

# today



## A sit-down with Keystone Dental CEO

Melker Nilsson discusses the company's mission to bring a unique full-arch solution to the market.

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## Choosing tech that works for patients

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## Minimally invasive, maximally effective

Innovative ultrasound technology ensures patients have less pain and quicker healing.

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# Fun in Phoenix

## By today Staff

■ It might not be Halloween yet, but you're bound to have a scary good time here in Phoenix as the world's leading periodontal professionals gather for the AAP's 108th Annual Meeting, taking place now through Sunday.

The meeting offers attendees the opportunity to learn, share and network with the best and the brightest in the field of periodontology.

Here at the Phoenix Convention Center, attendees can earn up to 27 C.E. credits in various formats, including focused C.E. courses, general sessions, Innovations in Periodontics sessions, new continuing educa-

\* see PHOENIX, page 2



• The Phoenix Convention Center, where the 108th AAP Annual Meeting is taking place this week. (Photo/Visitor7, Wikimedia Commons)

# Find all you need in the exhibit hall

■ There are always plenty of reasons to stop by the exhibit hall during the AAP Annual Meeting, and while first and foremost is to check out the newest and best products and technology the industry has to offer, there are many other things to see and do as well.

Need to charge your phone or maybe recharge yourself? Stop by the AAP Charging Lounge. Want to obtain

or print your C.E. certificates? Try the AAP Continuing Education Pavilions.

You can also head to the AAP Member Resource Center (booth No. 925) to get membership questions answered by staff, make a purchase at the Perio Store and pick up some free giveaways.

If you need a pick-me-up during the meeting, the exhibit hall has the answer for that. Stop by each day for

a mid-morning coffee break from 10 to 10:45 a.m., and then return for your complimentary lunch between 11 a.m. and 3 p.m. each day of the meeting.

On Saturday, from 6 to 7 p.m., plan to reconnect with friends and colleagues at the Networking Reception.

Finally, make sure to visit the AAP Foundation booth in the Exhibit Hall B & C Foyer. There will be giveaways, photo ops and a chance to learn more

about the foundation as well as an opportunity to browse the silent auction items. The auction will once again be taking place online. Bid on a wide array of items from your smartphone, tablet or computer. Visit [AAPF22.givesmart.com](http://AAPF22.givesmart.com) or text AAPF22 to 76278 to browse and bid.

The exhibit hall is open until 6 p.m. Friday, from 10 a.m. to 6:30 p.m. Saturday and from 10 a.m. to 3 p.m. Sunday.

# Study links periodontitis and COVID-19 complications

■ Systemic inflammation is not only a symptom of COVID-19, but can also be a symptom of periodontal disease, or gum disease. Noticing this similarity, research published in the *Journal of Clinical Periodontology* found that gum disease is linked to severe COVID-19-related complications.

According to the American Academy of Periodontology, these findings signal the importance of diligent oral care.

“It is well-established that systemic inflammation is not only linked with

periodontal disease but to several other respiratory diseases as well,” said Dr. James G. Wilson, former president of the AAP. “Therefore, maintaining healthy teeth and gums in an effort to avoid developing or worsening periodontal disease is absolutely crucial.”

Conducted using the national electronic health records of the State of Qatar between February and July 2020, the study analyzed patient cases with severe COVID-19 complications (death, ICU admissions or assisted ventilation).

The control group was comprised of COVID-19 patients discharged without major complications. Periodontal conditions in the two groups were analyzed using dental radiographs from the same database.

Of the 568 patients studied, those with periodontitis were at least three times more likely to experience complications, including death, ICU admission and assisted ventilation.

(Source: *American Academy of Periodontology*)

## PHOENIX *“from page 1”*

tion sessions and hands-on workshops. A Speaker Studio features live, one-on-one Q&As with seasoned experts in a casual setting.

Attendees will also have the chance to get a preview of the findings from the AAP’s most recent Best Evidence Consensus in a special session hosted by some of the members who were involved in developing the manuscripts.

