



CS 9300 Testimonials

CS 9300 Testimonial from Dr. Mark K. Setter:

“For me, the biggest advantage of the CS 9300 system is that it has a number of options in field of view. Rather than taking an image from ear to ear, like a panograph, the CS 9300 allows me to limit the field of exposure to only my area of interest, which reduces patient exposure to X-ray energy and doesn’t expose the tissue to unnecessary radiation if it’s not involved in my study. In addition, having the option to limit my field of view means I can obtain images with higher clarity. The CS 9300 is excellent in that regard over many similarly priced cone beam CT systems on the market.

I also find the reporting capabilities to be a huge benefit to my work. Being able to create reports for my referrals based on individual images and add my office logo and notations to the report is very easy to do. I am able to do it on the fly, without having to dedicate time to do reports—this is very powerful to me as a dental specialist. Even packaging up the DICOM files to send with a patient who is moving out of the area is just a couple of mouse clicks away. We just copy the data to a memory device or CD and send it to the future dentist, with no real effort on our part. These are among the numerous advantages I see in the CS 9300.”

-Mark K. Setter, D.D.D, M.S.

CS 9300 Testimonial from Dr. John Barksdale:

“It’s now been eighteen months since I purchased the CS 9300 and it has exceeded my expectations for adding in-house 3D CBCT. I purchased the CS 9300 primarily for implant diagnosing and treatment planning, but we have been pleasantly surprised how much we use it for all diagnosis. I truly don’t know how we could practice without it—we have already taken over 2400 scans with our new system.

I’ve been using 3D for over 20 years, including experience with most of the major companies, and I couldn’t be happier with my decision to go with Carestream Dental and the CS 9300. The quality of the scans is the best in my opinion. Support has been equally as good.

The cost of incorporating cone beam in my office was a stumbling block, but the machine has far exceeded paying for itself. We use it in both the 3D and 2D formats. I love the resolution and choices on size of field offered on this machine. Implant planning software included with the CS 9300 is easy to use and is a powerful asset. The lower radiation doses are a fantastic benefit for our patients.

I highly recommend Carestream Dental 3D technology to anyone considering adding this



technology into their office, no matter what area of Dentistry they practice.”

*-John Barksdale, DDS
Barksdale Dentistry
Baton Rouge, LA*

CS 9300 Testimonial from Dr. Robert Bagoff:

“I run a successful dental practice in West Orange, NJ, and my clients have been coming back time after time for many years, so when I decided to implement a new cone beam computed tomography (CBCT) system at my office, I didn’t leave anything to chance. Instead, I decided to embark on what I call “a five-month fact-finding tour” to find the perfect unit for my needs. And I wasn’t alone – a group of ten other individuals interested in purchasing CBCT systems were involved in the process.

To choose the right CBCT system, I created a spreadsheet and looked at about 15 different parameters, including size of the unit, who would install it, who would service it, ease of use (for both my staff and I), imaging software, the unit’s standard warranty, the ability to purchase a continuing warranty etc.

The ultimate goal was to find a reasonable five-year solution (as opposed to a two-year full warranty and a one-year parts warranty). Various manufacturers had different combinations, so the business model was to buy a piece of equipment where I knew what the fixed cost would be for five years.

During the selection process, my colleagues and I contacted doctors from all over the country to determine how happy existing CBCT equipment owners were with the system they selected. Along with questioning the system’s usability (particularly how easy it was to take scans and panorex), the owners were asked whether they had any problems with their units—and if so, how easy it had been for them to get their problem resolved.

I also sat down with Gary Bagoff, a CPA and Tax Director with the national public accounting firm, Citrin Cooperman, to look at the CBCT scan from a business model perspective. We wanted to determine the fixed cost of the unit over a five-year period and figure out the best approach for paying those costs in terms of the number of CBCT scan versus panorex taken, and the typical fees for the area.

After performing his research, we decided on the CS 9300 from Carestream Dental. There are a lot of other units on the market and each one has its own pros and cons, but when we looked at everything the CS 9300 simply made the most sense – our group checked more boxes in the survey than any other unit at the time. The CS 9300 has just the right amount of fields for a general practitioner and does implants, as well as sinus and lifting. I was very happy with the quality of the panorex, and the ease of use for my staff is just great.



