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MARKET OUTLOOK

The Italian Medical Device Industry in Figures, 2023



SKILLS IMPROVEMENT

"Storytelling" Skills



NON PROFIT

Operation Smile Benefits from a Significant Legacy

INDUSTRY



NEWS

Manufacturers looking for Distributors



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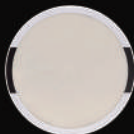
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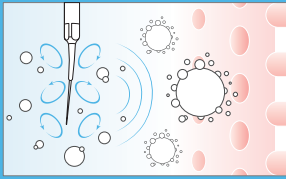
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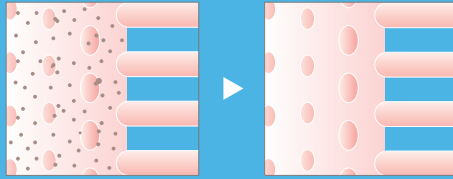
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contents



6 EDITOR'S NOTE

34 INDUSTRY NEWS
imes-icore
& exocad

44 DISTRIBUTORS WALL

8 PREMIUM HIGHLIGHTS

38 MARKET OUTLOOK
The Italian Medical Device
Industry in Figures, 2023

50 TRADE SHOWS
CALENDAR

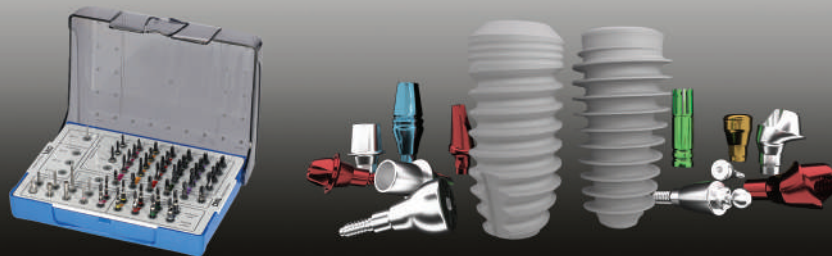
17 HIGHLIGHTS

43 SKILLS IMPROVEMENT
"Storytelling" Skills

54 NON PROFIT
Operation Smile Benefits
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Implementing Management System Standards (ISO) provides a modern and robust framework to adapt to the ever-changing business environment. A business management system is a work system, a key tool that helps to streamline your business processes and build-in efficiency. Implementation of the appropriate management system improves business performance and embeds safe and sustainable practices into your operations. On a practical level, it demonstrates your ability to meet your customers' needs. A company focusing on its customers is estimated to be up to 60% more profitable than those that do not. An effective management

system looks at managing and optimizing time, risks, and money, improving performance and transparency, fueling a culture of continual improvement.

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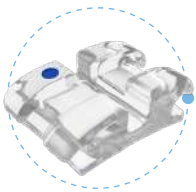
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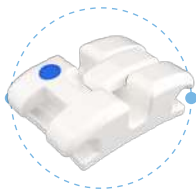
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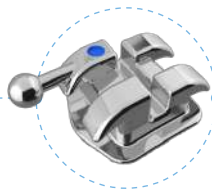
These items are **key offerings** for you



CLARUS-C



CLARUS



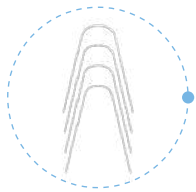
Metal Active



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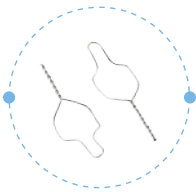
Mini Screw



