



A BETTER **PRACTICE**

WITH THE INSTRUMENT
MANAGEMENT SYSTEM (IMS®)

How the best perform





How's Your Practice?

Running a dental office takes a lot of work, and sometimes it may feel like your office is actually running you.

EFFICIENCY is always the goal, but unfortunately many practices rely on slow, time-consuming processes throughout the day. Just because that's the way things have always been done doesn't mean they *should* be done that way.

Any sort of inefficiency in a practice creates wasted minutes. Those minutes add up quickly. They show up in frustrated patients and frantic staff members, and they hold a practice back from reaching its true potential.

TAKE CONTROL of your practice by taking a step back. Evaluate the processes you and your staff rely on every day. Are they setting you up for success? Is there an opportunity to be better and faster?

Common Problems with Instrument Reprocessing

- Long Wait Times For Patients
- Staff Frequently Stays Late To Catch Up
- Too Much Money Spent Replacing Instruments
- Messy Sterilization Area
- Long Onboarding For New Hires
- Low Patient Retention
- Hand Scrubbing Debris Not Removed During Cleaning

Re-evaluate Your Instrument Management

It may seem like a small step, but instrument management can have a big impact on your practice. Keeping instruments organized and managing them properly improves the flow of your practice. The sterilization area can run more efficiently, and staff members can remain focused on the patient and **PROVIDING THE BEST LEVEL OF CARE.**

The **INSTRUMENT MANAGEMENT SYSTEM (IMS)[®] BY HU-FRIEDY** keeps instruments organized and protected in cassettes. This allows clinicians to move instruments from chairside to cleaning to sterilization to storage without ever touching the instruments, **IMPROVING SAFETY AND COMPLIANCE.**



1. Chairside

Patient Preview & Presentation

- Systematically organizes instruments according to procedure type, allowing for more focus on patients and less time spent looking for missing instruments.
- Neatly organized instruments offer a more professional appearance and can help enhance referrals.

2. Cleaning

Processed & Prepped

- Instruments are kept together throughout cleaning, rinsing and drying, reducing the potential for breakage or loss.
- Minimizes handling of instruments, reducing the chance for sharps injuries.

3. Sterilization

Wrapped & Ready

- Less likely to overload the sterilizer, which ensures instruments are properly sterilized.
- Reduced handling of instruments provides safer protocol and minimizes liability.

4. Storage

Neat & Complete

- Ready for use or storage until needed for increased time savings.
- Complete procedural set-ups for easy set-up and teardown.

More Efficient

At every dental office, the sterilization center is the central hub. Everything flows in and then flows back out. When reprocessing moves slowly, it creates a bottleneck that impacts the entire office.

It can be easy to overlook the importance of the sterilization center. Though it's often the busiest area of a practice, it doesn't generate any revenue, and the required labor is a large expense.

With IMS, practices can **STREAMLINE REPROCESSING** by eliminating the time-consuming steps that slow down staff. Instruments don't need to be scrubbed by hand and they don't need to be sorted and pouched. That time saved adds up quickly. On average, offices that use IMS see a time **SAVINGS OF 5 TO 10 MINUTES** per procedure.* Over the course of a day, that saves offices an hour or more.

Your practice doesn't have extra time to waste on more time-consuming processes. With IMS, staff is able to work faster and get more done during the day, instead of working later to wrap up everything that didn't get done.

“ It's very simple. It's effective. It's safe, and IT SAVES TIME FOR YOUR STAFF. It's important to make sure the staff isn't staying late and having to turn rooms over and then go back and redo the sterilization after hours. ”

Dr. Michael Drone, Drone Prosthodontics

*Based on market survey results.

How IMS Saves Time

MANUAL



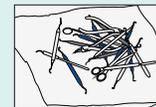
Hand Scrub/
Ultrasonic
SHARPS HAZARD!



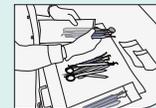
Rinse



Disinfect
Tray



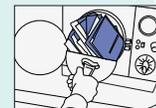
Dry



Sort
Instruments
SHARPS HAZARD!



Pouch/Wrap



Autoclave
& Store



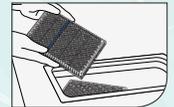
Prep Tray/Find
Instruments
SHARPS HAZARD!



