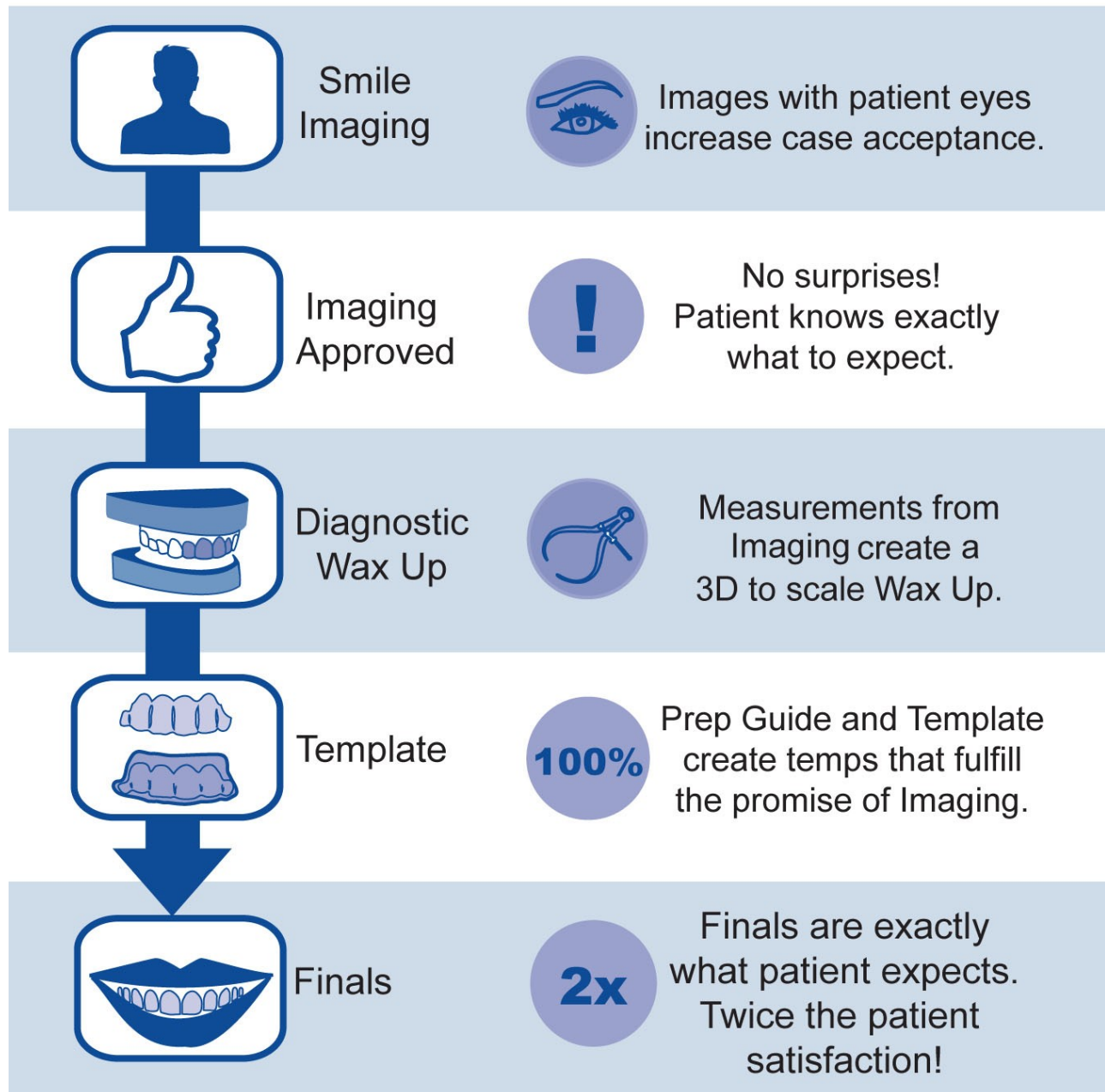


Smile-Vision is a custom dental laboratory helping clients attract larger cases & deliver them more predictably & profitably
2024 Fees and Procedures

GET APPROVAL EVERY STEP OF THE WAY

Know Where You're Going In Advance



Smile-Vision Contact Information

135 N. Beacon Street Watertown, MA 02472 Phone Lab: 617-923-9616 Ext. 1
Imaging: 617-923-9616 Ext. 2 www.smilevision.net E-mail: info@smilevision.net

Smile-Vision Laboratory Services

[Newton, MA]

Smile-Vision's imaging service has come a long way since its inception in the 1980s.

