



**IZZY NAEM,
DDS**

Dr. Naem received his Bachelor's Degree and Doctorate from Wayne State University and the University of Detroit/Mercy Dental School. He has advanced surgical training, receiving Diplomat status with the International Dental Implant Association and the American Dental Implant Association. Dr. Naem is a member of the ADA, the Chicago Dental Society, the American Equilibration Society, and the AGD, and is a Fellow of the Illinois Dental Society.

Instrument Management System

ENABLES PRACTICES TO GAIN 1 EXTRA HOUR A DAY IN LOST STERILIZATION TIME

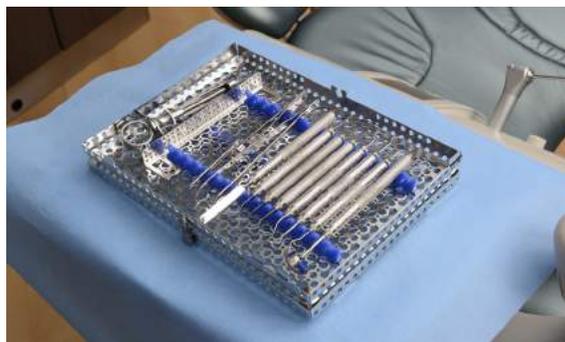


Dr. Izzy Naem, a dentist in a general practice in Chicago, uses Hu-Friedy's Instrument Management System (IMS), which standardizes and combines the cleaning, sterilization, storage, and organization of instruments in one integrated cassette system. Here, Dr. Naem describes how IMS helps maximize chairside efficiency to create results that can save the practice 5 to 10 minutes per procedure.

Before IMS, the focus for us was to increase revenue by seeing more hygiene patients. We had an antiquated system that was passed down from the original practice owner. It involved many steps, would never have passed OSHA inspections, was very unsightly and, quite frankly, dangerous. Creating space in our schedule during peak hours was also a problem because we were constantly running out of hygiene setups due to the time it took to process them. So, we called our Hu-Friedy rep to inquire about buying more setups, and he mentioned inefficiencies in my sterilization protocol and how implementing IMS cassettes could streamline tasks I never before thought of as bottlenecks in my productivity. Boy, was he right!

IMS has allowed us to streamline our cleaning and sterilization process. Previously, our staff would need weeks of training just to remember our setups. New hires would slow our process to a crawl, which would force us to place our most veteran staff not with the dentists, but with new hires trying to learn cleaning and sterilization. Lost or dull instruments were also a common problem plaguing our office; this created frustration for all. Now that we place the instruments back into the cassette chairside, all that frustration is eliminated. This created a productive and streamlined learning environment for all staff, old and new.

With IMS cassettes, operatory change-over time is a breeze, reduced by about 5 to 10 minutes depend-



ing on the procedure. Sterilization of cassettes, when combined with a dental instrument washer, gives us a cleaning and sterilization protocol that can be run constantly, which frees up time and setups for us to use on patients. This extra time adds up to more hygiene patients without the usual camping out in the waiting room while the instruments are being processed.

Having more hygiene patients has directly translated to more productivity, and since we're able to see more patients, we have seen substantial growth in our new patient numbers. This also includes receiving patient referrals with compliments about how the whole patient experience has improved. IMS cassettes help set the tone that we, as a whole, care about patient safety and quality dentistry, and it shows in our ability to give patients the time they need to thoroughly enjoy their stay with us.



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