Chairside

IMS

**2 MIN.
SAVED**



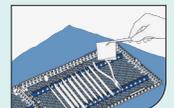
**1 MIN.
SAVED**



**2 MIN.
SAVED**



**2 MIN.
SAVED**

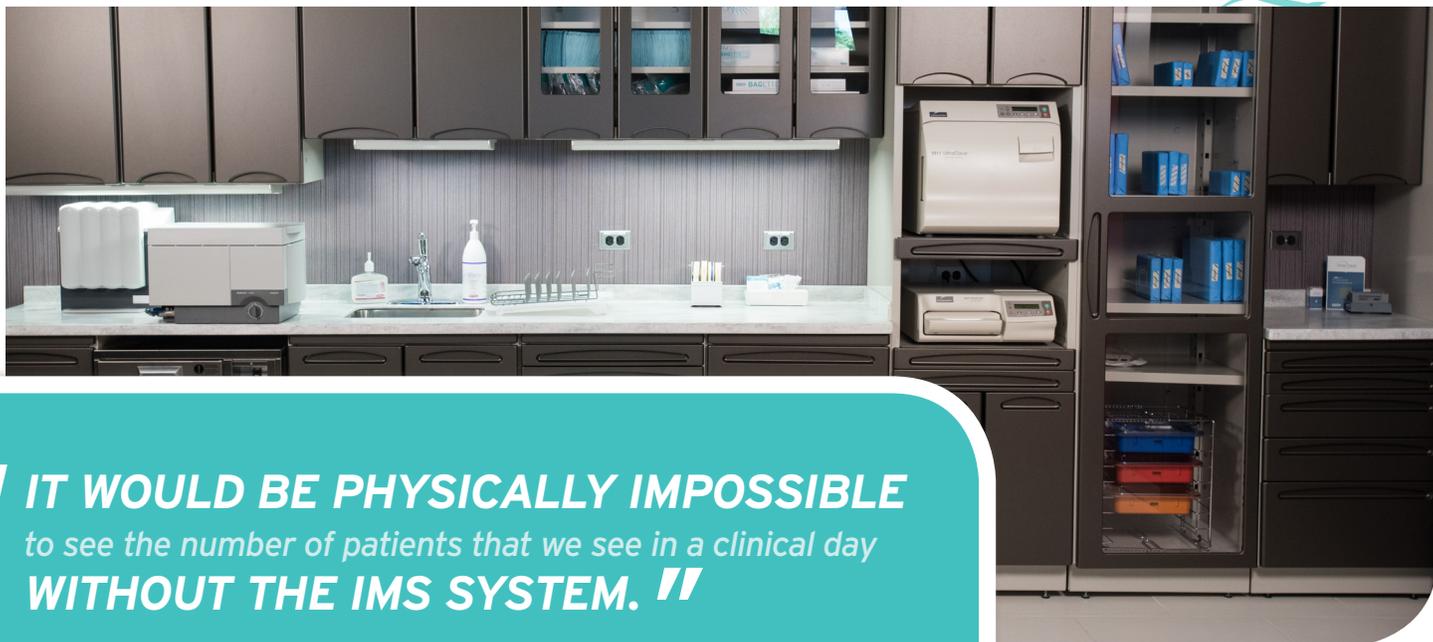
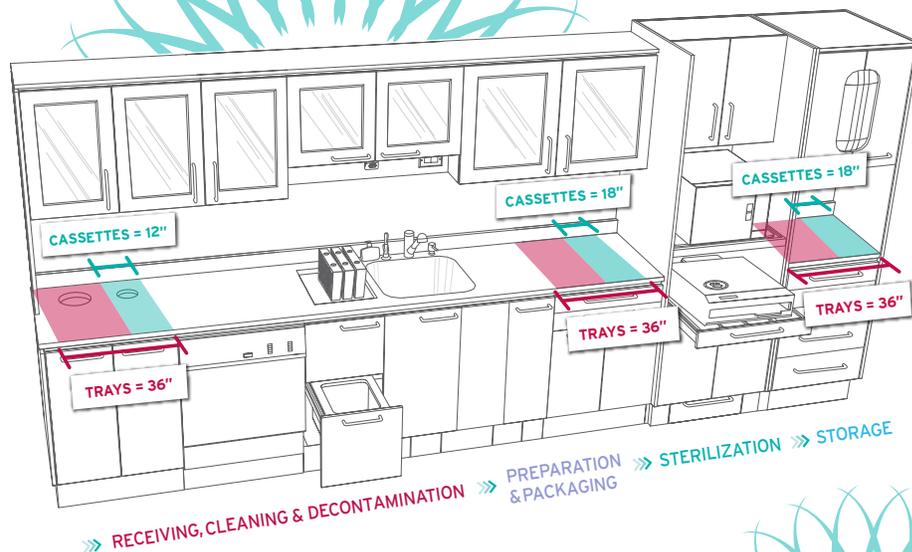