The Carestream Dental team successfully installed the CS 9300 in my practice towards the end of 2014 and retrofitted my colleagues shortly thereafter – but the company’s true test came when a few issues arose, and that is where Carestream Dental’s service was really exceptional and my sales reps were phenomenal. I’m just exquisitely happy with Carestream Dental. I am also pleased with the imaging software included with the CS 9300; I was able to send the 3D imaging discs to my colleagues after scanning patients, and they were able to download the software and look at the data, as well as manipulate it.

I attended the Greater New York Dental Meeting and saw other CBCT units with ‘all the bells and whistles.’ Although those systems might sound nice at first, I think we have to look through the superficial and get to the meat of it. In all the literature on the market, the CS 9300 has the lowest radiation dose I can find and it gives me a great scan. It’s also very quick. Some of the scanners say ‘we’ll go even faster than Carestream Dental’ – if it goes any faster, there won’t be enough time for me to walk out of the room to get out of the radiation beam. Overall, the CS 9300 fits within all of the parameters I set forth annually. For me, when it comes to getting the focus I need – the CS 9300 delivers. In terms of image quality – the CS 9300 delivers. Ease of use – the CS 9300 delivers. Affordability – the CS 9300 delivers. Customer satisfaction – the CS 9300 delivers. And my colleagues who purchased it aren’t just happy – they’re thrilled!”

*-Dr. Robert Bagoff
Livingston, NJ*

Baton Rouge, LA

CS 9300 Testimonial from Dr. Michael Gillis:



In 2011, Halifax Dental Group’s Michael Gillis, D.D.S., began to consider expanding his Nova Scotia-based practice’s diagnostic capabilities by bringing cone beam computed tomography (CBCT) technology in-house. Practicing since 1994, Dr. Gillis previously had to refer patients outside of his practice for scans and by doing so, he was able to evaluate scans taken by other CBCT systems. After being introduced to Carestream Dental’s CBCT technology in 2011 while attending an American Academy of Implant Dentistry (AAID) MaxiCourse in Atlanta, Ga, Dr. Gillis was impressed with both Carestream Dental’s image quality and intuitive software.

When he made the decision to invest in a CBCT unit, Dr. Gillis purchased the CS 9300. Since then, the CS 9300 has provided him with precise scans that have led and continue to lead to better patient communication and case collaboration, something that he says has been invaluable to his practice.



Superior Image Quality

Dr. Gillis says the CS 9300's precise and detailed volumes help him provide his patients with high-quality, comprehensive treatment. "With the CS 9300, I go into a case knowing exactly how I'm going to tackle it from start to finish," Dr. Gillis says. "I'm equipped with all the information and measurements I need for treatment, so there aren't any surprises."

Increased Case Acceptance and Collaboration

As a result of the superior image quality the CS 9300 offers his practice, Dr. Gillis says he has experienced an increase in patient case acceptance using the 3D models he is able to create with the 3D volume. "It validates your treatment plan when you can clearly illustrate what the problem is and how you plan to fix it," he explains. "Patients can understand what I see in their scan and are more likely to accept treatment."

Dr. Gillis says the CS 9300 has helped his practice in terms of case collaboration, too. The CS 9300's advanced software allows users to improve referral relationships by sharing critical 2D and 3D data with referring dentists. "You can send files, along with the fully functioning software, to anyone," Dr. Gillis states. "How great is that?"

Halifax Dental Group is also seeing an increase in the number of doctors that are referring patients to their office for scans. "Other doctors in my area are discovering this technology," Dr. Gillis explains. "The information we get from these scans is indispensable, and now they want the same technology."

Intuitive and Easy to Use

Dr. Gillis says the process of purchasing the CS 9300 from Carestream Dental was a breeze from the time of sale to installation and training. "There was minimal downtime in the practice for installation, the training was fantastic and my team picked it up quickly," he says. "When we did have questions later, Carestream Dental's telephone support was there every step of the way."

Dr. Gillis says the CS 9300 is an intuitive machine that streamlines the workflow of his daily routine in the practice. "It's so quick to take a scan," he states. "My assistant will do a quick preview image with the unit's 'scout' technology to evaluate patient positioning before 3D acquisition, and then the scan is taken in a matter of seconds." The CS 9300's "scout" technology reduces the need for retakes, which ultimately limits patients' exposure to radiation and saves practices time. "My implant cases are a lot quicker now because of the CS 9300," Dr. Gillis says. "It has sped up treatment by providing me with more information in a shorter amount of time."

