



READY TO GO DIGITAL?

“I will tell you the TRUTH”

- Paul

Dear Doctor,

- Is a laboratory offering you a **FREE** scanner?
- Are you considering “Going Digital”?
- What IOS system should you choose?
- What will work best with your new digital workflow?
- Should you pack cord if you utilize IOS?
- Is a quadrant scan good enough??
- Dry environment required, or does the scanner see through blood & saliva??
- Is it “easier” to capture a bite digitally?
- **Should I utilize a lab that gives me a FREE IOS?? (Maybe, Read #1!)**

STOP & GET THE FACTS by scanning the Q-Code below!

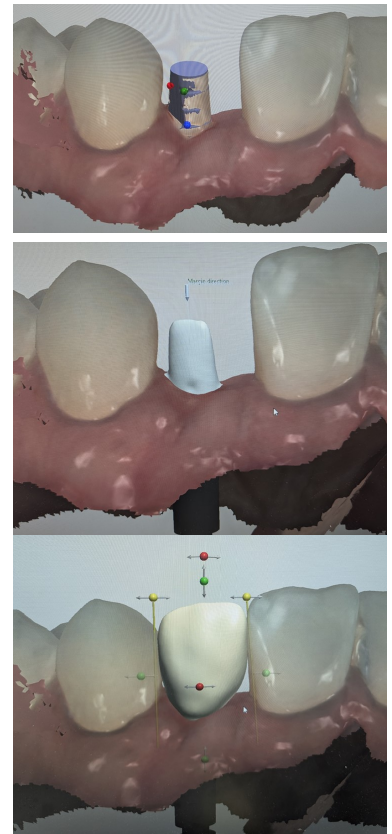
1. Did you know that MOST labs that offer a free scanner utilize AI to design your patient’s teeth? AND YOU ARE LOCKED INTO THAT LABORATORY!
2. Did you know they are designed in 90 seconds?! (I will TELL YOU the cost on the website!)
3. Did you know AI is NOT recommended for anterior or bridges!
It’s just not good enough?!
4. Did you know these type labs do it anyway?!
5. Did you know if they choose to not use AI, their designers are graphic artists NOT dental technicians?!
6. Did you know almost every CHEAP crown is cheap for a reason? **You get what you pay for!**

**BE VERY CAREFUL
when choosing your
laboratory partner!**



In This Issue:

- **FREE** IOS Scanner?
- **FULL-ARCH** Solution.
- Is it **QUALITY** or Preferences??



“Gardali has been a significant member of my team for 30 yrs. I value Gardali’s technical & materials knowledge to assist in decision making to optimize patient outcomes”

Dr. Brian Jackson. Utica, NY

Are you at a **CROSSROADS** with your **FULL - ARCH / All-On-X** solutions?



Chairside

IOS / Full-Arch / Preperation

RDA Services Powered by Gardali Advanced Restorative

ALL ON X SOLUTIONS



Today, we announce our partnership with **Nexus IOS** and the launch of Gardali *Chairside!*

Why Now?

For several years we saw full arch solutions becoming a prominent restoration however, we saw solutions that simply didn't make 100% sense for the long-term. We also faced a challenge with finding personnel to go chairside and provide REAL and LEGAL support. We wanted an **RDA**. So, why NOW? We have an RDA that spent 12 years chairside with a focus on implant indications. Today we launch **Gardali Chairside!**

Why Nexus IOS? **Simple-Accurate-Predictable!** (See How it works on back cover!)

We wanted a system that achieved these key elements.

- **Versatile:** Most systems must be validated. AND allow us to continue to offer **AUTHENTIC** only components
- **Simple:** It MUST be simple or it will fail and collect dust. A complete system from first scan to definitive prosthesis. Simple scanning, online ordering and final delivery all with Nexus iOS.
- **Digital Workflow:** Streamline your implant prosthetic workflow with the complete digital full-arch solution. AND you can utilize the IO Scanner YOU HAVE!
- **Accurate:** Using selected IO scanners, Nexus *Analyzer* and our Nexus Scan Gauges allows for optimal full-arch implant capture with unparalleled accuracy. Ultimately insuring a passive fit and a happy patient!
- **Timely:** From edentulous to a full compliment of teeth as quickly as possible WITHOUT compromise! You can go from Virtual Smile Design to prosthetic install in as few as 2 patient visits, whether creating a new smile or upgrading an existing prosthesis.
- **Affordability & Scalability:** \$30K for a couple cases a year in most practices it simply difficult to justify. Ready to learn more AND start prescribing or streamlining your full-arch patient?

Scan the Q-Code above for quick video, more info. Then simply request to speak with us!

How to AVOID REMAKES with preventative and chairside measures.

Dear Doctor,

Is it QUALITY, PREFERENCES or what to do (and NOT do) to avoid typical chairside challenges???

“Quality is a moving target”. WHY? Dentistry from chair to laboratory is NOT a perfect science. AND NO...not even with IOS and the digital world. AND, let’s NOT discuss Ai, yet!

How can we mitigate the typical challenges we face?