The meeting officially kicks off Friday with the Opening General Session, “The Perio Restorative Team Approach to Saving Teeth.”

In addition to the array of educational sessions, attendees can also head to the exhibit hall to explore the booths of the 100-plus exhibitors. Company reps will be on-hand to demonstrate a range of dental products and services. Show hours are Friday from 10 a.m. to 6 p.m.; Saturday from 10 a.m. to 6:30 p.m.; and Sunday from 10 a.m. to 3 p.m.

Professional attendees will receive lunch vouchers with their registration materials for use in the exhibit hall between 11 a.m. and 3 p.m. each day of the meeting. Vouchers must be presented to a cashier at the time of purchase. Meals for spouses or guests may be purchased with credit cards on-site in the exhibit hall.

Attendees will also have a chance to interact one-on-one with AAP staff in the Member Resource Center. Staff will be happy to answer membership questions, help attendees navigate the *perio.org* website and demonstrate the features of the online Career Center. Attendees will also be able to stock up on gear, gifts and other items from the Perio Store.

This year, there are two poster sessions. The Research Forum Poster Session showcases a wide variety of



Attendees of the 2021 AAP Annual Meeting in Miami Beach, Fla., take some time to catch up with each other. The 2021 meeting was the first one to return in-person after the COVID-19 pandemic. (Photo/*today* Staff file photo)

### Download the app

The AAP Annual Meeting mobile app provides an easy-to-use and interactive platform to enhance your event experience, allowing you to set up your personal schedule, receive last-minute alerts right to your phone or tablet, connect with other attendees, access floor plans and maps, and view exhibitor listings and booth locations.

posters covering clinical research, basic research and case reports. Abstracts were submitted to AAP’s Research Submissions Committee, who selected all poster presenters and competition finalists prior to the annual meeting. Finalists and all authors will present their research on 11:30 a.m. Saturday.

Posters from the Japanese Academy of Clinical Periodontology and the Japanese Society of Periodontology, featuring topics on basic

research, clinical research, case reports, and dental hygiene, will also be on display.

All information concerning the meeting is housed on the annual meeting website ([am2022.perio.org](http://am2022.perio.org)) and on the mobile app. The app allows users to build personalized schedules, find exhibitors and take notes on individual sessions.

### AAP 109th Annual Meeting

Stop by registration in the PCC North Building, Third Floor, registration area to learn about the 2023 AAP Annual Meeting, taking place from Nov. 9 to 12, in Austin, Texas.

You can register for the 2023 meeting beginning Friday afternoon. When you do, you will be entered in a drawing to win one of two Yeti coolers worth \$200 each.

(Source: *American Academy of Periodontology*)

**today** About the Publisher

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# Panacea Financial announces a partnership with the AAP

## Company to offer banking and lending services to eligible AAP members

■ Panacea Financial (Panacea), which provides financial services for physicians, dentists and veterinarians through all stages of their training and practice, has partnered with the American Academy of Periodontology (AAP), the largest professional society of periodontists in the nation, with more than 7,500 members, to provide preferred doctor-centric banking services to AAP members nationwide.

Tyler Stafford, CFA, CEO and co-founder of Panacea, said: “Periodontists deserve service than under-

### Here in Phoenix

To learn more about Panacea Financial and how it might be able to assist you, stop by the booth, No. 830.

stands their unique and specific needs, and Panacea Financial provides just that: custom-built banking for their practice or personal needs for periodontists across the country, including those in training. Panacea Financial is proud to work with the AAP in their mission to support periodontists nationwide.”

Panacea is a financial services company created for doctors by doctors that provides tailored product offerings and service delivery designed

specifically for physicians, dentists and veterinarians throughout their career: from school, through training and into practice. Panacea’s products cover the full suite of banking needs for this unique population, including PRN personal loans and practice loans.

“AAP membership is composed of private practitioners, academicians, researchers and those that serve in the Armed Forces. Many of these members share common ground in being small business owners,” said Dr. Christopher R. Richardson, AAP president. “The academy strives to provide services that are not only related to periodontology but also include other facets of life and practice. The best way to do this is by working with respected organiza-

tions such as Panacea Financial. We are excited to offer this opportunity involving financial services to our members and look forward to a fruitful partnership.”

