL to design an accurate provisional prosthesis. Be aware of scan stitching. When in doubt re-scan!

Before Scanning

- Check that there is no food or plaque in the teeth.
- Dry tooth surfaces and palate both before and as needed during scanning.

While Scanning

- Manage surrounding tissue with **EVEN PRESSURE** during tissue retraction.
- Control moisture & prevent fogging of scanning tip by making sure entire scanning area is consistently dry.

Final Quality Check

- ☐ Missing scan data?
- ☐ Misalignment in the occlusion scan?
- ☐ Scan distortion?
- ☐ Accurate vestibule, palate, & interocclusal bite?

Day Of Surgery: Clinician Responsibilities

1

Record taking

The clinician is responsible for switching out the scan bodies and healing caps for the record taking portion of the surgery.

2

Impressions

The clinician is responsible for taking the impressions using BDL's custom impression system in the patient's centric relation (CR) position. A bilateral manipulation technique is used to achieve CR position whether the patient is sedated or under general anesthesia.

3

Post-op VDO

The clinician is responsible for measuring the post-op VDO, noting any changes from the pre-op VDO. BDL requires these records for the design process.

For the above steps, the referring doctors should allot 1.5 hours for dual arch surgical records, directly following completion of the surgery. The average surgical time for a dual arch is 1.5 to 2.5 hours depending on existing dentition. BDL's average time to take surgical records with the referring doctor is 45 minutes per arch.









The surgeon does not take any surgical records on the day of surgery after the BDL custom healing caps are placed.

If the referring clinician is unable to be at surgery:

- Dr. Bone offers step-by-step guidance for bone reduction, implant placement, multi-unit abutment selection, and provisional placement.
- Dr. Bone can take all the required records for the digital conversion and release the patient with BDL healing caps in place.
- **Fees are \$950 per arch** and will be invoiced and due on the day of surgery. This service must be coordinated in advance and subject to Dr. Bone's clinical schedule.



Surgical Tools Provided

	Two duplicate non-restrictive surgical guides from wax-up design.
	Two duplicate custom impression trays from wax-up design.
	Custom healing caps with Rosen screws.
	Photogrammetry scanning system with scan bodies, impression copings, and all screws.
	0.050 Hex implant hand driver (<i>Provided on your first case</i>)
	Fast-set impression material with extra tips.
	VPS tray adhesive.
	Cheek retractors.

Day Of Surgery: Records Procedure

1

The referring clinician will remove the BDL custom healing caps and replace them with the impression copings provided.

Custom healing caps use the 0.050 hex driver.

2

The referring clinician will take the final impression with the custom impression tray provided. BDL will load the trays and be present for guidance during this process.

3

The dual-sided splint will be placed to establish the VDO and correctly seat impression trays.

4

BDL will take photo records of the patient in repose and retracted after impression material has set.

5

An accurate impression is required from the referring clinician to ensure provisional placement and design accuracy.

6

The referring clinician will provide BDL with a VDO recording for design records.

7

After the impression is taken, the referring clinician will remove the impression copings and place the photogrammetry scan bodies.

8

BDL will guide the clinician through the final photogrammetry records scan.

9

The referring clinician will remove the scan bodies and replace the BDL custom healing caps.

10

Records are complete!

Post-Surgery Dates & Workflow

→ PROVISIONAL PLACEMENT: 24+ hours after surgical records

BDL requires a minimum of 24 hours from the end time of surgical records to the prototype placement appointment at the referring doctor's office the following day. The surgery start time and duration will determine when a case is delivered the following day.

Typically, the provisional will be delivered by 3 PM the following day if the referring doctor is in the greater Bozeman area. If not, the provisional may be mailed overnight to the doctor's office at no extra fee. This would result in scheduling the patient 2 days after surgery for provisional placement.

We recommend scheduling your patient around 3 PM. Should the ordering doctor's office be outside of the greater Bozeman area, a printed provisional may be substituted for next-day placement at the discretion of BDL and the ordering clinician. In this instance, a PMMA provisional will be mailed for later placement if requested.

With the provisional, you will receive two 0.050 hex drivers for healing cap removal and provisional placement. The healing caps and associated screws must be returned to BDL or an additional fee of \$30 per healing cap/screw will be charged.

