



Flowing, clear contours represent harmony and aesthetics: the philosophy that links all areas of the dental practice is reflected in the design of the practice.

Photos: Bergfort/Dentalmedia

From dreaming of a practice to a dream practice

Holistic and sustainable: Dr. Melike Bergfort about the philosophy behind her practice, B-Kö Smiles, and the importance of a consistent focus on prevention

When Dr. Melike Bergfort joined her husband, Dr. David Bergfort, in his practice full-time some six years ago, she began step by step to implement a new and medically as well as technically state-of-the-art practice concept, which was carefully conceived down to the last detail. The result is the new practice "B-Kö Smiles," a logical evolution of a traditional dental practice which has existed in the heart of downtown Düsseldorf for more than half a century.

In addition to implantology, the core competencies include orthodontology, aesthetic dentistry, periodontology, and prevention. We wanted to know from Dr. Melike Bergfort, a mother of four, how practices can not only survive but even grow in economically challenging times, and what approach she has taken to achieve this.

Dr. Bergfort, about three years ago, you presented your dental practice and your practice concept in the *dzw* – the German biweekly professional journal for dentists, dental technicians, and dental industry professionals. How have you continued to develop your Düsseldorf practice, B-Kö Smiles, since then?

Dr. Melike Bergfort: Our practice, B-Kö Smiles, has developed dynamically over the past three years by placing even greater emphasis on our core philosophy – prevention and tooth preservation. To this end, we have

optimized our prevention concept through continuous training and interdisciplinary exchange at an international level.

Our aim is to view oral health as an integral part of overall health. In

prevention, we focus on personalized approaches that are precisely tailored to the individual health status of our patients.

We support sustainable oral health with advanced tools such as diagnostic software, Guided Biofilm Therapy (GBT), and bioregenerative materials such as Platelet-Rich Fibrin (PRF). This is complemented by close cooperation with medical specialists, including internists and cardiologists, to create holistic treatment approaches.

We continue to set technological standards: we have invested in our digital infrastructure, for example by using NIRI (Near-Infrared Imaging) technology for caries diagnostics. Our in-house, fully digital laboratory also enables us to perform minimal and non-invasive treatments efficiently and in a patient-friendly manner – from fully guided implantology to bioregenerative surgical procedures. Our objective remains unchanged: to harmonize aesthetics, function, and health while slowing down, stopping, or even reversing the aging process of teeth and surrounding tissue. Our approach is always tailored to the individual needs of our patients and promotes a "health first" mindset.

Faced with budget constraints in the healthcare sector, a growing shortage of skilled personnel, and excessive bureaucracy, many dental

practices are facing a wide range of challenges. What helped you to not only survive but actually prosper during difficult times? Dr. Melike Bergfort:

We were not spared from these challenges either. The shortage of skilled personnel affects us the same as other practices, and it is becoming increasingly difficult to find qualified employees who share our passion for modern dentistry. This makes us appreciate our existing team, which has been loyal to us for decades, all the more. Without this well-established and motivated team, our success would be unthinkable.

We succeed in growing because we pursue clear values and adhere to them consistently. For us, this means not compromising on quality despite budget constraints and bureaucratic hurdles. We stand for high-quality dentistry and use only the best and most innovative materials, regardless of cost.

We have accepted bureaucracy as an integral part of our work and optimized it to such an extent that it even brings us advantages. We give every patient complete transparency with detailed treatment plans that disclose all costs. This approach, as time-consuming as it may be, builds trust and strengthens the bond with our patients. Our approach of placing quality above quantity has not only kept us economically sound, but has

B-Kö Smiles



B-Kö Smiles: Dr. David Bergfort and Dr. Melike Bergfort have turned their dream of a dental practice into their dream practice. The original practice of B-Kö Smiles was founded in the 1960s and was one of the first implantology practices in Germany and the very first in Düsseldorf. The practice was taken over by Dr. David Bergfort in 1998. The certified GBT practice in Düsseldorf's Schadowstraße offers a wide range of services, from implantology and aesthetic and functional dentistry, including classic veneers and crown and bridge restorations, to orthodontology, sports dentistry, periodontology, and prevention. The practice, with a well-established team of nine employees, has its own in-house fully digital dental laboratory. For impressions of the practice, please visit www.bkoesmiles.de

also strengthened our position as a leading dental practice. We continue to grow sustainably and remain true to our philosophy: medicine that we can support wholeheartedly and which is effective in the long term.