Panacea President and Co-Founder Michael Jerkins, MD, added: “We are thrilled to support the AAP and its members. As doctors ourselves, we understand the financial needs and frustrations experienced by our community. That is why we are uniquely positioned to help provide periodontists accessible personal loans or help them start, grow or strengthen their practice.”


For more information, visit [www.panaceafinancial.com](http://www.panaceafinancial.com).

(Source: American Academy of Periodontology)

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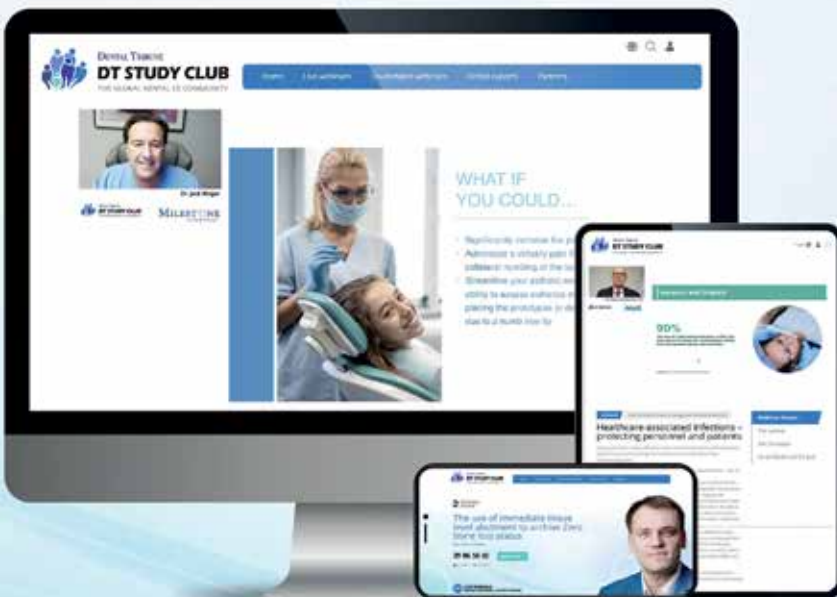
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# ‘We have changed the trajectory and capability for innovation of the company’

By Franziska Beier,  
Dental Tribune International

■ As the AAP Annual Meeting gets underway, Dental Tribune International (DTI) had the opportunity to go behind the scenes to learn more about one of the companies exhibiting during the meeting, Keystone Dental. Speaking with CEO Melker Nilsson, DTI learned about a recent acquisition that has fueled the company’s mission to bring a unique full-arch solution to the market.

## Mr. Nilsson, could you tell us a little bit about Keystone and its history, and perhaps how it has grown and developed since its beginnings?

Keystone was founded in 2006 by a very large, well-known U.S.-based private equity house called Warburg Pincus. The modern history of the company really started with our current owner, Accelmed, who acquired the majority stake of Keystone in 2018 and very rapidly thereafter acquired Paltop, an Israeli manufacturer of dental implants, which provided a high-end manufacturing plant in Israel.

Now, we are manufacturing almost all of our implants in Israel and have consequently improved our product quality.

It was after these changes that I started as CEO in 2019. Another recent change was the acquisition of the Australian company Osteon Medical, which has developed some highly innovative and, I would even say, revolutionary prosthetic concepts – the Nexus iOS – to restore a full arch.

Through these recent acquisitions, we have changed the trajectory and capability for innovation of the company, putting us in a very good position. We look forward to presenting this to the U.S. market!

## Would you be able to share more about this unique full-arch solution?

The problem we are solving is this: it is a relatively complex process to restore a full arch in a completely edentulous patient, and it is quite time-consuming. Osteon Medical has been able to significantly reduce the treatment steps and time it takes to restore a full arch and does so with a product with much higher precision, among other advantages, based fully on digital technology. In addition, I would say that the price is highly competitive.

