

# SOFTLASE<sup>PRO</sup>



## AFFORDABLE

The desktop diode laser category is crowded. When it's time for you to make your choice, be sure to measure the overall value, not just the price tag. Using that measure, SoftLase Pro<sup>®</sup> is the most affordable desktop diode laser on the market today.

### Features include:

- 8 pre-programmed procedures – the most commonly used. Never re-configure your unit before treatment, just select the procedure and the unit configures itself.
- Easy-to-use touch-screen interface – don't worry about making errors or losing time setting up your unit, just touch a button, and get back to caring for your patient.
- Voice interaction – gives you peace of mind. Make a selection and the laser confirms for you with audio feedback. Give both you and your patient peace of mind that the right procedure will be used.

## DEPENDABLE

When purchasing capital equipment or anything you'll rely on to provide patient care, it simply must be reliable and manufactured to the highest quality standards. The SoftLase Pro has been available on the market for over 8

years and its track record speaks volumes. Never has there been a recall or major malfunction requiring proactive servicing.

The SoftLase Pro is manufactured in a clean-room environment where quality can be closely monitored. With ISO certification and regular audits by the FDA, we work hard to maintain the best systems and process to deliver the best products to doctors.

## AVAILABLE

When you buy from Discus, you can be sure that you'll get your product when you need it. Backorders happen rarely if ever, and our laser manufacturing team does nothing else in their facility except manufacture, test and ship lasers to customers.

Best of all, Discus Dental<sup>®</sup> lasers are designed and made in the United States. You don't have to wait for overseas shipping and you don't have to call overseas to speak to the manufacturer.

"Available" also means we'll be there for you if you need help. Our customer care team has been supporting Dentists and Hygienists using lasers for many years. They know the products inside and out, as well as how you need to use them to provide care.

### In The Box

- 1 SoftLase Pro
- 1 Foot Pedal
- 3 Pairs of Safety Glasses
- Power Cable
- Optic Fiber
- Fiber Stripper
- Hand Piece
- Bag of 20 Disposable Tips
- Training Voucher
- Training Brochure, Catalog and DVD
- Caution Label
- Warranty Certificate

### Specifications

- Dimensions: 4.0" H x 6.9" W x 7.0" L
- Weight: 3.0 Lbs
- Medium: GaAlAs Laser Diode
- Wavelength: 808 ± 5nm
- Operation Mode: CW and Pulsed at 10Hz
- Output Power: 2.0Watts Maximum
- Pulse Width: 50 Msec
- Fiberoptic Port: Standard SMA 905 Connector
- Delivery System: 400 Microns - Single Core Fiber
- Aiming Light: 650nm Red Diode
- Input Power: 100-240 VAC, 0.8 A max, 50-60Hz
- Sterilization: Hand Piece and Fiber
- Warranty: 3 years - Discus Total Care Plan



# SoftLase Pro<sup>®</sup> Diode Laser

Preset procedures, a touch screen, and voice confirmation combine to make the SoftLase Pro easy to use.



Watch a Virtual Demo at:  
[www.Discuslasers.com/bridge/products/pro.asp](http://www.Discuslasers.com/bridge/products/pro.asp)

The SoftLase Pro diode laser from Discus is intended to be used by general dentists. According to the manufacturer, it can be used to safely perform soft-tissue management for both surgical and nonsurgical procedures. Some of the most

common procedures in which the SoftLase Pro can be used include laser troughing, class V restorations, implant recovery, gingivectomy, frenectomy, biopsy, treatment of aphthous ulcers, and laser curettage.

**SIZE AND WEIGHT**

The SoftLase Pro®’s dimensions are 4.0” H x 6.9” W x 7.0” L and it weighs 3.0 pounds. The eight dentists who evaluated the laser were asked to rate its size and weight. Five evaluators rated the size as “excellent”, two rated it as “very good” to “good”, and one rated it as “fair”. With regard to weight, four rated the laser as “excellent”, three rated it as “very good” to “good”, and one rated it as “fair”. One evaluator said the SoftLase Pro is “light and easy to move between operatories if you don’t have one in each room.” Another evaluator described the size as “not too big as to demand an awkward footprint or position in the operatory, and not so small as to be ineffective and constantly being knocked over...just right.”