More Organized

While the sterilization area is always so busy, it's oftentimes the smallest space in the practice. Counterspace fills up fast, which makes the area feel cramped and chaotic.

IMS helps practices better organize their reprocessing flow and **MAXIMIZE THE SPACE** in the sterilization area. With cassettes, instruments are processed together all at once, which takes up less counterspace than trays.

This extra space adds up. When practices switch to IMS, they see anywhere from four-and-a-half to seven linear feet of additional counterspace available. So staff has much-needed room to perform the critical functions of the sterilization area.



**“ IT WOULD BE PHYSICALLY IMPOSSIBLE
to see the number of patients that we see in a clinical day
WITHOUT THE IMS SYSTEM. ”**

Dr. Edward Lin, Orthodontic Specialists of Green Bay

Protect Instruments

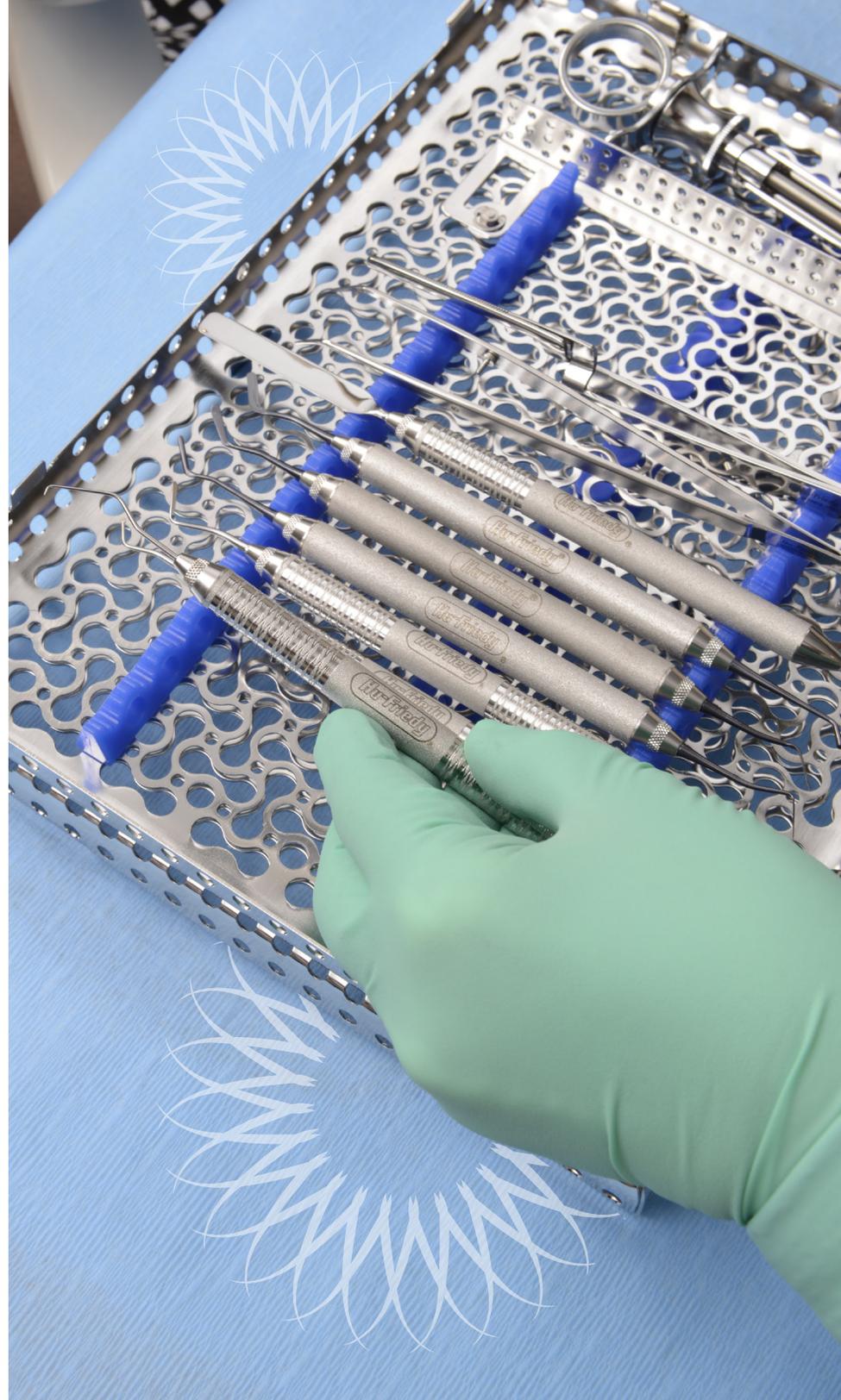
Every dental practice invests a considerable amount of money in their instruments. For good reason. The right instruments make a big difference in the quality and efficiency of treatment.