Even though this technology has been around for almost three years,



• Melker Nilsson, CEO of Keystone Dental since 2019. (Photos/ Provided by Keystone Dental)

## Here in Phoenix

More information about Keystone Dental can be found at [keystonedental.com](http://keystonedental.com). Learn more about the company’s full-arch restoration at booth No. 601.

and it’s known in Australia, it’s widely unknown in important markets such as Europe and North America—except for a few European dentists. So, the reason why we acquired this company is to drive it in a new direction and to promote the solution in order to bring it to more markets.

Several articles on this new technology are already available and have been published in *Clinical Implant Dentistry and Related Research*, in the *International Journal*

*of Oral and Maxillofacial Implants* and in *implants—international magazine of oral implantology*.

## Let’s also talk about, more generally, the Keystone product portfolio. What does your company offer, and what are some of the greatest benefits of your company’s products for clinicians and their patients?

Our overall focus lies on rehabilitation with dental implants, and we offer products in five categories: dental implants, abutments, prosthetic solutions, biomaterials and now also full-arch restoration from a prosthetic point of view.

In addition to this, we offer the associated technology that supports clinicians. For example, if you want to work in an efficient way with our new



• The new Nexus iOS.



• The Nexus Plus full-arch solution demonstrates a new union of translucent lifelike materials and precision-milled titanium, engineered to be easily interchangeable.

solution, you need an intra-oral scanner and you might want to include a printer. We offer this service of being a one-stop shop for our customers for the entire digital workflow of our newly acquired solution.

## What can Keystone customers look forward to in the future?

Between now and the end of the first quarter in 2023, we will be launching more than 500 new products. We have invested a lot to significantly increase our innovation pipeline.

Moreover, we are arranging six international conferences: Toronto (March 24 and 25), Chicago (April 20 and 21), Newport Beach, Calif. (May 11 and 12), Athens (June 22 and 23 June), Boston (Oct. 13 and 14) and Melbourne, Australia (Nov. 9 and 10).

Our global symposium, which we held this year in Las Vegas, will return in 2024. We launched the Nexus iOS during this year’s global symposium, and it’s fair to say that it has been a sensation.

For next June, we are organizing courses on full-arch rehabilitation, for example, in conjunction with the University of Zurich. In addition, we are planning to offer courses in Germany in the first quarter of 2023.

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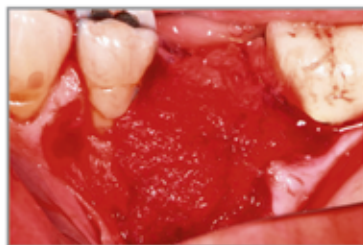


## Case Study - Guided Bone Regeneration Using OsseoFiber-Plus™

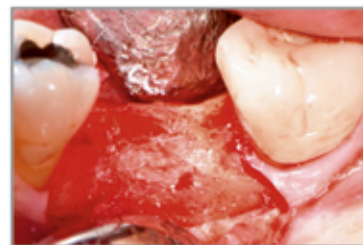
Case & Photos: Dr. Paul Rosen



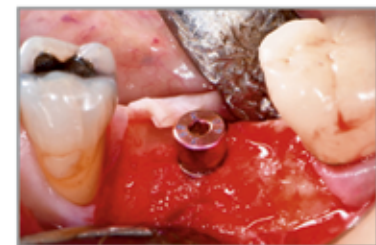
Post Surgical Extraction  
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–Dr. Paul Rosen

Periodontist, Yardley, PA & New York, NY

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# NeoScan 1000 intraoral scanner: Your solution for digital impressions

By Neoss Group Staff

■ Neoss Group is bringing dental professionals into the 21st century with its brand new, easy-to-use intraoral scanner.

This accurate, compact and lightweight scanner provides the possibility for a flexible workflow with totally open files, making the output very easy to share amongst the dental team.

With a USB cable connection and full-touch screen support, the NeoScan 1000 will excite dental professionals alike and comes at an affordable price, according to the company.