"At first, dentists sent us photographic slides and prints," says Larry Brooks. "Dentists didn't have much control over the process and the elapsed time was longer than we would have liked."

In the mid-nineties, Smile-Vision improved its technology by offering computers with custom software already loaded that made it easy for dentists to take digital images and send them through fax lines to the imaging center. While this simplified and sped up the communication, the company still wanted to improve the process.

With the advent of the Internet and inexpensive digital cameras, the service went on-line, resulting in reduced prices and faster, more interactive service. Today, any dentist anywhere can post images to a password-protected website and get their cosmetic simulation in about one hour.

Artists create the smile makeovers and the Smile-Vision laboratory has developed a proprietary technique that uses the images to create full-scale replicas in wax. Currently, Smile-Vision is developing more accurate ways to go from waxup to identical final restorations via 3-D milling procedures.

At Smile-Vision, imaging is everything

—by Kim Calabro, Managing Editor

WOULD YOU BUILD YOUR DREAM HOUSE without an architectural plan? Purchase a new car sight unseen? Probably not, and Smile-Vision in Newton, Massachusetts, says patients shouldn't buy a restoration without knowing what the final product will look like either.

When cosmetic imaging first hit the market in the 1980s, Dr. Larry Brooks—both a dentist and a technician—saw the potential benefits of showing the patient how his proposed smile makeover might look *before* it's actually fabricated. As a dentist, he was often disappointed with the lack of control he had over esthetics, and as a technician he was frustrated when a patient didn't like the way a restoration looked after insertion. "It seemed as if the end result was a surprise to everyone," says Larry. "I realized there was a huge need for cosmetic imaging and that it would be a great marketing tool to increase patient interest and acceptance of cosmetic treatment."

Larry, who already managed a laboratory, decided to launch a new division of the business to focus on the cosmetic imaging niche and offer the service to other dentists: Smile-Vision Imaging Services. While most in-office cosmetic imaging systems feature a library of stock tooth photos that are digitally pasted into the patient's "before" picture, Smile-Vision's service is different and more personalized. Its digital artists—typically art school graduates who have gone through a six-month training program developed by Smile-Vision—use PhotoShop software and an art tablet to remake the patient's existing dentition into a customized "after" photo. "Commercially available systems are fine to show patients minor adjustments like filling a space, but for anterior smile makeovers you need to have more clinically accurate "after" images in order to show the patient a realistic look," says Jonathan Brooks, MDT, laboratory manager.

If the patient is satisfied with the proposed image and decides to proceed with treatment, the dentist sends the after photo to his laboratory of choice for fabrication. If the patient *isn't* satisfied with the im-

aged photo, Smile-Vision offers a redraw option for an additional fee.

Imaging one case costs up to \$65, a nominal investment for the dentist if the patient decides to accept treatment. "If \$65 sells four \$1,000 veneers, the investment is well worth it," says Jonathan. "There are millions of dollars worth of cosmetic work out there just waiting to be done. It's a matter of getting patients to see what the possibilities are."

In addition to boosting cosmetic restoration sales, imaging also helps synchronize patient, dentist and laboratory expectations, and provides the technician with a valuable frame of reference during fabrication. For instance, once the patient approves the image, the technician can use it as a guide to determine the length, shape and color of the teeth.

Smile-Vision Imaging Services works with over two thousand clients and designs over 5,000 digital smiles a year. Even though not all of those clients ultimately send the imaged cases to the Smile-Vision laboratory, the imaging service has changed the lab's fabrication philosophy and procedures. For instance, imaging has become standard practice for all cosmetic cases. "For many labs, the first step is a diagnostic waxup, but for us, it's imaging," says Jonathan.