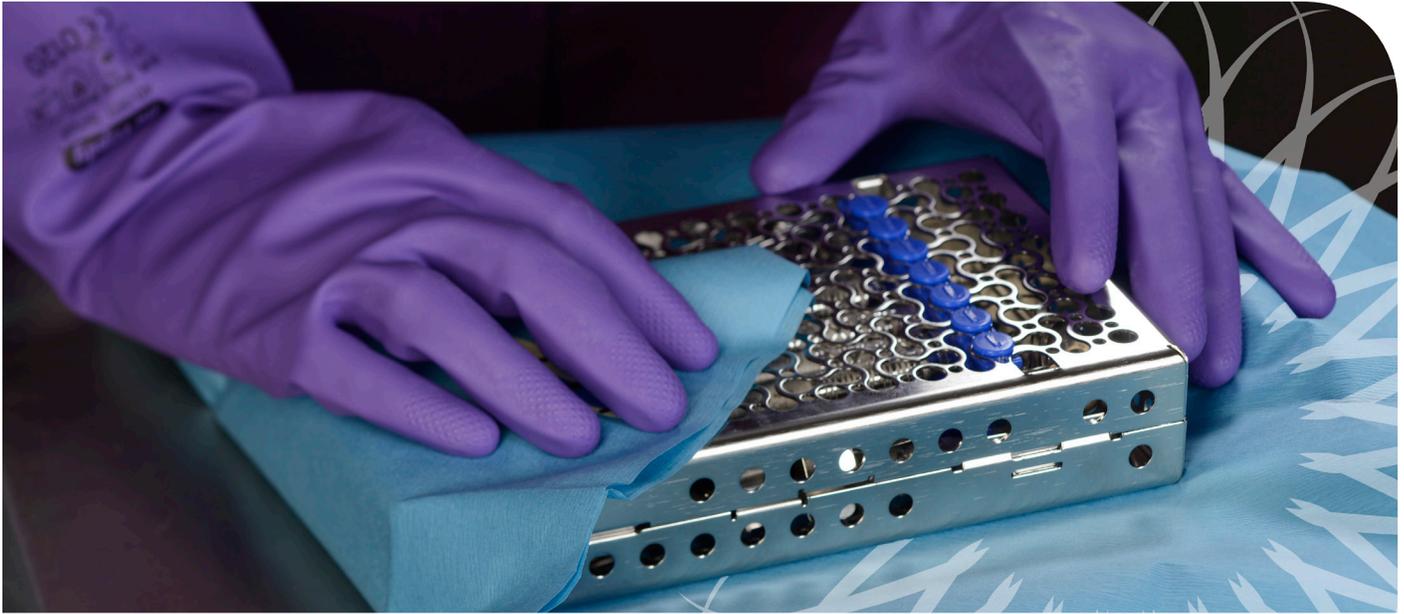
It's just as important to protect that investment in instruments. How often does your staff sit down to treat a patient only to find some instruments chipped, broken, or even missing?

When instruments are frequently handled during reprocessing, it's easier for them to be damaged. Maybe they hit the counter or sink a little too hard. Maybe one slips out of the pouch. Sometimes, they seemingly walk off on their own.