“The NeoScan 1000 is a revelation. At this price, why wouldn't anyone add this scanner to their office technology? Providing an easy scanning system with cloud storage in a lightweight and transportable package, this makes total sense for the first-time users or someone that wants to add another scanner to their armamentarium,” said Robert Ritter, DMD, of Florida.

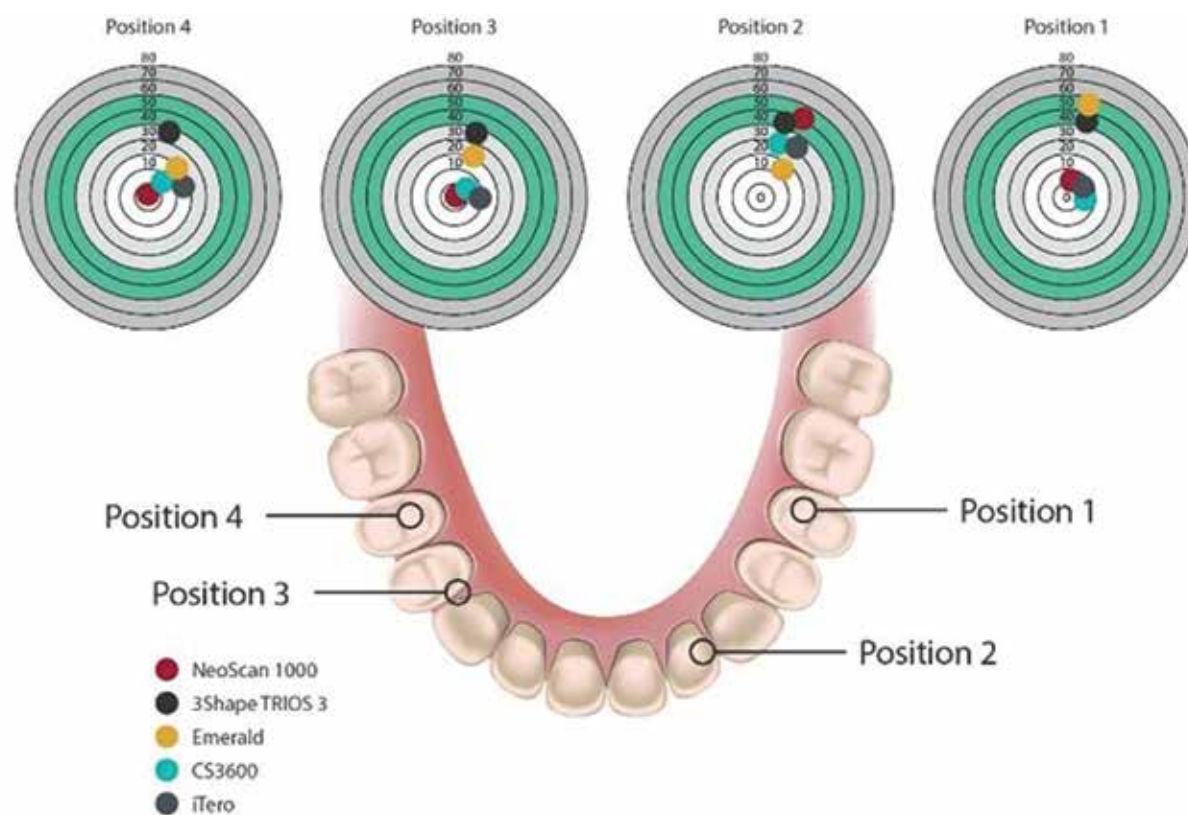
Not only has NeoScan 1000 quickly become a favorite amongst the initial testers, the company asserts, but it has also produced impressive results in comparison to other intraoral scanners on the market, as discovered by Dr. Michael Braian of Sweden (see chart).

In addition to the intraoral scanner offering from Neoss, the NeoPro software that accompanies the scanner enables users to produce restorations in their own practice or connect to industrial production.