What were the biggest challenges you faced with regard to your practice?

Dr. Melike Bergfort: Our biggest challenge was, and still is, to take everyone involved – patients, employees, and practitioners – on this journey. In a large city like Düsseldorf with a high level of competition, it is particularly important to make a conscious effort to stand out from the mainstream and not allow yourself to be restricted by political limitations.

It has always been our aim to convince patients and employees that it is worthwhile investing in quality, prevention, and holistic approaches. At the same time, and together with my husband as both my partner and co-director of the practice, I had to create clear structures that reflect our values and visions. This balancing act – between tradition, innovation, and personal commitment – is the foundation of our success.

B-Kö Smiles is a very diversified dental practice with a comprehensive spectrum of treatments and strong patient loyalty. What is the common thread, the unifying element in your practice concept?

Dr. Melike Bergfort: The overarching concept of our practice can be summed up in three words: holistic, preventive, personalized. We work in an interdisciplinary and preventive manner, place utmost emphasis on personalized care, and treat each patient as an individual. Our aim is to coordinate sustainable, healthy, and aesthetic solutions under one roof. This philosophy is the common thread that connects all areas of our practice – from prevention and preservative dentistry to surgery and implantology.

These values are also reflected in the design of our new practice premises. The flowing, clear contours not only symbolize harmony and aesthetics, but also reflect the continuous development required in state-of-the-art dentistry.

Sustainability is increasingly important. How important is prevention in your practice?

Dr. Melike Bergfort: Sustainability is an issue that we view holistically in modern dentistry. For us, this not only means using environment-friendly materials and processes, but also creating long-term solutions that spare patients unnecessary treatments.

Prevention is the cornerstone here. We view it as a preventive measure that not only contributes to dental health, but also to overall health. Good prevention can significantly reduce the risk of systemic diseases such as diabetes, cardiovascular problems, or inflammatory diseases. Our prevention concept is designed to maintain oral health thus making major interventions unnecessary.

With personalized recall intervals, preventive measures such as GBT or bioprophyllaxis, and the support of modern diagnostic tools such as NIRI technology, we create a foundation for sustainable dentistry.

Another aspect of sustainability is avoiding waste: we work with reusable instruments, reduce single-use plastics, and rely on resource-saving technologies. In addition, we regularly train our team to ensure that prevention meets the latest scientific standards while remaining environmentally acceptable at the same time.

Our goal is to create future-oriented dentistry that serves the well-being of patients, the environment, and society in equal measure. Prevention is the key to achieving this ambition.

Which technology and which philosophy do you rely on for prevention?

Dr. Melike Bergfort: Our prevention is based on state-of-the-art technology and a personalized approach. We only employ gentle procedures that provide maximum protection for teeth and

(GBT) is consistently positive, especially as this method is perceived as being noticeably more pleasant and at the same time more effective than conventional approaches.



Photo: Bergfort/Dentalmedia

No treatment without GBT: prevention is at the core of our practice, implemented with the Prophylaxis Master from EMS and embedded in the GBT concept.

tissues. For this purpose, we work with the EMS *Prophylaxis Master*, integrated into the GBT concept.

GBT, as a clinical concept, fits perfectly to our personalized, preventive and minimally invasive practice concept. It not only ensures thorough but also gentle teeth cleaning and is performed with the utmost care by our highly trained staff. It is no exaggeration to say that GBT is at the very core of our practice, and not just during prevention sessions: whether it's a preparation session, surgical procedure, preservative treatment, extraction, or implant placement – there is no treatment in our practice that can be planned without first performing GBT. Consistent monitoring, reevaluation, and individually tailored recall intervals ensure the long-term success of treatments.