IMS eliminates those potential issues. The cassettes features rails that **KEEP YOUR INSTRUMENTS SAFE** and held in place throughout reprocessing. This protects the integrity of your instruments and reduces the chance they are lost or misplaced. The rails also ensure instruments are properly spaced during cleaning and sterilization, which means less time spent scrubbing by hand.

Frequently, practices using IMS discover staff members spend less time ordering replacements and less time looking for missing instruments. This helps staff work more efficiently and helps practices cut down their costs.





Better Safety

SHARPS INJURIES are a serious concern for every dental practice. They put staff at risk of being exposed to infections such as hepatitis B, hepatitis C and HIV.

These injuries also carry a significant cost. Between the time off, medical testing, and insurance, post-exposure management costs a practice up to **\$3,000 PER INCIDENT**.¹

If staff members frequently handle loose instruments when transporting and reprocessing, there is more opportunity for a costly sharps injury. In fact, 31% of sharps injuries occur when cleaning instruments by hand.²

With IMS, the only time staff members have direct contact with any instrument is in the operatory with patients. During transportation and reprocessing, the instruments are contained within the cassette. This **MINIMIZES HANDLING OF CONTAMINATED INSTRUMENTS** and reduces the risk of injury and exposure to blood-borne pathogens.

*“ Since we’ve had the cassettes implemented in the last 100 offices, we have had **ZERO SHARP INJURIES.** ”*

Shari Landes, compliance manager at Pacific Dental Services® (PDS)

1. CDC, “Sharps Injury Prevention Workbook,” available at www.cdc.gov/Sharpssafety/pdf/WorkbookComplete.pdf, p.6

2. Younai, F., Murphy, D., Kotelchuck, D. (2001). Occupational Exposures to Blood in a Dental Teaching Environment: Results of a Ten-Year Surveillance Study.



Better Presentation

Today's patients are more aware of the infection control risks at their dentist's office. They have seen the headlines about what has happened in practices around the country. More importantly, they know more about what should be happening in their dentist's office.

You need to **MAKE THE RIGHT IMPRESSION** with all of your patients, from the regulars you've seen for years to the person sitting in your chair for the first time. Everything they see should reflect your commitment to their safety and providing high-quality care.

*“ Patients are always looking around. When they get up out of the room, I have everything lined back up into that cassette again. It's kept **VERY CLEAN AND EFFICIENT.** It's about presentation because you're judged every time the patient comes into the room. ”*

Ginny Reinhertz, Treatment Coordinator at
Drone Prosthodontics



Seeing a set of instruments loose on a tray might cause a patient to question if they are clean and sterilized. With IMS, the instruments are packaged and then opened in front of the patient, which complies with the CDC Guidelines and adds a more professional look to the practice.



Faster Onboarding

Bringing on new staff members can be a challenge. Whether it's a new hire or a temporary person for the day, teaching them all the ins and outs of processes, policies, and setups takes time.

When practices switch to IMS, they find it's much easier for people to get up to speed. Every instrument has a specific spot within the cassette, and the color-coded system makes it easy to **IDENTIFY THE RIGHT PROCEDURAL SETUP.**

New staff members don't need to memorize the preferred instruments for each doctor and procedure. They no longer waste time guessing if all the needed instruments are packaged together.

Instead, they can quickly locate what is needed and **FEEL CONFIDENT** it has all the necessary instruments and procedural materials.



More Time With Patients

It's no secret that patients are the priority. Building meaningful relationships is key to retaining the patients you have and attracting new ones.

Every minute your staff spends with a patient is valuable. Any time wasted fumbling through loose instruments on a tray or leaving the room to find a missing instrument is a lost opportunity.