The service has also changed the lab's target client and its marketing strategies. For example, when the laboratory first opened, it targeted local dentists via traditional methods. Today, its ideal clients are general dentists who are interested in working with imaging technology to grow their practices, and the lab's marketing efforts have become more high-tech and sophisticated. It now focuses on marketing via e-mail with monthly e-newsletters and partners with dentist-clients to write articles for popular dental journals.

Offering cosmetic imaging has also enhanced the reputation of the lab, as well as those of its dentist-clients. "Our commitment to imaging makes it clear to clients and potential clients that we are ready to handle cases with an esthetic component," says Jonathan. "It gives patients confidence in our dentist-clients' abilities as well. It tells them that their dentist is special." **LMT**



From left to right: Dr. Larry Brooks DDS, CEO; Ann Martin, laboratory coordinator; and Jonathon Brooks, MDT, laboratory manager.



Karina Perebeyeva, one of Smile-Vision's six digital imaging artists.



A "before" photo of a recent patient.



The patient's proposed smile after cosmetic imaging.



The patient's final smile makeover: eight IPS Empress crowns.

A Systematic Approach to Case Fabrication Using Sirona's inLab® System

By Jonathan Brooks, CDT, MDT

Restoring a full mouth predictably and profitably requires a systematic approach, from selecting qualified patients and case presentation to case planning, fabrication and delivery. Each step is dependent on the previous one to avoid unexpected and unwanted surprises and ensure total success.

In our laboratory, we've developed the Smile-Vision Template Technique™, a process through which we create a computer simulation showing how the final restorations will look in the patient's mouth. We start with the ideal end result in mind and work backwards from there. We've broken

down the fabrication process into incremental steps, with each step having to be verified and approved by all parties involved before moving to the next step. The ability to deliver the results shown in the simulation is dependent on proper planning, diagnostics, and using the best tools and materials available.

One of those tools is the Sirona inLab® system which saves time, offers flexibility and enables our technicians to take advantage of technology while still using their artistic skills to the fullest. The following case demonstrates the use of the Template Technique and the inLab system.

Restorative Challenge



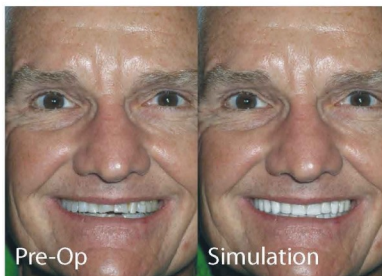
The male patient exhibited severe wear and wanted to improve his smile. Dr. Alan Rosen, Springfield, MO, determined that improving the patient's smile meant restoring the patient's lost vertical dimension and crowning teeth #4-12 and #21-29.



Jonathan Brooks, CDT, MDT, is Technical Director at Smile-Vision Inc. in Newton, MA. He oversees a staff of artists and technicians and specializes

in fixed, high-esthetic and full mouth reconstruction cases. Brooks is a graduate of the Masters program in Dental Technology at the New York University College of Dentistry and is a Certified inLab trainer and Beta Tester.

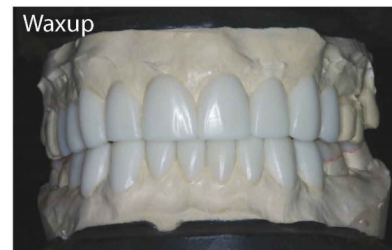
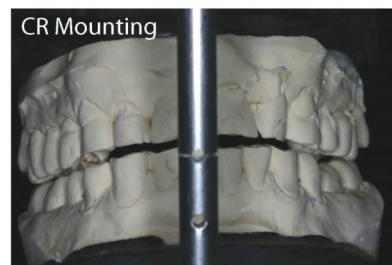
Step 1



To show the patient how he would look, a Smile-Vision cosmetic simulation was completed. This serves two purposes:

1. It allows the patient, dentist and technician to visualize and agree on the proposed outcome.
2. The technician can use it as a plan for a diagnostic waxup upon which the provisional and final restorations would be based.