**PORTABILITY**

After being asked to rate the size and weight of the SoftLase Pro, the evaluators were asked to rate the laser’s portability. Five evaluators rated portability as “excellent”, two rated it as “very good”, and one rated it as “good”. One evaluator said that there are “no limits, as long as you have a 110 V plug in.” Another evaluator said that the “excellent [portability] goes along with the light weight, allowing the dentist to have it available in the operatory [in which] he or she is working.”

**EASE OF USE**

The SoftLase Pro has eight preprogrammed settings that can be accessed by pushing a button. A specific procedure can be accessed through the touch screen. Voice confirmation lets the user know which selection he or she has made. A color display then shows the user a thumbnail picture of the procedure to again confirm the correct procedure has been selected. After the final procedure choice has been made, the laser’s main screen displays the correct settings so that specific application can be selected.

When the evaluators were asked to rate the ease of use of the SoftLase Pro, four rated it as “excellent”, two rated it as “very good”, and two rated it as “good”. One evaluator said, “The SoftLase Pro is very easy to use, with a very clear and simple user interface.” Another evaluator said, “I wish the field didn’t have to be bone dry for it to initiate a cut.” However, the manufacturer states that a dry field is not required if the fiber is carbonized before performing a procedure. A third evaluator said, “The SoftLase touch screen allows me to easily set the laser to the exact procedure I will perform.”

**CUTTING TISSUE WITH MINIMAL DAMAGE**

The eight evaluators were asked to rate the SoftLase Pro on its ability to cut tissue with minimal damage. Seven rated it as “excellent” and one rated it as “good”. One evaluator commented that “the ability to adjust the power creates a situation where the dentist can ‘fine-tune’ the laser for the exact procedure and patient to promote better results with very little, if any, tissue damage.”

Another evaluator said that he is “very happy with its atraumatic cutting ability.”

**OVERALL SATISFACTION**

When the evaluators were asked if they would recommend the SoftLase Pro to their colleagues, all eight said “definitely”. Six said they would “definitely” purchase the laser in the future and two said “probably”. When asked to give their overall satisfaction rating for the SoftLase Pro, six rated it as “excellent” and two rated it as “very good”. One evaluator said, “I utilize the Discus laser all the time. My staff is very adept at integrating it into a busy workflow.” Another evaluator said, “All aspects of my daily work have benefited from the wide spectrum of applications [of the SoftLase Pro]—from perio to general restorative to prosthodontics to orthodontics. Simply amazing how I ever did without it.”

**PROS:**

Integration into the practice Ability to cut tissue with minimal damage

**CONS:**

One evaluator commented on the need for a dry field; however carbonizing the fiber eliminates the need for a dry field



**EVALUATION SNAPSHOT**

Number of evaluators: 8  
Combined years in practice 149



CRITERIA	AVERAGE SCORE (out of 5)
Size	4.3
Weight	4.1
Portability	4.5
Integration into the practice	4.8
Ability to cut tissue with minimal damage	4.8
Ease of use	4.3
Quality of company behind product (warranty)	4.9
Disposable cost	4.5
Voice confirmation	4.1
Touch screen display	4.7
Improves healing time	4.8
Reduced postoperative discomfort	4.8
Requires minimal anesthetic	4.3
Promotes minimal gum recession	4.3
Overall satisfaction	4.8

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# Lasers in Hygiene: An Undiscovered Gold Mine



I frequently run into dentists that tell me their hygiene departments are unproductive. I will sometimes hear comments that hygiene is a loss leader, a necessary evil and all sorts of other negative connotations. I can readily identify with these disgruntled practitioners because I used to be in that same rut myself. We were stuck at a daily production average of \$825 for what seemed like years and had become frustrated with failed attempts to increase it. However, that all changed for us eight years ago.