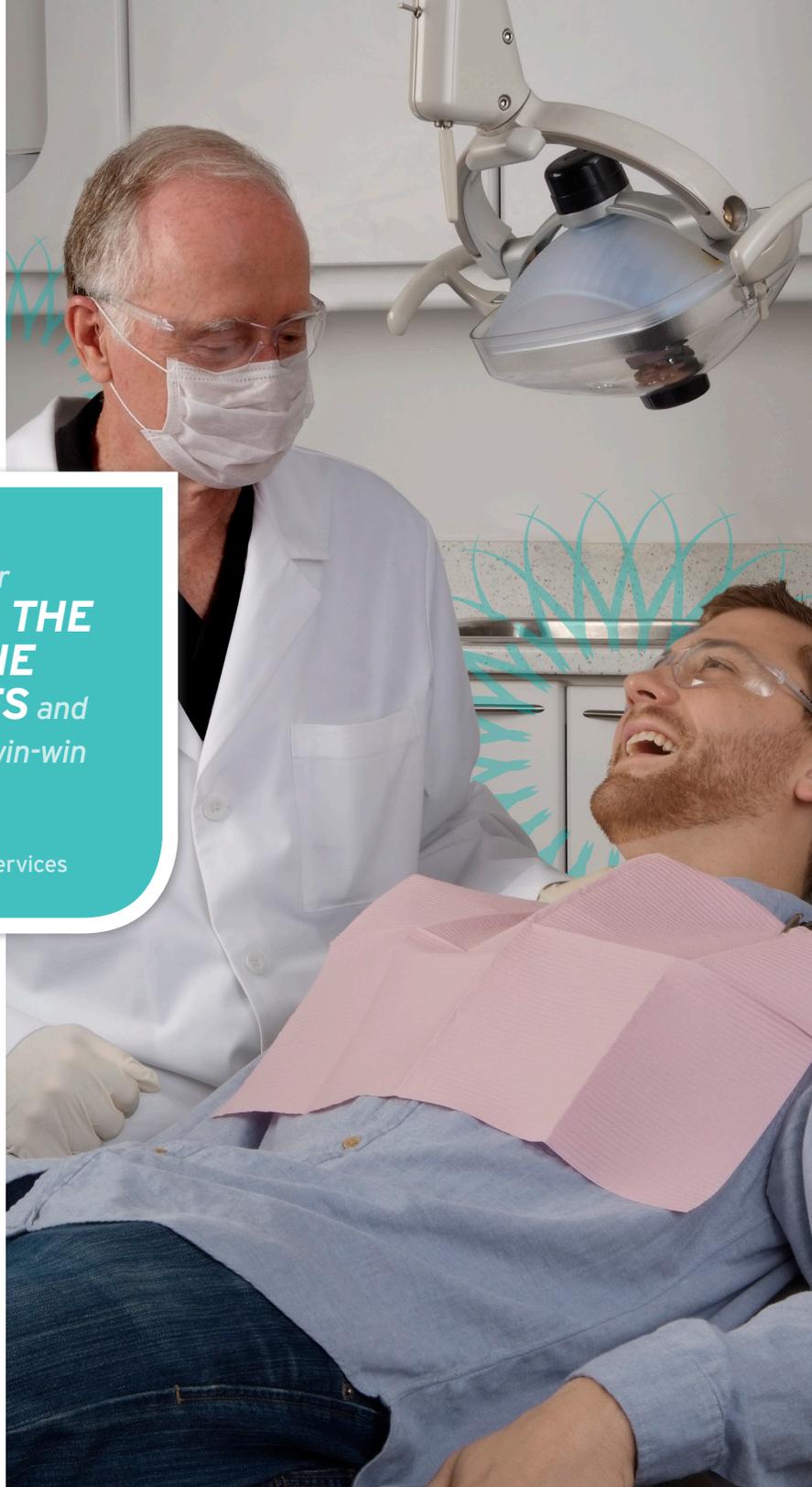
// *The patients are always the first priority for anything that we do. If IMS helps **BUILD THE RELATIONSHIP BETWEEN THE DOCTORS AND THE PATIENTS** and helps the leads at the same time, that's a win-win for everybody.* //

Heather Shulga, Purchasing Manager at Pacific Dental Services

With IMS, all of the instruments are organized by procedure in the cassette with all materials available within arms reach in the treatment room.

That means practices can **FOCUS THEIR TIME** with patients on what's important: the patient. Discussing treatment plans and making sure the patient is 100% comfortable – those few minutes of quality time go a long way towards **BUILDING RELATIONSHIPS**.

When patients are at ease and confident in your practice, they're more likely to come back and more likely to tell their friends.



Return On Investment

When practices invest in IMS, they often see an immediate change, most noticeably in their bottom line. That's because the time saved with IMS adds up throughout the day.

