

**BPS®**

# The Biofunctional Prosthetic System





## An attractive market is emerging – take action now!

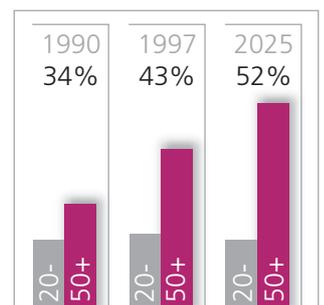
Sooner or later, most people will require a replacement for their natural teeth and will have to decide which denture is appropriate for them.

Quality-oriented, enterprising people, who want to look attractive even as they are growing older, require dentures that suit their active lifestyles. Senior citizens take great pride by their aesthetic appearance, appreciate quality and want to enjoy life to the fullest.

**BPS, the biofunctional prosthetic system, has been especially developed to match the requirements of these patients.**

BPS affords its users coordinated high quality products, consistent application procedures and professional teamwork.

The well-devised BPS marketing package rounds off the unique benefits that BPS brings to your work.



The chart shows typical demographic changes - in this case in Germany.

The number of people over 50 is rapidly increasing, while the number of individuals below 20 years of age is declining.  
Source: Statistisches Bundesamt, September 2004

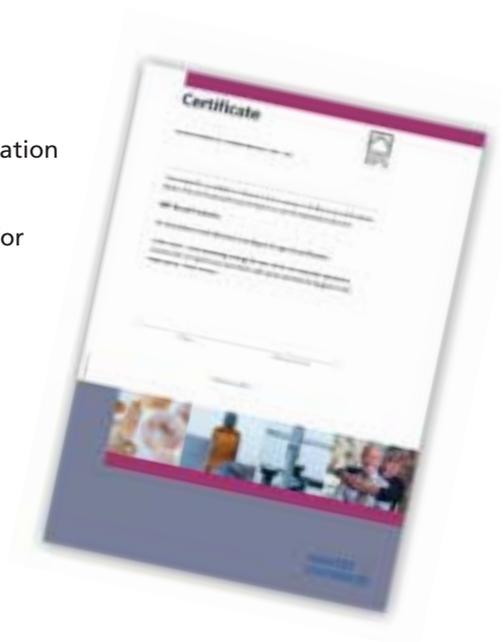


## BPS – A system based on working partnerships



BPS dentures are the product of effective cooperation between dentists and dental technicians.

The results are high quality tooth replacements for discerning patients.



# 3 BPS core products ...

## The result of many years of clinical



1

### Ivoclar Vivadent teeth

BPS dentures are produced using contractually defined core products.



Ivoclar Vivadent provides a vast array of tooth moulds and tooth lines to reflect the wide variety of natural tooth shapes. As the teeth closely simulate the characteristic features and complex layering patterns of natural teeth, they offer a particularly wide range of natural aesthetic effects.

Anterior tooth lines	Posterior tooth lines
<ul style="list-style-type: none"> <li>• SR Antaris DCL</li> <li>• SR Vivodent DCL</li> </ul>	<ul style="list-style-type: none"> <li>• SR Postaris DCL</li> <li>• SR Orthotyp DCL</li> <li>• SR Orthoplane DCL</li> <li>• SR Ortholigual DCL</li> </ul>
<ul style="list-style-type: none"> <li>• SR Vivodent PE</li> </ul>	<ul style="list-style-type: none"> <li>• SR Orthotyp PE</li> <li>• SR Orthosit PE</li> </ul>
<ul style="list-style-type: none"> <li>• SR Vivodent</li> </ul>	<ul style="list-style-type: none"> <li>• SR Orthotyp</li> </ul>
<ul style="list-style-type: none"> <li>• Vivoperl PE</li> </ul>	<ul style="list-style-type: none"> <li>• Vivoperl PE Orthotyp</li> </ul>



2

**Ivoclar Vivadent denture base materials**

The denture base materials used in the fabrication of BPS dentures are not only highly compatible with the sensitive oral mucous membranes of patients but they are also available in a particularly wide range of colours. They are easy to process and provide accurate fit. They therefore facilitate the procedures in the dental laboratory.

Denture base materials
• SR Ivocap® High Impact
• ProBase® High Impact
• ProBase® hot
• ProBase® cold
• SR Triplex® hot
• SR Triplex® cold
• SR Ivolen®



3

**Ivoclar Vivadent articulators**

The more accurately the patient data are reproduced, the more functional the dentures will be. The Stratos® articulator helps users to achieve this in a simple, straightforward manner.

Articulators
• Stratos 100
• Stratos 200
• Stratos 300

# BPS complementary products: Your precision skills – perfectly coordinated



## 1 Centric Tray\*

The Centric Tray is utilized to determine the precise dimensions of the patient's occlusal position. The Centric Tray offers a straightforward procedure for rapid data recording, considerably simplifying the ensuing work steps and reducing the need for adjustments later.