During that time, we became involved with diode lasers and learned how they can help in treating periodontal disease. One can readily access numerous, well-written online articles that

address specific techniques and protocols used for implementing lasers in hygiene. Most frequently, the procedure is referred to as LPT (Laser Periodontal Therapy) or LAPT (Laser Assisted Periodontal Therapy) using your search engine of choice.

Here's how we turned our unproductive hygiene department into a gold mine: The first step in the transition process involved a commitment by myself and the hygiene staff to spend the time and energy it took to learn about dental lasers. The Academy of Laser Dentistry proved to be an excellent resource for us. Fortunately, we were able to open our minds, embrace this new technology and make the change from doing things "the old way."

The next step was just as important; to place our hygienists' compensation in line with a percentage of their production. This helped them take ownership of their schedules and make them feel more like a part of the practice. It also substantially increased their remuneration. Within two weeks, our daily production average increased to \$1,800 (more than double) and has been increasing steadily ever since.

The increased production comes from us treating periodontal disease instead of supervising its neglect by doing bloody prophys. As we have become more experienced and confident with successful outcomes of LAPT, fewer and fewer of our patients are being referred for specialty care. We are taking care of business ourselves and our patients are grateful that they're not being sent to the periodontist for surgery.

In order to maximize efficiency, our hygiene department has a dedicated assistant to take digital x-rays and set up the treatment rooms. She also performs hygiene patient education, records pocket charting in the computer, prepares the laser for LAPT, performs an intra-oral camera tour of the mouth for preliminary problem assessment, fabricates NTI's and bleaching trays, and does our "in-house" whitening procedures. We came to the conclusion that we didn't want our hygienists who make \$250-315 per hour doing work that can be performed by a RDA who gets paid \$20 per hour.

On a typical day our hygiene department will see seven to nine patients, but never more than ten. However, our most productive days are when we see four to six patients, with the first patient of the day scheduled for an average of 2 ½ hours, consciously sedated (Triazolam) for full mouth LAPT. Excellent high definition video segments detailing procedural steps are available online at [www.Discuslasers.com](http://www.Discuslasers.com) (Click on Clinical Media, then Clinical Videos).

Our fee as of April 2006 for LAPT is \$340 per quad. Most dental benefit plans will consider 80% of the \$340 billed. Some plans will only cover up to \$240 per quad, with some covering up to \$272 per quad.

LAPT is thoroughly explained to our patients before the financial aspects of the treatment plan are presented. To conservatively estimate it, we routinely tell our patients that only \$200 may be covered per quad and that the difference of \$140 per quad could be their anticipated copay. We've come to the realization that it is better to refund overpayment than to ask for additional funds from our patients.

We submit LAPT as: (LAPT) Laser Assisted Perio Therapy - Code: D4341 (same code used for perio scaling/ root planning). Along with the claims submission, we attach a full pocket charting and FMX, if there are pockets of 6mm or greater.

Other Copayment Examples:  
 $\$340 / \text{quad} \times 80\% = \$272 / \text{per quad} (\$68 \text{ copay})$   
 $\$340 / \text{quad} \times 70\% = \$240 / \text{per quad} (\$100 \text{ copay})$

The D4341 procedure code is usually a benefit performed once every 24 months, depending on the plan. After completion of LAPT, the patient is placed on a 3 month perio-maintenance schedule. Perio-maintenance benefits also vary, depending on the plan: 2 per year for some plans and 3 per year for others - Code: D4910, fee: \$120 per visit.

We have two part-time hygienists comprising 5 hygiene-days per week, with an annual gross production of \$450,000 (\$200,000 net after factoring in all direct and indirect hygiene department expenses). This is hardly a loss leader.

And therein lies hygiene's "Undiscovered Gold Mine" – discovered through the implementation of LAPT. Not only does the hygiene department turn into a true profit center for the practice, but most importantly, our periodontally-compromised patients become healthier.

**Dr. Jay Goble**  
**Pleasant Hill Dental**  
**Pleasant Hill, CA**