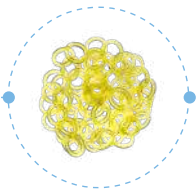
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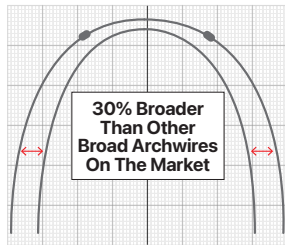
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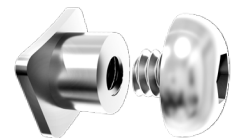
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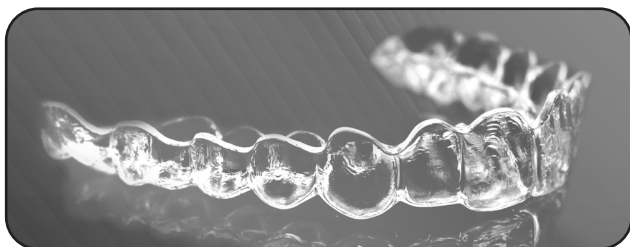
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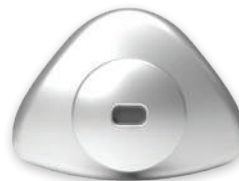
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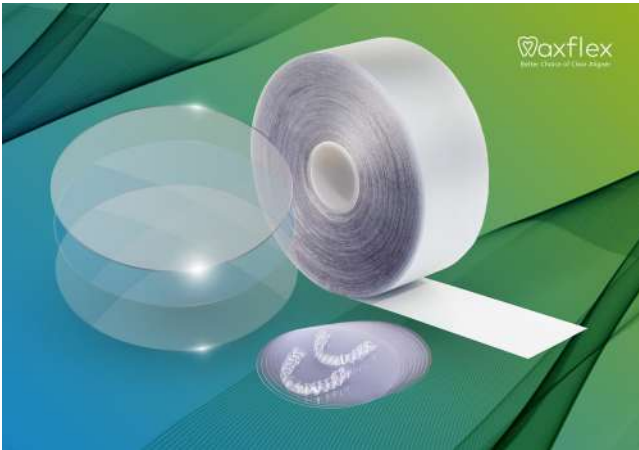
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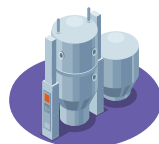
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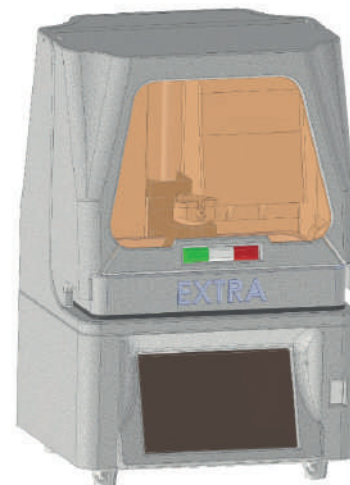
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Available in three delightful flavors—bubble gum, strawberry, and melon—V-varnish Premium provides a pleasant experience for patients while offering effective fluoride treatment.

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DENTALMAX

DENTALMAX

"LUXEN" is coming to Europe



DENTALMAX, a prominent Korean zirconia block manufacturer, commands a dominant position in Korean market. Renowned for natural-like tooth shades zirconia blocks, backed by over a decade of experience. DENTALMAX has garnered widespread ac-

claim in Korean and Japanese markets. The **1200+600Mpa multi-block** balances aesthetics and stability with different transparency and strength for dentin and incisal, suitable for anterior-cases. 1100Mpa multi-block offers 45%-42% transparency from dentin to Incisal respectively, suitable for every case.

"**LUXEN**" is renowned for its natural gradient, unlike others that just increase layers. Enabling dental technicians to express shades without additional work is quite competitive.

"LUXEN" is also famous for its high resistance to fractures, due to extensive expertise, high-quality materials, distinguishing it from Chinese blocks.

With its near-flawless shrinkage rate, "LUXEN" is suitable in long-bridge cases, such as "ALL-on-X" or "full-mouth", with impeccable fit.

DENTALMAX, with its exceptional quality, is focusing on the European market, seeking new dealers.

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TCS, Inc. is a dental manufacturing company dedicated to providing dental laboratories with exceptional quality of resins and equipment, allowing for the most reliable, functional, and uncompromising aesthetic restorations for patients with missing teeth.

TCS proudly manufactures all products in-house in the USA and monitors and reviews its quality through the implementation of an effective Quality Management System based on ISO 13485 standards.

TCS offers three resilient, high performing resins to choose from: **Unbreakable™** (nylon based) & **iFlex™** (polyolefin based) ideal for flexible par-

tials, available in 4 translucent pink shades and natural (white-ish). As well as, **Karadent™** (microcrystalline polymer) ideal for full dentures, clear clasps and frameworks, available in 2 translucent pink shades and crystal clear.

Additionally, **TCS** offers a variety of injection units and accessories for every size lab and budget. **TCS** resins are packaged in vacuum sealed cartridges that include patient care instructions and delivery bags.

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IQ is available in three versions:

- IQ Green (non chromatic, green colour) mint flavour,
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Commitment to digitalization for a new era of the dental industry

With the significant evolutions experienced by the dental industry in the last decade, Ugin Dentaire has embraced the challenges and committed itself to developing new products and improving existing ones to respond to the new needs of professionals. The push towards a digitalization of machinery and production processes has implied the need to rethink and redesign the products in our catalogue and to redefine our contribution to the market. Our top-of-the-line machines already feature easy-to-use touch screens and android operating systems, and upon release products such as the e.ON Sinter Fast and e.ON Sinter Fast + as well as ceramic furnaces e.ON 200 neo and e.ON 250 neo immediately encountered global appreciation. But our

efforts are ongoing and we are transforming our business to follow the trends of the market: taking advantage of the tools offered by the latest technologies, such as innovative software and apps, we have been working on making significant changes that we believe will improve the everyday routine of dental technicians around the world.

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- **Perfect Isolation:** Achieve sharp, clear margins every time, enhancing the fit and finish of your restorations.
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- **Versatility:** Applicable across various dental specialties, from prosthodontics to orthodontics, making it an essential tool in any lab's arsenal.