## 2 Accu-Dent System

Accu-Dent is a high-quality fully-integrated impression system for taking impressions of the mandibular and maxillary jaws. Ivoclar Vivadent recommends Accu-Dent (System I) for impression taking on fully edentulous patients.



## 5 UTS 3D transferbow

The UTS 3D transferbow is suitable for the skull/joint-related orientation of dental models in the articulator. As the system takes the differences in jaw sizes into account, it helps prevent occlusal errors and reduces the amount of time-consuming grinding adjustments.



## 6 Gnathometer «M»

Intraoral registrations carried out with the Gnathometer result in precise recording of the centric relationship of the upper and lower jaw.



### 3 Stratos® accessories

These accessories constitute the ideal supplements for the Stratos articulator and can be used for average value or individualized orientation.



### 4 Light Tray

This light-curing material is used for the fabrication of individualized trays and helps achieve accurately fitting dentures.



### 7 SR VivoTAC® / SR OrthoTAC®

These radiopaque resin teeth facilitate the planning of implant-borne restorations, enabling the dental professional to precisely determine the final position of the implant in a straightforward, time-saving fashion.



### 8 SR Ivolen®

This cold-curing acrylate is suitable for the fabrication of individualized impression trays, personalized incisal plates and base plates as well as for the mounting of intraoral registration devices.

# Step by step

## PRACTICE

### 1<sup>st</sup> appointment

#### Initial impression:

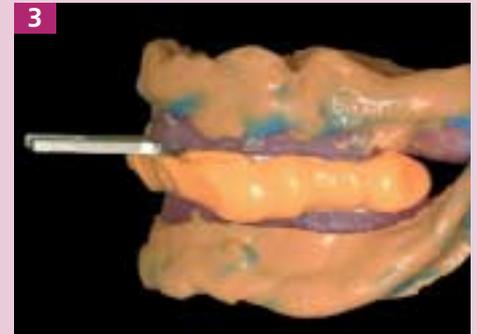
Ivoclar Vivadent recommends using the Accu-Dent System I (Candulor).



Preliminary jaw registration with the Centric Tray

### 2<sup>nd</sup> appointment

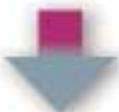
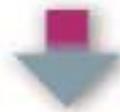
Functional impression with the Gnathometer "M"



Facebow transfer

Jaw registration and intraoral registration

Selecting the tooth shades and shapes



### 1<sup>st</sup> working step

## LABORATORY



#### Diagnostic models

- Mount models on the Stratos articulator by means of the Centric Tray
- Attach the Gnathometer "M" or bite rims for intraoral registration
- Fabricate custom impression trays

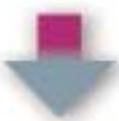
### 3<sup>rd</sup> appointment

Wax try-in



### 4<sup>th</sup> appointment

Placement of the denture



### 2<sup>nd</sup> working step

### 3<sup>rd</sup> working step



#### Denture fabrication

- Select teeth of an appropriate shade and shape
- Fabricate the master models
- Mount models on the Stratos articulator
- Produce a wax set-up



#### Denture base fabrication

- Fabricate the denture base using Ivoclar Vivadent denture base materials

# BPS marketing is effective

The advantage of BPS is based on three main aspects of the BPS marketing concept:



## 1 Service

Offering high quality service and support have become a prerequisite to sustain a competitive edge and achieve customer satisfaction. This approach is also gaining in importance in dental practices and laboratories.

Marketing has become a ubiquitous term that is frequently used in everyday language. Marketing is really not a big deal. It simply involves a few straightforward principles which you can apply to promote your practice or laboratory.

Marketing makes a small difference but an effective one. It pays to offer just that little bit more than a simply dental treatment to achieve better customer satisfaction.

The market is in a constant state of flux. Closely following market developments is fundamental to success.

## 2 Image

It is a simple matter to effectively present the quality of your work and services. A professional presentation of your work and services helps you establish a positive image in the market and sets you apart from your competitors.

### For the dental practice:

BPS informational package:

- BPS patient chart
- BPS patient information
- BPS patient brochure
- BPS patient identification card
- BPS presentation box
- BPS dental care guide
- BPS dental care set

## 3 Information

Promoting the exchange of information between dentists, dental technicians and patients and fulfilling the requirements of customers are instrumental in fostering long-term loyalty. Loyal customers are the most precious asset of your company.

