



Professional prevention is essential for oral and systemic health. As a healthy mouth is an important immune barrier, this is especially true during the current COVID-19 pandemic.

"The best decision I could have made"

Dr. Katrin Kober about her new GBT Lounges

An interview by Dr. Jan H. Koch

Doing Biofilm management according to the current state of science and technology is very important - performed safely by trained personnel and with gentle, modern methods like the Guided Biofilm Therapy (GBT). The two new GBT Lounges of Dr. Kathrin Kober from Esslingen am Neckar, Germany offer a real wellness feeling - and have been booked out since September 2020. The following interview presents the reasons behind the GBT Lounges, special features and the benefits for the practice and patients.

Dr. Kober, why did you have two GBT Lounges installed in your practice?

GBT Lounges are part of an overall prevention concept that cannot be compared with anything from the past. For me the revelation was the IDS 2019, where EMS showcased the first prototypes. Here we picked up insights into biofilm management with Guided Biofilm Therapy and experienced, at first hand, the special feel-good concept of the chairside equipment. Like the super-comfortable upholstered chairs, combined with the sophisticated treatment devices from

EMS. To put it simply, my staff and I just had to have this for our patients. We run a family practice offering the entire spectrum of modern dentistry. I'm looking to enable my patients to achieve long-term oral health and Guided Biofilm Therapy is a key factor here. The GBT Lounge allows us to communicate this to our patients perfectly, but above all treat them in the best possible way. From our perspective, GBT uniquely combines wellness with scientifically based methods. GBT is highly effective and time-saving too, which also makes it an attractive business proposition.



Fig. 1: Absolutely convinced - and therefore convincing GBT ambassadors: Head of practice Dr. Kathrin Kober (2nd from left) with her team and an enthusiastic patient (right). – **Fig. 2:** The GBT Lounge from EMS in Nyon, Switzerland: Besides the look, every ergonomic detail is spot on. The wireless foot switch (bottom left) allows the instruments to be operated without manual control. There are no irritating floor cables. The GBT Lounge space requirement is minimal at 9 square meters (e.g. 3 x 3 m). The treatment element with AIRFLOW® Prophylaxis Master can be swiveled over to the left of the unit under the patient chair. This means right- and left-handers can perform treatment in any desired position around the patient's head. – **Fig. 3:** The new AIRFLOW® MAX handpiece works with Guided Laminar AIRFLOW® Technology. This ensures high-precision air-powder-water flow and maximum effectiveness. At the same time, the aerosol release is reduced many times over and the PLUS powder consumption is minimized.

Prophylaxis units with special features and optics have long been available. What is so special for you about the GBT Lounges?

First of all, I would like to emphasize that we really bring Guided Biofilm Therapy to life. My dental hygienist, my prophylaxis assistants, the rest of the team and I have received practical on-site training from the Swiss Dental Academy (SDA) ^{What we have learned}. We want to implement ^{What we have learned} to the best effect and in a hygienically safe way. Our employees should love their work and stay healthy. This is why the equipment and room layout, including the elements in the cabinet, are ergonomically matched to perfection.

An AIRFLOW® Prophylaxis Master with the new AIRFLOW® MAX handpiece is integrated on the practitioner's side. The PLUS powder, erythritol, can be used for almost all indications while being highly effective and gentle. The PIEZON® NO PAIN ultrasonic system with PS instrument provides heated rinsing liquid and linear oscillation thus ensuring pleasant treatment. After Airflowing, one patient recently even asked my colleague when the treatment would start.

PMPR (Professional Mechanical Plaque Removal) is often perceived as unpleasant or painful. Do your patients come to recalls regularly?

It is absolutely crucial that our patients feel straight away comfortable and always come to PMPR with a good feeling. That's why our Lounge doesn't look like a treatment room. There are no turbines or contra-angle handpieces with "polishers". They are not needed for modern biofilm management anyway. And of course, the design of the GBT Lounge is also visually harmonized with gentle and painless prevention treatment. Our patients are really enthusiastic on both counts, and our recall rate reflects this.

How will the concept be specifically implemented?

Healthy dental patients, e.g. children undergoing orthodontic treatment, now only go to the Lounge. There, after GBT, I also carry out the routine examination with oral hygiene training and disclosure. This preventive approach helps me get parents on board and I win the whole family over to my practice in the long term. My patients also come to the GBT Lounge after treatment, for example after periodontitis therapy. The aim is for them to stay healthy afterwards and only need to go for their feel-good GBT in the long term.

Is it all worth it? How was your start to the 2020 year?

Our two new rooms have been fitted out since September. In spring, corona

meant that fewer patients came to us for prevention. But you have to look ahead. We had a great start and are fully booked out for the next six weeks. Also in November we saw no decline. A GBT poster has been on display in the waiting room for quite some time. Our patients talk to us about it and some also come on recommendation. The new GBT Lounges were the best decision I could have made.

Contact

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