Good prevention depends on motivation. What feedback have you received from your patients regarding prevention with GBT?

Dr. Melike Bergfort: The response of our patients to Guided Biofilm Therapy

Many of our patients appreciate that we actively involve them in the process, be it through detailed explanations or visualization by disclosing the biofilm prior to cleaning. This visualization helps patients understand why regular prevention and good oral homecare are so important. This not only raises awareness among patients, but also increases their motivation to actively take care of their oral health in the long term.

A further aspect that is frequently praised by patients is the painless and gentle cleaning, particularly in cases of sensitive teeth or gum problems. GBT does away with sharp instruments. The laminar flow of the *Airflow Max* handpiece with *Plus Powder* ensures particularly comfortable treatment. The linear *Piezon PS* instrument (piezoceramic) also sets new standards in terms of pain-free treatment and is therefore ideal for anxious patients, children, or patients with periodontal disease.

In the long term, our patients recognize the added value of GBT prevention: they not only report that their teeth feel clean and smooth, but also that their general well-being has improved. Many also mention that they feel well cared for in our practice thanks to the personal attention and time we devote to them. In addition, we integrate innovative approaches such as bioprophyllaxis, which is based on natural active ingredients and is particularly suitable for allergy sufferers, chronically ill patients, and

children.

What exactly is your offer of bioprophyllaxis all about?

Dr. Melike Bergfort: Bioprophyllaxis is an innovative concept that we have developed to meet the needs of particularly sensitive patient groups – which includes allergy sufferers, patients with chronic diseases, and people who prefer a holistic approach. The elements include:

1. Natural active ingredients and materials

In bioprophyllaxis, we deliberately avoid aggressive chemicals, unnecessary preservatives, or synthetic additives such as foaming agents and preservatives. Instead, we rely on plant-based preparations, essential oils, and bioregenerative materials. For example, we use preparations containing xylitol or tea tree oil to reduce bacteria and biofilm, or we recommend classic oil pulling, for example with coconut, sunflower, or black cumin oil, which acts as a complementary measure to daily oral hygiene. This has a stabilizing and regulating effect on the oral flora, can bind harmful substances, and nourishes the oral mucosa.