### For the dental laboratory:

- BPS technical consultant
- BPS certificate of quality
- BPS homepage
- BPS informational events
- BPS informational and advertising campaign in the media
- BPS information package
- BPS label



# BPS is always accessible on the internet



[www.ivoclarvivadent.com](http://www.ivoclarvivadent.com)





## What makes BPS so successful in Satisfied patients!

### **BPS offers you the following advantages:**

- Dental practices can rely on laboratories that have obtained BPS certification **to be competent partners in the field of removable denture prosthetics.**
- BPS enables you to increase the **effectiveness and efficiency** of your work by using standardized procedures in the fabrication of dentures.
- Your **economic success** will improve accordingly.
- The BPS patient identification card and the dental care guide help you to better advise your patients on how to take proper care of their dentures. This will further **increase the satisfaction rate of your patients.**
- **Your trump card:** the Centric Tray for accurate centric registration
- Dentures can be **highly customized** to the particular needs of your patients as a vast array of tooth lines is available.



**Prof. Dr. med. dent.  
Carlo Marinello, Switzerland:**



«The BPS System outstandingly fulfils the technical, functional and aesthetic demands of dentists, dental technicians and patients.

The objective of developing a standardized system for the fabrication of high-quality removable dentures – be they supported by the periodontium, implants or the mucous membrane – has been brilliantly achieved by using specific materials, equipment and guidelines that can be adjusted to suit the individual requirements. This system provides an attractive basis for accomplishing successful clinical results as a team.»

**Joseph J. Massad, D.D.S.,  
USA:**



«This is an era where we need to focus on the lost art of removable prosthodontics to handle the increasing patients with prosthodontic needs.

Removable prosthodontics is the basis for all we need to know to complete the missing link of knowledge for all dentistry. Ivoclar Vivadent's product enhancements should close the gap toward the successful prosthodontic result.»

## your dental practice?





## What makes BPS so successful in The high quality of your work!

### **BPS offers your laboratory the following advantages:**

- The set-up technique used in the fabrication of BPS dentures has been standardized according to the Ivoclar Vivadent BPS method, **streamlining the working procedures** in the dental laboratory.
- Your personal BPS Technical Consultant will give you **support in all technical matters related to BPS**.
- The Ivoclar Vivadent BPS core products support you in the fabrication of **high-quality dentures**.
- BPS acts as a **customer loyalty tool**, assisting you in your communication with your customers.
- **Set yourself apart** from the competition by offering high-quality brand dentures.
- Keep abreast of the **latest developments** through the BPS Newsletter.



**Bernhard Hügi, MDT  
Switzerland:**



«The BPS System allows me to fulfil the aesthetic demands of discerning patients by correctly using its different components.

At the same time, my dentist and I can achieve an optimum cost-benefit ratio for the services we render.

The BPS System not only enables me to provide patients with customized brand name dentures, it also offers special marketing tools with which I can interest dentists and patients in the advantages of the BPS System or brand name dentures.»

**Peter Kappert, MDT,  
Germany:**



«The Biofunctional Prosthetic System requires us (dentists as well as dental technicians) to follow clear technical guidelines. Nevertheless, it leaves us the methodical room needed to manoeuvre and achieve optimal results which are in the best interest of our patients.

Moreover, I think that BPS includes an effective marketing strategy.

The key to the success of BPS is the fact that the parties involved have to work as a team. As a result of the innovative spirit of dentists and dental technicians and the industry, we can do a lot for patients today. After all, they are the focus of our work.»

## your dental laboratory?

**BPS – a system for  
every indication:**



Partial denture



Precision attachment denture



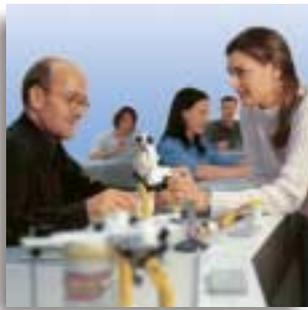
Hybrid denture



Implant-supported denture (removable)



Complete denture



## Your route to certification

### **Basic BPS course:**

In order to meet the requirements of BPS brand dentures and to define a consistently high standard, Ivoclar Vivadent will invite you to attend a basic BPS course.

This course will also familiarize you with the BPS target customer group of active seniors. You will be given an outline of the priorities and values of this target group.

You will witness the fabrication of BPS brand dentures and learn about the advantages that BPS will bring to your laboratory.

Furthermore, the course will present the informational tools which Ivoclar Vivadent provides to assist you in implementing the BPS philosophy.



## BPS specialist training course

### Your personal BPS starter package:

After you have successfully completed the training course and paid a nominal BPS certification fee, Ivoclar Vivadent will welcome you to the exclusive BPS member team. Upon joining the team, you will receive a BPS Certificate and a free, personal BPS starter package.