Step 2



Upon patient approval of the smile simulation, the models, CR bite registration and facebow were sent to Smile-Vision and mounted on a Stratos articulator. The smile simulation photos and models were measured in order to determine the dimensions of the teeth shown in the simulation. A waxup was then created to copy the esthetic results of the smile simulation and verify function on the articulator.

Smile-Vision

Partnering with Dentists
to get more large cases
AND
Deliver them
more efficiently

Step 3



Pressure-molded temporary templates and preparation guides were fabricated, enabling the dentist to adequately prep the teeth and make temporary restorations that follow the esthetic plan of the waxup.

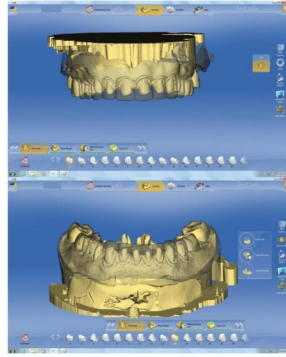
Step 4



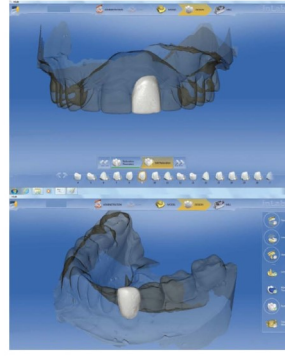
Preparation and temporization were accomplished using the prep guide and temporary template. Temporaries that duplicated the cosmetic simulation were made of bis-acryl and inserted with minimal adjustment.

Step 5

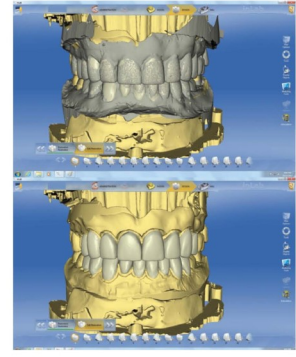
The laboratory fabricated the restorations using the inLab system with its inEos X5 scanner and the Biogeneric Copy feature to scan the models of the preps and the approved provisional restorations and to design the restorations to fit within the exact confines of the provisional:



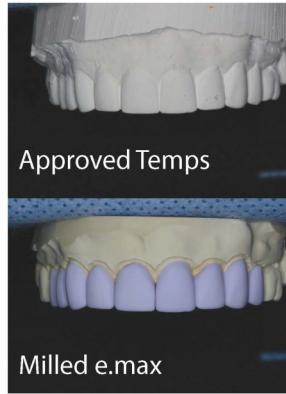
Upper and lower models of preps with overlays of provisional models.



The proposed restorations were evaluated in relation to the outline of the provisional.



The restorations prior to milling in the software.



The milled e.max restorations compared to the models of the approved provisionals.

Step 6



Fine finishing, crystallization, incisal layering and stain and glaze of the e.max restorations were completed and the final restorations were placed on the model.

Step 7



The dentist bonded the final restorations in the patient's mouth. Since the treatment plan was followed, there were no surprises at this point. The patient is used to the contours, lengths and feel of the provisionals, all of which are exactly duplicated in the final restorations.

Smile-Vision is a custom dental laboratory helping clients attract larger cases & deliver them more predictably & profitably

2024 Fees and Procedures

GET APPROVAL EVERY STEP OF THE WAY

[Click here](#) or use the QR code below to register and send your first simulation

Get Patient Approval EVERY STEP OF THE WAY with The Template Technique

Have patients approve a cosmetic simulation as the starting point.

Make temps that follow the plan to verify the plan.

Have Smile-Vision duplicate your temps in the material of your choice.

Make the final insertion a celebration instead of a stressful event.

Plan with digital simulations

Professional-quality clinically-accurate full-face simulations from Smile-Vision allow the dentist to interface with patients and discover the look the patient, family and friends prefer. No more guessing, hoping and explaining at delivery.

The simulation provides the explicit directions to the Smile-Vision lab necessary to go to the next step - temps that make the patient look as he did in the simulation (over 10,000 cases successfully completed). If you are not already a client click here to register and get started. If you are not already a client, ask for your 2 first full-face case without charge when sending the image.