Designed to make digital impressions easy and fast, it's an open system and includes features such as scan history management, smart reminders, margin line tools, inspection and measurement.

Digital impression data sharing and order communication are designed to improve workflow efficiency, according to the company.

With the integrated cloud storage,



• A bullet chart indicating the comparison of inter cylindrical precision on a dentated model. (Photos/Provided by Neoss Group)



• The NeoScan 1000 intraoral scanner.

NeoConnect offers a communication tool for data transfer and communication with users' laboratory, providing a seamless and efficient process, the company asserts.

To discover more about the NeoScan 1000 and to book a product demonstration to see the results for yourself, visit [www.neoss.com/neoscan1000](http://www.neoss.com/neoscan1000).

## Here in Phoenix

To see the NeoScan 1000 for yourself, visit the Neoss booth, No. 1415.



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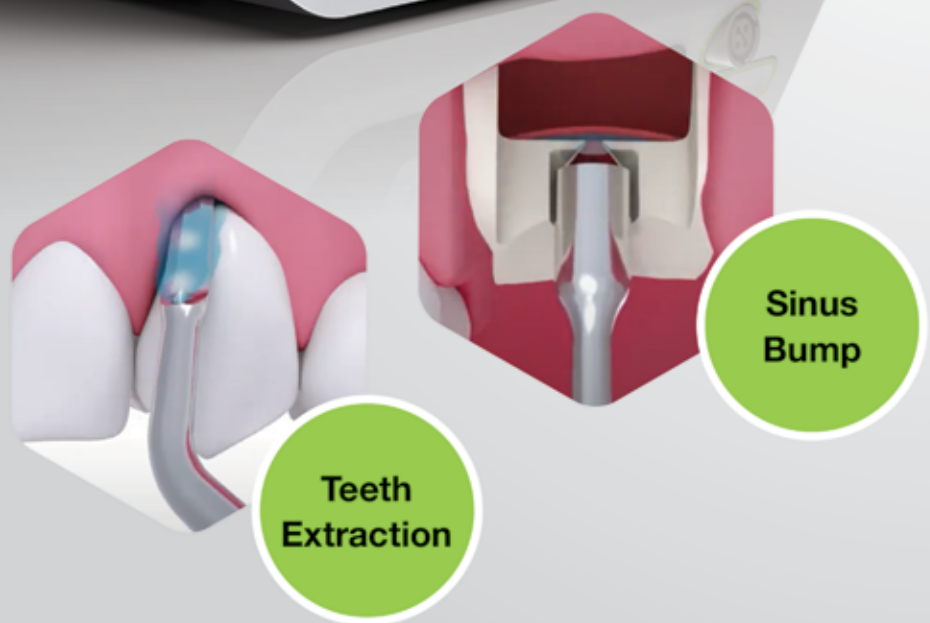
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**booth 526**



Having the right instruments for every occasion leads to optimal results and remarkable post op healing. Such complex machinery feels intuitive and easy to use straight out of the box. I like the versatility that comes with the Piezomed and its use for multiple types of procedures. It gives me reassurance and peace of mind when working in delicate areas such as the sinus. Now, performing lateral sinus windows is more predictable with less complications.

- Dr. Geoffrey Rubinshtein



I've been using the Piezomed for osseous surgery for several years now. Combining the periodontal tips (P1 and P2RD/P2LD) along with the bone cutting tips (I1, S1, S2, and B3) allows for simple use of both root planing tips and tips for osseous recontouring all with the same handpiece with sterile irrigation, it doesn't get much easier.

- Mitch Kaplan, DDS, PhD

## Products Pending FDA Approval\*

implantmed<sup>PLUS</sup>  
piezomed  
module

The Piezomed module combines an implantology motor and piezosurgery in one device. This means Implantmed can be combined with the Piezomed module and can be used to cover several surgical applications.



proxeo<sup>ULTRA</sup>

System for prophylaxis around teeth and implants.



\*Piezomed Module and Proxeo Ultra have received CE Mark & Health Canada approval, but both are pending FDA.