After your laboratory has become BPS certified, you will be assigned a personal BPS Technical Consultant. All technical consultants are highly qualified and have undergone intensive training.

#### Their training was focused on:

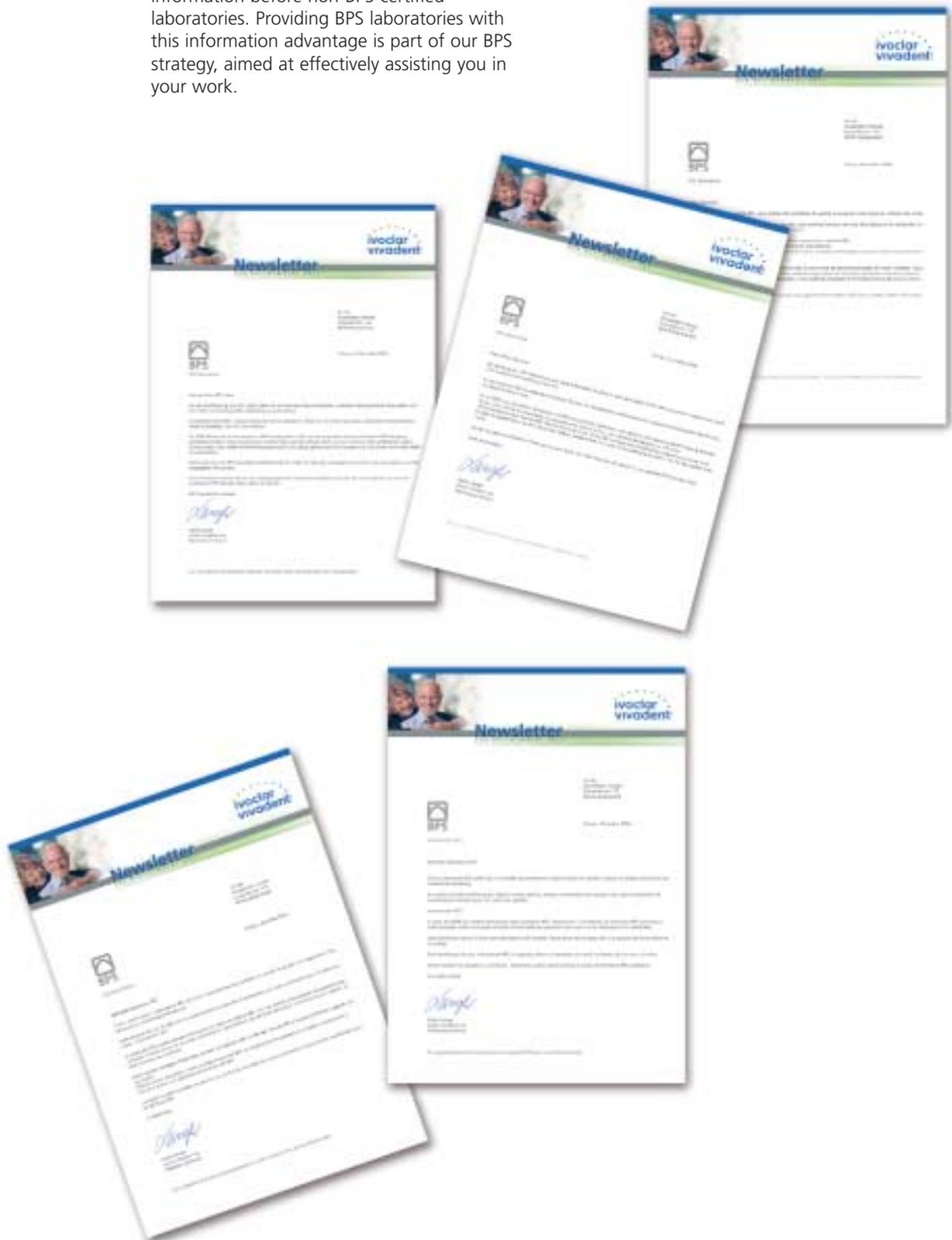
- Product science, prosthetic concepts in theory and practice
- Materials science, anatomy and chemistry

The BPS Technical Consultants will be glad to assist you in all technical matters related to BPS.

# The BPS Newsletter: Keeping abreast of the latest developments

Following your consent, we will keep you informed about the BPS core products and exhibitions as well as international and national BPS training courses.

Whenever possible, you will receive this information before non-BPS certified laboratories. Providing BPS laboratories with this information advantage is part of our BPS strategy, aimed at effectively assisting you in your work.



Reply card missing?

No problem!

Please write, phone or fax us. You will find our contacting information on the reverse. Thank you.



Please fill in the reply card and fax or mail it to our address.

That's all you need to do to take the first step.

# BPS®

## A system from which you can benefit too



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