Preview Your Case BEFORE it Leaves the Lab

Smile-Vision previews all wax-up & final restoration cases over 4 units. The goal is to create peace-of-mind by knowing what you will receive before the case is shipped.

Partner with us at Smile-Vision to increase patient satisfaction.

Here's to YOUR success,

Larry & Jon Brooks



Use this QR code to register and send your first image for simulation

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DIGITAL SIMULATION FEES & PROCEDURES

[Click here](#) or use the QR code below to register and send your first simulation

Cosmetic Simulation Fees - a cosmetic simulation is the creation and delivery of one "after" digital portrait posted on your personal online imaging site.

Individual Cases - \$75

Prepaid Discount Packages (no time limit on usage)

6 cases – \$405 (\$67.5 per case — a 10% saving over individual cases)

12 cases – \$765 (\$63.75 per case — a 15% saving over individual cases)

25 cases— \$1,406.25 (\$56.25 per case— a 25% saving over individual cases)

5 Cases minimum per month (\$43 per case - 40% saving) <http://smilevision.com/focused-marketing/>

Additional Esthetic Option or Redraw – 50% of full case fee

Close-up Images (*EYES NOT VISIBLE*) - 50% surcharge

Portrait Enhancement - (Corrects facial blemishes and wrinkles) - \$15

Standard Turnaround Time for Imaging - Return dates are posted on your order form

Rush Surcharges - 1 Hour turnaround – \$25;

24 Hour guaranteed turnaround – \$15

To Start Using the Smile-Vision Cosmetic Imaging Service -



Use this QR code to register and send your first image for simulation

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2024 Fees and Procedures

The Template Technique

The Template Technique is a case-delivery protocol which **ensures a predictable result before starting a cosmetic case**. Our dental technicians create a three-dimensional resin replica using cosmetic imaging as a guide. Then, we make a preparation guide and two-part temporary template from the replica. The preparation guide insures the accurate tooth reduction necessary to achieve an excellent result. The temporary template allows the dental team to fabricate temporaries in a fraction of the time it takes using other methods. In addition, **the temporaries look just like the case shown in the cosmetic imaging**. This new generation of temporaries offers patients an accurate preview of their final case. Once the temporary restorations are accepted by patients, our laboratory can fabricate permanent restorations – always according to plan. **There are no surprises!**

Protocol

1. **Verify with the patient that the cosmetic imaging pictures give an accurate representation of the result you are planning to deliver!** Never assume that patients “understand” anything they do not see. For example, never present Smile-Vision imaging which shows ten teeth treated if you plan to treat only four or six teeth.
2. **Send study models of your case to us at Smile-Vision.** By taking measurements from the cosmetic imaging pictures we create a 3-D resin replica of the planned result, a tooth preparation guide and a template for temporaries. (We will ask you to **Preview** images of the waxup on your imaging site before shipping).
3. **During reduction of the teeth**, insert a periodontal probe into the holes of the prep guide to verify correct preparation.
4. **After preparation**, follow these steps to use the two-part temporary template:
 - Insert the soft inner lining into the hard outer shell and try it over the prepared teeth to verify fit.
 - Coat the teeth with dentinal bonding agent or desensitizer.
 - Inject Bis Acrylic temporary resin into the template (Protemp 3 Garant by 3M—ESPE is our favorite for large cases).
 - Seat the template over the prepared teeth and apply considerable force while the resin cures on the teeth.
 - Remove the hard outer shell. Then peel the inner shell off the resin. The temporary restoration will have a smooth polished surface. You may reuse the template.