Even a conservative estimate of 5 minutes saved per procedure – most practices **SAVE 7 TO 12 MINUTES PER PROCEDURE** with IMS – means more time to see new patients. That can lead to **TENS OF THOUSANDS OF DOLLARS IN NEW REVENUE**.

Refer to the chart on the right to see the potential growth your practice can see with IMS based on the your current number of procedures and revenue per day.

You can also calculate your potential savings at Hu-Friedy.com/IMS-calculators.

*“IMS really helped our bottom line. Our new patient count actually increased because of that 15 minutes extra. Over the course of the day, we had two or three extra slots for new patients to be seen. Literally we had a **A 40% INCREASE IN NEW PATIENTS** because of it.”*

Dr. Izzy Naem, Floss & Co.

How Can IMS Grow Your Business?

CURRENT		POTENTIAL NEW REVENUE	
PROCEDURES PER DAY	REVENUE PER DAY	PER DAY	PER 6 MONTHS
10	\$1,000	\$104	\$11,440
	\$2,000	\$208	\$22,880
	\$3,000	\$313	\$34,430
	\$4,000	\$417	\$45,870
	\$5,000	\$521	\$57,310
20	\$1,000	\$208	\$22,880
	\$2,000	\$417	\$45,870
	\$3,000	\$625	\$68,750
	\$4,000	\$833	\$91,630
	\$5,000	\$1,042	\$114,620
30	\$1,000	\$313	\$34,430
	\$2,000	\$625	\$68,750
	\$3,000	\$938	\$103,180
	\$4,000	\$1,250	\$137,500
	\$5,000	\$1,563	\$171,930
40	\$1,000	\$417	\$45,870
	\$2,000	\$833	\$91,630
	\$3,000	\$1,250	\$137,500
	\$4,000	\$1,667	\$183,370
	\$5,000	\$2,083	\$229,130
50	\$1,000	\$521	\$57,310
	\$2,000	\$1,042	\$114,620
	\$3,000	\$1,563	\$171,930
	\$4,000	\$2,083	\$229,130
	\$5,000	\$2,604	\$286,440

Example: A practice bills \$2,000 of revenue per day, doing 20 procedures. $\$2,000 \div 480 \text{ minutes (8 hours)} = \$4.17 \text{ revenue per minute}$. $20 \text{ procedures} \times 5 \text{ minutes saved per procedure} \times \$4.17 \text{ per minute} = \$417.00 \text{ of new revenue per day}$. $\$417.00 \text{ new revenue per day} \times 110 \text{ days} = \$45,870 \text{ of new revenue per 6 months}$.

Getting Started

It doesn't take much to get started with IMS. First, determine the equipment that you need. Then, calculate how many cassettes you will need for each of your procedures.

Once you try IMS, we guarantee that you will be satisfied or we will provide you with a full refund on your purchase.

Consult a Hu-Friedy representative for details on our IMS Satisfaction Guarantee.

*It was very easy to incorporate IMS into the practice. **IT'S A VERY VERSATILE SYSTEM.** It's a very adaptable system. We were able to customize what we wanted and what we needed and have it grow with us as well.*

Dr. Steven Koos, ORA® Oral Surgery and Implant Studio

What Equipment Do You Need?

	Ultrasonic*	Sterilizer
1 Doctor / 1 Hygienist	3 Gallons	1 Sterilizer 10" or greater
1 Doctor / 2 Hygienists	3 to 6 Gallons	1 to 2 Sterilizers (10" or greater)
2 Doctors / 2 Hygienists	3 to 6 Gallons	1 to 2 Sterilizers (10" or greater)

These are basic recommendations. Needs vary by practice and should be part of an overall consultation with the dealer and Hu-Friedy representatives.

*Automated washers are compatible.

How Many Cassettes Do You Need?

	Procedure Name	Procedure Name	Procedure Name	Procedure Name
Number Per Day				
Divide In Half	÷ 2 = _____	÷ 2 = _____	÷ 2 = _____	÷ 2 = _____
Add 1	+ 1	+ 1	+ 1	+ 1
Number of Cassettes Needed	= _____	= _____	= _____	= _____

For more information, visit
Hu-Friedy.com/IMS

PREVENTIVE



RESTORATIVE



ORTHODONTIC



INSTRUMENT MANAGEMENT



ENDODONTIC



SURGICAL



POWER



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