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Based on my experience with almost 900 clients in Tennessee, here are my recommendations for the digital conversion:

- 1) Air Techniques Scan-X Phosphor Plate Digital System – <\$20,000 – You receive phosphor plates that look exactly like PA/Bitewing Films and a 5 x 12 phosphor plates for the pan. They are processed in a small unit which provides a digital image rather than a film as the end product.
  - A) Advantages – Your Pan is converted to digital without any additional cost (note that the cheapest digital pans are about \$25,000)
  - B) Disadvantages – If you are looking for the immediacy of processing that the digital, direct-read sensors provide, you will not get that from this system. Someone has to walk to the processor and process (this system does not require a darkroom, and takes less than 10 seconds to process)
- 2) Equip your Endo room (rooms) with a digital sensor. This will give you the immediacy that you need for getting road maps during root canals. This speed isn't necessary for bitewings, PA's, etc, but is great in endo procedures.
  - A) Advantages – Speed
  - B) Disadvantages – The sensor is hard, inflexible, and has a wire out the end (and costs between \$5000 - \$8000 per sensor). Many patients complain about the size, and gaggers can't handle them

Note: The most popular sensors are Schick, Dexis, Dentrax, Kodak, Suni, Eva, Trophy, Gendex, Instrumentarium, and Planmecca.

**NOTE:** The limiting factor for the digital systems is the monitor, and not the sensors. Get a NEC MultiSync series monitor. They are used in hospitals in Cath Lab and CT suites

- 3) Cone Beams – 3D dental CT's (CBCTs) are new but are being installed rapidly all over the state. They are the standard of care on the west coast and are sweeping across Tennessee. Keep in mind, if you buy a cone beam, you DO NOT need a digital pan.

Here are the most popular:

- A) Kodak 9000 - \$80,000
  - B) Sirona Galileos - \$110,000
  - C) ICAT - \$150,000
- 4) Digital Pans – If you want to get a dedicated digital pan, here are a few suggestions
    - A) Low Price/Good Quality
      - 1) Kodak 8000 D - \$22,000 - \$28,000
      - 2) Planmecca ProOne - \$22,000 - \$30,000
      - 3) J. Morita - \$16,000

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B) High End

- 1) Planmecca Promax - \$60,000 - \$80,000
- 2) Instrumentarium OP200D - \$65,000 - \$85,000 (arguably the best on the market)

**NOTE:** Always keep a pack of film around and a way to process by hand. The digital era is at the mercy of computers, which can crash!

If you have to replace any of your Intraoral X-ray Units, I suggest one of the following:

Nashville Dental\*

- 1) Progeny JB-70 (\$3915)
- 2) Gendex expert DC (\$4225)
- 3) Air Techniques Provecta 70 (\$3645)

\*Plus electrician fees and X-ray tubehead disposal and decommissioning fee (\$110 per tube)

Patterson Dental

- 1) Progeny Preva (\$4285)
- 2) Planmeca Intra (\$4279)
- 3) Instrumentarium FOCUS (\$4072)
- 4) Sirona Heliodont Plus (\$4364)