Resin Replica



Prep Guide



Temporary template



Finishing temps

To send digital scans find Smile-Vision at:
Itero– Smile-Vision Inc. #4592
Cerec Connect– Smile-Vision Inc. Zip code=02472
Trios – “Connect” Email: JonB@smilevision.net

Watch Dr. Martin Goldstein make temps in minutes

www.vimeo.com/293349524



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Smile-Vision Template Technique Fee Calculator

Wax-up + Templates				Waxup + Monolithic Zirconia or E.max	
Units	Arches	Total	Per unit	Total	Per unit
2	1	\$359	\$180	\$875	\$438
4	1	\$497	\$124	\$1,529	\$382
6	1	\$635	\$106	\$2,183	\$364
8	1	\$773	\$97	\$2,873	\$355
8	2	\$994	\$124	\$3,058	\$382
10	1	\$911	\$91	\$3,491	\$349
10	2	\$1,132	\$113	\$3,712	\$371
12	1	\$1,049	\$87	\$4,145	\$345
12	2	\$1,270	\$106	\$4,366	\$364
14	1	\$1,187	\$85	\$4,799	\$343
14	2	\$1,408	\$101	\$5,020	\$359
18	2	\$1,684	\$94	\$6,328	\$352
28	2	\$2,374	\$85	\$9,598	\$343

Monolithic Emax or Zirconia - \$258
 Layer Ceramic - Emax, Empress or Zirconia \$76.5 additional per Unit
 OverTemps - Add \$56 per unit

Flexible-frame implant-supported prosthesis with Emax or zirconia custom-made teeth - Go to www.triniadenture.com for more info. Call Jon Brooks MDT, CDT for a fee quote.

Contact Smile-Vision for a fee estimate BEFORE presenting your larger cases

Pre-schedule your cases – to guarantee the fastest turnaround times!

Cases Not Scheduled in Advance – Turnaround times will vary depending upon workload. Include your desired due date on your RX and we will make every effort to meet it. You will be contacted when your case arrives if we cannot meet the requested date.

Payment Terms – Credit card information is kept on file. The card is charged as cases are shipped. A second payment option is via UPS COD service.

Shipping – USA and Canada - We **offer complimentary ground shipping to our lab via UPS**. You may call Smile-Vision prior to shipping your cases to determine the most economical method for shipment within your time frame.

12 Month No-fault Post-insertion Guarantee – Our lab will remake your case at 50% of the current fee (no matter what the reason) for a period of 12 months following insertion.

All implant components used by Smile-Vision are FDA 501K Approved

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2024 Fees and Procedures

2024 Smile-Vision Laboratory Procedure and Fee Schedule

Diagnostic Services		
Full Face Smile Imaging	\$75.00	
Wax-up per tooth	\$69.00	
Prep Guide & Temporary Template (per arch)	\$221.00	
Periodontal Template	\$145.00	
Prep Model (after Template)	\$52.50	
Reduction coping	\$44.00	
Provisional Restorations		
PMMA CAD Temps	\$63.00	
Milled PMMA OverTemps	\$56.00	
Peek or Metal Reinforced Radica Temps	\$85.50	
Fixed Final Restorations Including Models		
Pressed or Milled Emax or Silicate Restoration	\$258.00	
Pressed or Milled Empress Restoration	\$258.00	
Esthetic Full Zirconia Restoration	\$258.00	
Layered Porcelain on Emax, Celtra, Empress, Zirconia	\$76.50	
Porcelain to Metal Restoration	\$311.00	Plus Alloy
Full Gold Restoration	\$258.00	Plus Alloy
Stock Ti Base Screw Retained Emax or Zirconia Restoration	\$575.00	Plus Soft Tissue Model
Atlantis Screw Retained Emax or Zirconia Restoration	\$617.00	Plus Soft Tissue Model
Model-Free final Restorations From a Digital Scan		
Milled Emax Restoration	\$196.00	
Milled Celtra Duo Restoration	\$196.00	
Esthetic Full Zirconia Restoration	\$196.00	
Full Gold Restoration	\$199.00	Plus Alloy
Stock Ti Base Screw Retained Emax or Zirconia Restoration	\$575.00	
Atlantis Screw Retained Emax or Zirconia Restoration	\$617.00	
Implant Abutments- Including seating guide		
Atlantis Titanium Abutment	\$352.00	
Atlantis Gold Colored Titanium Abutment	\$395.00	
Atlantis Zirconia Abutment	\$414.00	
Additional Items		
Printed or Poured Models	\$59.00	
Soft Tissue model	\$87.00	Plus Implant Analog
Custom Impression Tray	\$66.00	
Night Guard	\$287.00	
STL File Conversion	\$18.00	
Custom Shade Taking	\$91.00	