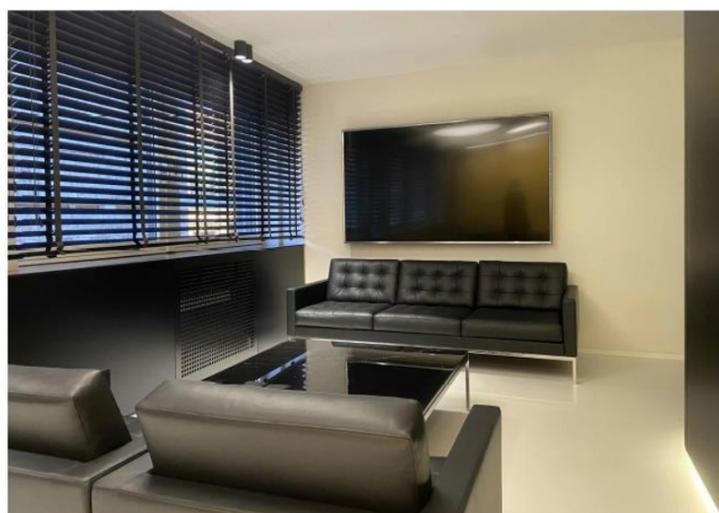
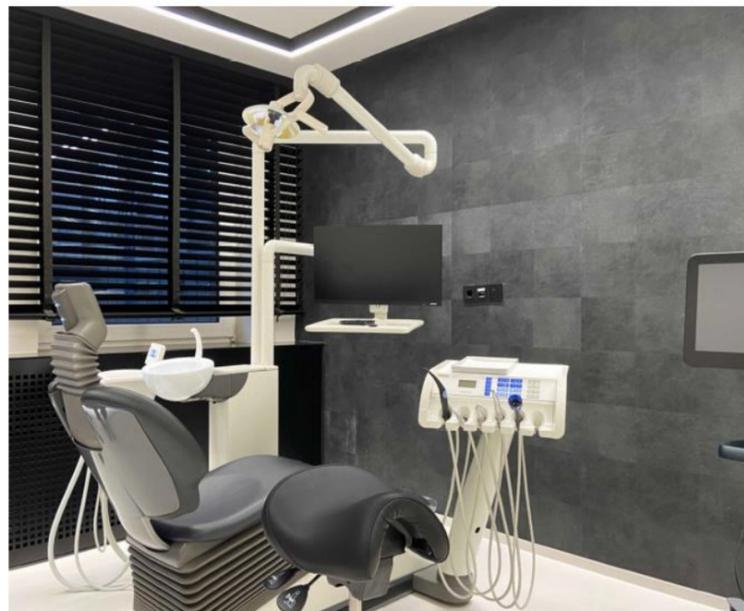
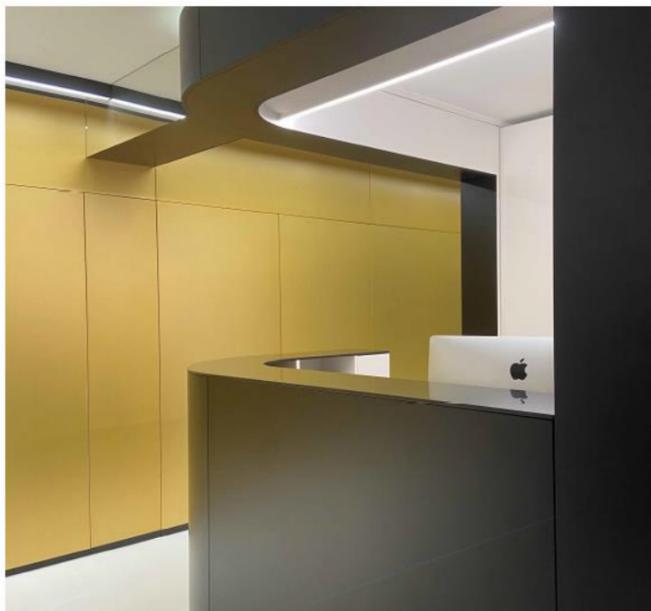
2. Gentle, biological procedures

In bioprophyllaxis, we employ minimally invasive technologies that are particularly gentle and preserve tissue. This also includes the intentional integration of tooth-friendly powders such as erythritol in Guided Biofilm Therapy. The erythritol contained in EMS *Plus Powder* as a sugar substitute not only exhibits an antibacterial effect against *Streptococcus mutans*, the primary cause of caries, and other oral bacteria, but also reduces the formation of biofilm. In addition, erythritol exhibits an osmotic effect, which removes water from bacteria, thus inhibiting their growth. These approaches minimize the risk of intolerances while promoting the natural regeneration of the gingiva and tooth enamel at the same time.

3. Dedicated customized support and advice

A key component of bioprophyllaxis is providing detailed advice to help each patient to develop a better understanding of the interactions between oral health and general health. We provide personalized recommendations on how a balanced diet or natural supplements can have a positive effect on oral health. Bioprophyllaxis is a natural extension of our prevention concept and combines state-of-the-art dentistry with the benefits of nature. We rely on essential oils, bioregenerative materials, and natural products to prevent dental diseases and preserve long-term oral health.

Patients suffering from allergies or chronic diseases benefit in particular from this method. The objective is to stabilize the oral flora, minimize inflammation, and promote dental as well as overall health – in a sustainable and gentle manner.



Compelling practice design meets compelling practice philosophy: the entire design of the dental practice consistently follows a single design principle – from the reception area to the treatment rooms and patient restrooms.

Photos: dzw