MARGINS: Naturally, we all want sealed margins. NOT only for a nice fit however, to mitigate/eliminate any micro leakage that can lead to reoccurring decay. Where does the problem start? It can start with the prep. Is the margin clearly defined? Is it a feather/knife edge or a shoulder for a Zirconia crown? Is it sub-G & did you share that on the RX? AND now we impress. Did the impression pick-up the margin clearly ALL the way around the tooth? Did you pack cord? Was the environment dry? If you utilize IOS, it is not a magic wand! The scan does NOT go through blood, tissue a saliva and keep in mind, you have NO material moving that out of the way. Can YOU see the margin clearly on the IOS screen? If you cannot...neither can we.

CONTACT: The challenge with quality can be easily demonstrated by contacts. Each Doctor has a different perspective on the ideal contact. Some want them “light” so they seat without much time to adjust. Some want them “broad & heavy” for they realize there will be adjacent tooth movement and better to error heavy/tight than light/open. WHY? You can adjust the heavy/tight contacts and the patient leaves with teeth and pays for the care. Light/open means we just wasted everyone’s time...mostly YOURS. Patient goes home toothless, case goes back to the lab and we all enjoy the extra work for \$0.00 just to aggravate the patient. We error on the side of heavy/broad & tight to keep YOU out of that situation. **Agree???** What about non-ideal adjacent teeth creating only the possibility of a pin point contact near the incisal 1/3?? THIS happens every day. Can we give you a contact reduction coping?? We can then give you the nice broad contact we all want. (See image below)

Why do we have tight/ideal contacts on the model and NOT in the mouth? Temporization is typically the culprit here. Temporizing in a strong contact will move the adjacent teeth. In a typical 2-3 week seating visit moving teeth fractions of a millimeter is just enough to OPEN your contacts. Temporize lightly in contact to mitigate this risk.

OCCCLUSION: So much to discuss and too little space. I will share this: In MOST cases triple trays are the problem. Why? NOT enough data captured, NO cross-arch reference to stabilize / identify a bite, patient bites “weird” for they only have material on ONE side of their mouth, the trays flex and rebound causing a discrepancies right for the beginning and the patient bites the tray. AND, when scanning (in-lab) a triple tray model is more difficult to translate to digital. **FULL ARCH** solves all these issues. Secondly, bite was taken POST prep. The patient “squeezes” their occlusion into that created space. This is inaccurate. Take the bite (a real bite registration!) PRIOR to tooth preparation. Also, consider this... articulation sometimes can be challenging. If you take a full-arch...do BOTH arches. Articulating a full-arch to an opposing quadrant is difficult. Finally, (If taking bite post prep) remove cotton rolls and dry angles when taking the bite. The patient may not bite accurately with them in place.

SHADE / CHARACTERIZATION: Shade is far more than just “Shade”. Hue, Chroma, Value, any **unique** characteristics of adjacent teeth and gingiva! ALL anterior cases REQUIRE a photo of the patient. We want to see the adjacent teeth. MOST shade adjustments can be eradicated by simply providing a photo. When we have a shade adjustment and NO photo provided there is an adjustment fee.

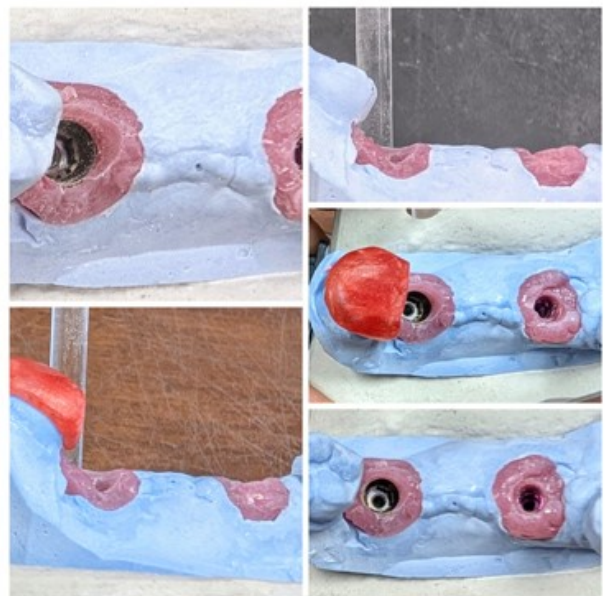
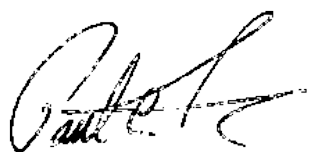
What’s next? Call or visit us online to request a Doctor Resource Kit.

Thank YOU and take care,

Paul Intino, Owner.

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Gardali

Advanced Restorative

ImplantONE™

When it matters most... **TRUST** Gardali! | GardaliLab.com



HOW IT WORKS!



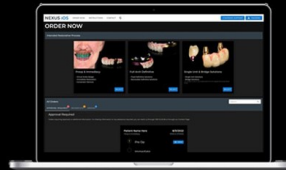
SCAN

Intraoral Scanning with Nexus Scan Gauges
Scan your patient using your IO scanner and Nexus Scan Gauges.



VERIFY

Check the precision of your scans via Nexus Analyzer to get instant results.



UPLOAD

Upload your scan data to the Nexus online portal and order your chosen indication.



DELIVER

Your finished case is delivered, ready for patient seating.

Validated Scanners (2-16-2026)



3shape



SHINING3D
DENTAL



MEDIT



Dentsply
Sirona



iTero



Alliedstar

When it matters most **TRUST** Gardali Advanced Restorative / ImplantONE!