Contact Us for a Custom Labwork Estimate:

Full Mouth Rehabilitation, All on X, Bite Restoration, Smile Design

JonB@smilevision.net (617) 923-9616 (800) 634-3480

Prices effective 01/01/24

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Smile-Vision is a custom dental laboratory helping clients attract

Digital Impression Options for E.max and Full-Zirconia Restorations

Expertly crafted dental restorations offer minimal insertion time and chair-side adjustment

Smile-Vision has created a 2-level manufacturing system offering high quality results!

The 2-levels are as follows:

1. **Printed Model:** Fit to articulated physical models to minimize chair-side adjustment & insertion time

Lab Fee - \$258 per restoration (model included)

Optional incisal ceramic layering - \$76.5 per restoration

2. **Model Free: Monolithic Restorations (NOT Fit to a physical model)**

Lab Fee - \$196 per restoration

Choosing between Printed Model & Model Free Restorations

For large cases and single anterior cases, we at Smile-Vision always recommend printed models. For cases up to 2 posterior units, model free restorations are an economical alternative.

Advantages of Model Free Units compared to Printed Model Units:

Lower Cost: Less hand labor by technicians means reduced lab fees

Less days in the lab: Fewer steps in the lab reduce the time requirements

Disadvantage of Model Free Units compared to Printed Model Units:

High esthetic incisal layering cannot be accomplished

Contacts & occlusion cannot be physically verified

Digital Impression systems accepted by Smile-Vision Laboratory:

Cerec, Itero, Trios, Medit, Carestream. Any other scans taken in STL format can be sent here:

<https://smile-vision.wetransfer.com/>



Get started by contacting Jon Brooks prior to sending your first case!

(Phone: 617-923-9616 Email : jonb@smilevision.net).

To send digital scans find Smile-Vision at:

Itero– Smile-Vision Inc. #4592

Cerec Connect– Smile-Vision Inc. Zip code=02472

Trios – Enter “connect” email: JonB@smilevision.net

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2024 Fees and Procedures

THE MILLED PMMA OVERTEMP™ TECHNIQUE

SIMPLIFIES FULL-MOUTH RECONSTRUCTION

Dentists frequently encounter worn dentitions, requiring bite opening procedures prior to restoration for functional and/or esthetic purposes. Theories and techniques for finding the optimal relationship of the jaws at the desired inter-dental relationship abound, but none are definitive. All are limited in accuracy and reliability by the fact that mandibular movements and tolerances are highly individual and often unpredictable. Likewise, esthetics is subject to personal taste and should be verified by the patient prior to starting definitive therapy.

The OverTemp Technique is designed to interface with all jaw positioning systems. It is a fixed interim step, used to verify optimal mandibular position and esthetics, prior to dental restoration.

Outline of the OverTemp Technique

- Esthetic preferences are determined in advance via accurate cosmetic simulations.
- Models of the dental arches are mounted on an articulator of choice in the chosen relationship.
- A waxup representing the desired final result is created to fulfill the occlusal and esthetic criteria for the case without altering the dimensions of the existing teeth (wax is only added). If slight tooth reduction is necessary, the areas will be marked on the model.
- The lab creates OverTemps, made of PMMA which are then bonded into place in the mouth.
- The OverTemps can be adjusted in the mouth to the patient's satisfaction.
- Once the new esthetics and occlusion are verified, tooth preparation can begin in whatever sequence is appropriate. Since the patient is stabilized, there is not any need to prepare and temp large areas in one sitting.

The OverTemp Technique offers the following benefits for dentists and their patients:

- Occlusion and esthetics at a new vertical dimension and maxillary/mandibular relationship can be adjusted and approved by the patient **prior to** tooth preparation.
- Restoration may proceed on a quadrant or half-mouth basis with assured retention of a satisfactory occlusal relationship and esthetics.

