

CS 1500 Intraoral Camera

Tiny Camera. Huge Impact.

ChyAnne Blouin, office manager at Coal City Dental Center



Challenge

X-rays don't always provide the visual evidence to convince patients or insurance companies on the need for treatment.

Solution

CS 1500 intraoral camera

Benefits

- Enhanced patient education
- Increased case acceptance
- Improved insurance company communications
- Seamless integration

Higher priced products generate higher quality results, right? Not necessarily, and that's what Coal City Dental Center discovered when it passed up the CS 1500 intraoral camera to buy a cordless version—with a higher price tag—from another company.

"We wanted to produce images that would help patients better understand their clinical situation," said ChyAnne Blouin, office manager at Coal City Dental Center in Coal City, Illinois. "And insurance companies have begun to ask for images more frequently than X-rays now. Those were the main reasons for adding an intraoral camera to our practice.

What staff members ended up with, however, was a solution that didn't satisfy either of those goals. Frequently, the cordless camera's signal wouldn't connect. When it did, the images were grainy and dark. "The quality we were looking for just wasn't there," said Blouin.

Practice owner Dr. Robin Trevison saw a positive review of the CS 1500 in a trade journal. Since her office was already a user of Carestream Dental technology with CS SoftDent practice management software, she decided the CS 1500 was worth a look. The camera met their expectations—and exceeded them by far.



Before purchasing the CS 1500, Coal City Dental considered this to be an acceptable image.

CASE STUDY

"The CS 1500 has really boosted case acceptance," said Blouin. "The ability to actually see decay or the inside of a tooth after prepping it is quite persuasive. A photo is so much more meaningful to a patient than an X-ray."

It is for insurance companies, too, because Blouin says the images satisfy their inquiries. "If they question a procedure that they believe isn't indicated from the X-ray, images from the CS 1500 provide the justification they need," Blouin said.

Coal City Dental wanted to post before-and-after photos on its website and purchased a high-end photographer-style digital camera to capture the images. "The photos it generated were okay. But honestly the interior shots we had taken with the CS 1500 looked professionally done," said Blouin. "So we began to use it instead."

Seeing is Believing

In each of these cases, the patient or the parent of the patient was skeptical about the diagnosis until images from the CS 1500 were shown.



Child's first cavity.



Decay on the lingual side under the bridge.



Decay around a filling that had been recently done at another office.



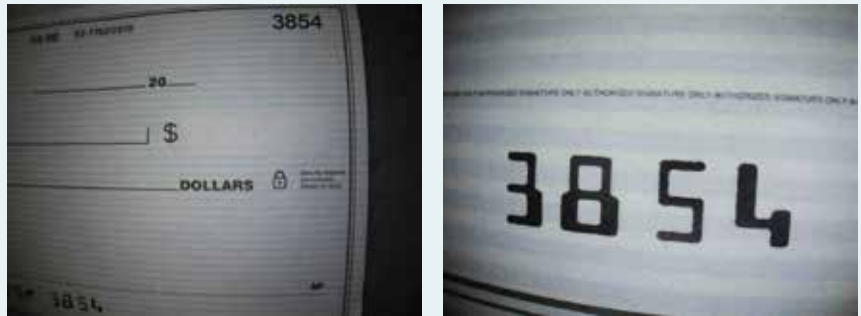
Decay that was visible radiographically, but not clinically, until the tooth was drilled.



CASE STUDY

That Line Is Not Really a Line

When Carestream Dental Inside Sales Rep Joseph Redmond told ChyAnne Blouin that the signature line on a check isn't a line at all, she was astonished.



Images taken with the CS 1500 intraoral camera

Another benefit was how easily the CS 1500 integrated with the current workflow. Coal City Dental was already using the RVG 6100 and RVG 6200 intraoral sensors as well as a panoramic imaging system from Carestream Dental. "Everything integrates so nicely," said Blouin. "You plug in your Carestream Dental product, and it just works. The images populate the chart in SoftDent without importing them. You can easily pull up the images and number the teeth."

Since Coal City Dental's experience with Carestream Dental has been such a positive one, it begs the question: why didn't they purchase the CS 1500 in the first place? Blouin said, "The price is actually what held us back. We assumed the camera's lower cost would translate into lower quality. But, in reality, we got the crystal-clear images we were looking for—just at an amazing value."

ChyAnne Blouin, EFDA, Office Manager

ChyAnne began assisting in 2002 and has been in love with the dental world ever since. She holds certifications in dental radiology, coronal polishing, sealants, OSHA, CPR and assisting with conscious sedation dentistry. She enjoys the opportunity to help patients understand their dental condition and the options available to them.

Robin Trevison, D.M.D.

Dr. Trevison is a 1987 graduate of Southern Illinois University of Dental Medicine. She is a member of the American Dental Association, Illinois State Dental Society, Chicago Dental Society and Academy of General Dentistry. She is also a mentor for the Chicago Dental Society, which functions to teach dental students.

To learn more about the CS 1500, go to carestreamdental.com.