→ TORQUE TEST RECORDS: 3-4 Months after surgery Schedule with BDL 4+ weeks in advance

BDL technicians will be present for the prototype records appointment after the torque test and once implant integration has been verified. Please schedule this records appointment with BDL at least four weeks before the torque test appointment. This is the beginning of the prototype phase. These records allow BDL to modify the provisional design for prototype production.

Our protocol requires:

1. New intraoral scans with provided scan bodies.
2. Photo records for prototype phase.
3. Updated photogrammetry data.

The referring clinician must be present unless prior arrangements have been made for Dr. Bone to take records for an additional fee. Dr. Sven Bone offers a record-taking service if the referring clinician is unable to attend. **Fees are \$500 per arch** and are due the day of the appointment. This service must be coordinated in advance and is subject to Dr. Bone's clinical schedule.

Torque Test Records

Appointment

The patient is ready to move to a prototype design, or to the definitive dependent based on design modifications and the outcome of the torque test.

Please remember to schedule the torque test records appointment with Bone Dental Lab four weeks before the torque test. This records appointment typically takes place a few days after the torque test and implant integration has been verified. Records usually take 1.5 hours for dual arch records.

The referring clinician must be present as BDL technicians are there to guide the records appointment and ensure accuracy.

→ **Step 1:** BDL takes photo records and fills out Rx with any design changes discussed with the clinician and the patient.

→ **Step 2:** BDL guides the clinician with scanning each arch with the provisional in place.

→ **Step 3:** Clinician takes bite record before taking prosthesis off.

→ **Step 4:** BDL trims away the prosthesis from the scan data in Trios while the clinician takes the prosthesis off and places the scan bodies provided by BDL.

→ **Step 5:** Clinician will rescan the arch with the scans bodies placed to capture the VDO.

→ **Step 6:** Clinician will replace the scan bodies with the ICAM scan bodies on one arch at a time. BDL will take new photogrammetry data.

With the new records, BDL will fabricate the prototype or definitive with the information captured during the torque test appointment.



Post-Surgery Dates Continued

→ **PROTOTYPE PLACEMENT:** 2-3 Weeks after the torque test records

BDL will deliver the prototype in 2-3 weeks after the records have been completed. BDL technicians are not present at this appointment.

The first prototype is included in your original conversion fee. Should you request additional prototypes, BDL can make multiple prototypes for your patient. Each prototype past the first will incur a \$950 fee and require 2-3 weeks for production once the order has been placed.

→ **DEFINITIVE PLACEMENT:** 2-3 Weeks after the prototype approval

The final step will be the placement of the definitive prosthesis. Please take photo records and/or new bite records if any MINOR changes need to be made from the prototype to the definitive zirconia prosthesis.

We recommend having your patient sign off on the prototype design before beginning production of the definitive zirconia prosthesis.

BDL requires 2-3 weeks to deliver the final prosthesis.

→ **ADDITIONAL FEES AND TERMS**

For a complete list of all additional services, fees, and terms, please see the “*Bone Dental Lab Payment Terms and Conditions*”.

You can request a copy of this agreement at any time by emailing lab@bonedentallab.com.



Payment Terms & Conditions

THIS DOCUMENT SUPERSEDES AND REPLACES ALL PREVIOUS VERSIONS: REVISED AUGUST 2023



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STATEMENTS

- Statements for all products except for surgical conversion cases are distributed to CLIENT(S) at the beginning of each month based on cases submitted to BONE DENTAL LAB from the previous month.
- Surgical conversion cases are invoiced separately from other products.
- The CLIENT is required to make payments via the client portal, Bone Dental Lab, or send a check to BONE DENTAL LAB, 770 Osterman Drive, Unit C Bozeman, MT 59715. BONE DENTAL LAB is unable to take payments over the phone or save a credit card on file due to security protocols.

PAYMENTS

- The total statement balance is due in full by the last day of the calendar month in which it was received.
- A first payment of 50% for a surgical case is due 4 weeks prior to the surgery date. If BDL receives records for a pending surgery that is less than 4 weeks in the future, the initial payment is due the day records are received. The remaining 50% is due the day of surgery.
- Checks or online payments must be received by BDL by the last day of the calendar month to avoid a late fee.
- It is the responsibility of the CLIENT to provide an email address to receive their monthly statements and surgical case invoices. This may be in addition to or separate from the portal log in email address.