Contact Smile-Vision for more information.

Go to
<http://smilevision.com/overtemps/>



Smile-Vision Contact Information
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Imaging: 617-923-9616 Ext. 2 www.smilevision.net E-mail: info@smilevision.net

Doctor _____
 Street _____
 City _____ State _____ Zip _____

Patient _____ Date _____
 Phone _____ Due Date _____
 Return UPS Gnd. 2nd day Overnight Other

Please circle the appropriate items

<u>Items shipped with this case</u>					
Counter Model	Master Impression	Shade Tab	Bite Registration	Metal Articulator	Study Model

Teeth to Be Restored

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16
 32 31 30 29 28 27 26 25 24 23 22 21 20 19 18 17

<u>Please circle your choice(s)</u>	<i>IPS e.max</i>	<i>Celtra</i>	<i>Zirconia</i>	<i>Layered</i>	<i>Monolithic</i>
	<i>Radica OverTemps</i>	<i>Long-Term Temps</i>	<i>Full cast</i>	<i>PFM</i>	<i>Implant Abutment</i>

Articulation: Plastic hinge Metal hinge Denar Hanau Artex Panadent Stratos Whip-Mix Sam 3

Please Return: Single units Splint Completed Frame only Bis Bake

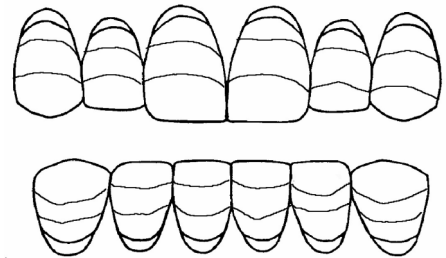
Alloys: 50% gold 88% gold

Templates: Wax-up Template and prep guide Prepare teeth on duplicate model Imaging date _____

Texture: Heavily defined Moderate Light Smooth

To send digital scans find Smile-Vision at:
 Itero– Smile-Vision Inc. #4592
 Cerec Connect– Smile-Vision Inc. Zip
 Zip: 02472
 3Shape Trios Enter:
 “connect” email: JonB@smilevision.net

Shade



Additional Instructions: ↓

Dr. License: _____ Dr. Signature _____ Date _____

Smile-Vision is a custom dental laboratory helping clients attract larger cases & deliver them more predictably & profitably

2024 Fees and Procedures

Smile-Vision Implant Checklist

Please fill out in addition to lab RX when sending implant cases

Tooth (implant) #	Implant brand	Implant type	Implant table diameter

- Use enclosed implant parts provided by doctor
- Please order all necessary implant parts

Current soft tissue formation: (Check on left)

- Stock healing cap
- Custom temporary healing cap / abutment

Please fabricate: (check on left)

- CAD/ CAM titanium custom implant abutment
- CAD/ CAM Zirconia custom implant abutment- Shade _____
- Cast gold hand milled custom implant abutment
- Modified stock titanium implant abutment
- Modified stock Zirconia implant abutment

Implant abutment design specifics:

Place margins _____ mm below / above height of soft tissue.

Additional notes:

Implant manufacturers contact information:

MIS	866-777-9145	www.misimplants.com	
Ace Surgical	800-441-3100	www.acesurgical.com	
Bicon	800-882-4266	www.bicon.com	
Bio Horizons	888-246-8338	www.biohorizons.com	
Dentsply Implants	800-531-3481	http://www.dentsplyimplants.us/	
Hiosen	888-678-0001	http://hiossen.com/	
Implant Direct	888-649-6425	www.implantdirect.com	
Lifecore	866-902-9272	www.keystonedental.com	
Nobel Biocare	800-993-8100	www.nobelbiocare.com	
Straumann	800-448-8168	www.straumannusa.com	
Zimmer Biomet	800-342-5454	www.zimmerbiometdental.com	

Smile-Vision Contact Information

135 N. Beacon Street Watertown, MA 02472 Phone Lab: 617-923-9616 Ext. 1
Imaging: 617-923-9616 Ext. 2 www.smilevision.net E-mail: info@smilevision.net