Strategic and Profitable Investment

Halifax Dental Group averages about 10 to 15 scans per month and has seen that number steadily increase over time. While Dr. Gillis doesn't view the unit as a profit center, it is paying for itself. "The scans we do make the payments for the unit every month," Dr. Gillis says. "Even if we only did four or five scans per month, purchasing the CS 9300 would still make sense because of the enhanced level of care we're offering our patients." One example Dr. Gillis explains is that, because of the CS 9300's excellent image quality, he's able to easily appreciate and measure bone anatomy and dimensions, and incorporate these factors into his treatment

plans. This is especially important for his cases that require grafting – he sees more now than he would have been able to see before. “With this insight, I have more treatment options to consider,” he says. “Overall, with the CS 9300 we’re able to treat our patients much, much better.”

*-Dr. Michael Gillis
Halifax Dental Group
Halifax, Nova Scotia, Canada*

CS 9300 Testimonial from Dr. Christian Robin:



When Dr. Christian Robin and his partners Dr. Benjamin Saleh and Dr. Volong Dao at Saleh Robin & Associates in Ville Mont-Royal, Quebec, were selecting a new imaging system, they had very specific requirements. “We wanted a high performance system that would give us both 3D scans and panoramic radiographs,” explains Dr. Robin. “There were other machines that had excellent 3D, but not the panoramic radiography – they were just re-constructing the image, which means you lose information. That’s why we selected the CS 9300 from Carestream Dental. With the CS 9300, you get both the 3D and panoramic radiography, with excellent quality for both.”

The practice acquired the CS 9300 in March 2012 and immediately put it to work. “It is very easy to obtain very good images,” says Dr. Robin. “There was not a significant learning curve, even though the staff had no experience with 3D imaging. With it, we can do any image and any field we need.”

After just a few cases, Dr. Robin was able to complete work-ups in three minutes. “That’s all it takes to create a virtual implant placement to show to patients or to show the nerve position against a 3rd molar,” he says.

Improving Communications

One of the greatest advantages offered by the CS 9300 has been the ability to show patients a 3D image of the area to be treated, Dr. Robin explains. “When I show a patient their wisdom tooth in 3D, they can see the proximity of the nerve or the cyst in the jaw. They can see the teeth, nerves and jaw, and the pathology in it. And they know exactly what I am going to do and why I need to do it.”

Dr. Robin adds that patients frequently want to see “after” pictures as well, due to their fascination with the technology. “They have far fewer questions now, and there’s a higher degree of acceptance.” Dr. Robin also praises the ability to quickly share a digital treatment plan with the referring dentist by simply emailing a few images. “Two clicks and the email is sent,” he says. “Two minutes later and I’m on the phone and they can see what we are discussing.”

Wider Field of View

For Dr. Robin, whose oral surgery practice includes trauma patients, the ability to obtain a 17 cm x 11 cm image is important. Not only does it give him a view of the complete maxilla and mandible, but also the condyles, the orbits and the zygomas. “All the fields of view are valuable,” he says, “if you asked me to select one size to eliminate, I couldn’t do it.” The surgical team is also happy with the intuitive software that meets their needs without being overly complex. “I use 90% of the functions on a regular basis,” Dr. Robin says. “None are too complicated or unnecessary.”

Streamlining Surgery

“Before we had the CS 9300, we would encounter surprises during surgery,” says Dr. Robin. We could anticipate difficulties and plan to work around them, but we were never sure exactly what we would find. Now we know exactly what to expect. You know in advance if the patient is going to need a bone graft rather than discovering it during the surgery. There’s less of a struggle for the staff this way.”

As an example of how the CS 9300 saves time, he references an impacted tooth. “While you would normally approach an impacted tooth from one side, it may be that the opposite side gives you better access. You can visualize it in 3D and see what was hidden before. For the patient, this reduces the length, degree or invasiveness of surgery so there is less swelling and trauma and therefore a faster recovery.” Dr. Robin trained with 2D imaging, and says he is glad that he had that experience prior to the move to 3D. “I can do the same job with 2D and 3D, but the 3D gives me more confidence. There are a lot fewer surprises.”

Patient Acceptance

In his oral and maxillofacial surgery practice, Dr. Robin likes to have an initial consultation with the patient followed by a second visit for the surgery. At the beginning of the second visit, a scan is performed and then used to discuss the procedure with the patient. “I have never had a time that I scanned a patient and showed it to them where they asked why they had to spend for a scan,” Dr. Robin says. “Seeing the images educates the patients and gives them a lot of confidence. And they like that we can definitively tell them what to expect in advance.”

-Dr. Christian Robin

Saleh Robin & Associates

Ville Mont-Royal, Quebec, Canada