LATE PAYMENTS

- Statements will be distributed at the beginning of each month. Payments are due in full on the last day of each calendar month. Outstanding balances will have a 5% fee added to the following monthly statement, and a 5% monthly statement fee thereafter if not paid.
- The first payment for surgical conversion cases is due 4 weeks prior to the surgery date. If payment is not received on time, the surgery date may not be held, and surgery preparation cannot be guaranteed.
- The second payment for a surgical conversion case is due the day of surgery. If this payment is not received on time, it will immediately incur a 5% late fee the day after surgery.

ON HOLD CASE

- If a case is put on hold by the ordering Doctor, BDL will await further communication to resume. It is the responsibility of the referring doctor to alert BDL when they are ready to proceed forward. The CLIENT will be charged shipping on the return of these cases.

CANCELLED CASE

- Should a case be cancelled by the referring doctor, all portions of the treatment up to that point will be itemized and the remaining portion of the paid conversion fee will be refunded.

SCHEDULING

- All appointment dates and locations in which BDL technicians or Dr. Bone are requested for assistance must be coordinated with BDL and are subject to their availability.
- Surgical conversion surgeries must be scheduled at least 20 lab working days after BDL receives or takes records for a case and must be coordinated with BDL.

TURNAROUND TIMES

- Advertised turnaround times do not include shipping time. Local offices have the option to pick up cases once completed or have them shipped at first class or ground rates for no extra fee. BDL may hand deliver cases in certain situations if prior arrangements have been made.

Records & Surgical Assistance Fees

RECORDS ASSISTANCE

- BDL technicians will guide the referring doctor through both Surgical and Torque Test records. This service is included in the original conversion fee.
- BDL technicians will provide your first assisted Pre-Op records appointment for no extra fee. Should you request their assistance after your first case, it will incur a \$250 fee. The referring doctor and/or surgeon must be present and able to take records. BDL technicians are only there to provide guidance through the process and ensure accuracy.
- Dr. Bone can be available for Pre-Op or Torque Test records appointments should the referring doctor not be able to attend. A fee of \$500 per arch will be billed and must be coordinated with Dr. Bone's clinical schedule. Pre-Op record fees will be billed with the first 50% case payment invoice. Torque Test record fees will be due the day of the record appointment. We will provide a 4-week notice of the pending fees.

SURGERY ASSISTANCE

- Day of surgery guidance from Dr. Bone is available should his presence be requested or if the referring doctor is unavailable to attend. A fee of \$950 per arch will be due with the second 50% case payment on the day of surgery. This must be coordinated with Dr. Bone's clinical schedule.

TRAVEL FEES

- Should a BDL technician be requested for a records appointment, a travel fee will be applied to any location outside of the greater Bozeman area. A fee of \$1.00 per mile round trip.
- Should Dr. Bone be requested for a records or surgery appointment, a travel fee will be applied to any location outside of the greater Bozeman area. A fee of \$2.00 per mile round trip.

OTHER FEES

- OEM implant parts may incur an additional variable fee.
- For Surgical Conversion cases, each prototype after the first will incur a \$950 fee.
- Printed temporary dentures may be required to establish bite records for an edentulous patients to transition to a fixed prosthesis. A fee of \$400 will be added to the conversion case fee.

Product Warranties

SURGICAL CONVERSION CASES

- BDL offer a one-year limited warranty for manufacturing or design defects on the definitive prosthesis from the date the prosthesis is delivered to your office. BDL's warranty does not cover damage to the prosthesis resulting from neglect, accidents, trauma, misuse or improper installation. BDL does not warranty implant components.

OCCLUSAL GUARDS

- Occlusal guards have a limited 6-month warranty from the date delivered to your office. If the guard breaks because of normal patient wear, the guard will be replaced at no additional charge. If a guard is lost, dropped, distorted, or not cleaned because of patient neglect, the warranty does not apply. Every case includes a patient care guide and a protective container.

ACKNOWLEDGMENT

By submitting a case to BONE DENTAL LAB, you are acknowledging that you have read and understood the above policies.