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- A high intensity output of 2,400mW/cm2 and 10W LED offers short curing time and efficient polymerization
- 360° swivel light probe and silicone ring tip ensure patient comfort



- Dual-wavelength with 4 LED lamps can efficiently polymerize all dental materials
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- Wireless battery charging system eliminates any potential charging contract problems
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DenTag

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All of DenTag production stages, from the processing of raw materials to the finished product, are monitored by a computer system that ensures traceability and final quality. The proper sequence and positive conclusion of all production stages too are object of tests and inspections by trained personnel. Here, in the control of the human eye, quality is hidden, most of the time. Proudly 101% Italian Quality.

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Class II malocclusion is very frequent in the population. Molar distalization is one approach to treating class II malocclusion that can be easily accomplished by using direct bond orthodontic appliances such as **D-bar**, which provides a Class II treatment solution by optimizing the molar relationship and minimizing canine over-extrusion. With the **D-bar**, a Class I relationship is established at the beginning of treatment when patient compliance is high and before initiating the correction with fixed appliances or clear aligner therapy. **D-bar** consists of two unassembled components, a molar socket, and a bar, bonded bilaterally to the maxillary canines and first molars. It is possible to easily replace just the bar or change its size during therapy if the clinical conditions require it. This feature makes the **D-bar** flexible, reducing and simplifying the clinic's inventory. It can also be integrated into the digital workflow and placed by the indirect

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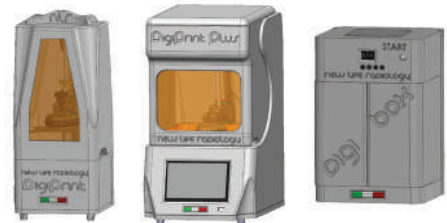
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B&B Dental Srl is an Italian leading company in the oral implantology sector. With more than 30 years of experience in the industry, we specialize in the design and manufacturing of high-quality dental implants and bone regeneration materials, of totally Italian production. Our implant line Dura-vit includes 7 lines designed to meet the all different needs of clinicians, dental practitioners and their patients. Our connection CONEXA is an internal conical hexagonal and cono morse connection, ensuring anti-rotation and high resistance to torsional loads. This is possible thanks to the high quality of

materials with which it was produced and the rigorous attention to the production processes in compliance with current regulations. At B&B Dental we have sophisticated control systems that constantly monitor 100% of the production stages and a team of experts and researchers dedicated to exploring new technologies and materials to enhance the effectiveness of our products. Join us in our mission to redefine dental care, become our dealer!
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SHINING 3D

Aoralscan Elite

SHINING 3D DENTAL

SHINING 3D is proud to unveil a groundbreaking advancement in dental technology with the launch of the Aoralscan Elite, featuring the revolutionary Intraoral Photogrammetry Technology (IPG). This innovative solution sets a new benchmark for accuracy and efficiency in dental implant procedures, especially for full-mouth edentulous cases and All-on-X treatments. The Aoralscan Elite is the first device in the world to integrate intraoral scanning and photogrammetry into a single unit. As an advanced intraoral scanner (IOS), it captures detailed images of dentulous cases, including teeth and oral structures. Additionally, it functions as a photogrammetry system, precisely recording the placement of dental implants in edentulous cases. This dual functionality streamlines both

traditional dental work and complex implant procedures, enhancing versatility and efficiency. Intraoral Photogrammetry Technology (IPG) is a cutting-edge dental solution that merges structured light 3D reconstruction with photogrammetry. IPG technology is based on advanced photogrammetry techniques originally used in industrial metrology. This technology has been innovatively adapted for dental applications, particularly in scanning full-mouth edentulous implants, delivering exceptional accuracy.

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CONTACT



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trident

Trident RiX70 DC X-ray Generator

Why Choose the RiX70 DC X-ray Generator with Selectable Voltage?

The RiX70 DC is a high-performance X-ray generator, offering a 7 mA current and selectable voltage options of 60, 65, and 70 kV, providing a versatile solution for a variety of diagnostic needs.

1. Superior Image Quality with 7 mA:

With its powerful 7 mA current, the RiX70 DC produces high-quality images by generating more X-rays, which reduce noise and enhance detail. This results in clearer, sharper images for more accurate diagnoses. Despite the higher current, shorter exposure times help manage radiation doses effectively, often making them comparable to or even lower than those of portable generators with lower amperages.

2. Adjustable kV for Versatile Applications:

The selectable voltage options make the RiX70 DC adaptable to different clinical situations. Higher kV settings increase the energy of the X-rays, improving penetration and contrast, which is especially useful for imaging dense tissues. This flexibility ensures optimal performance in a variety of diagnostic scenarios.



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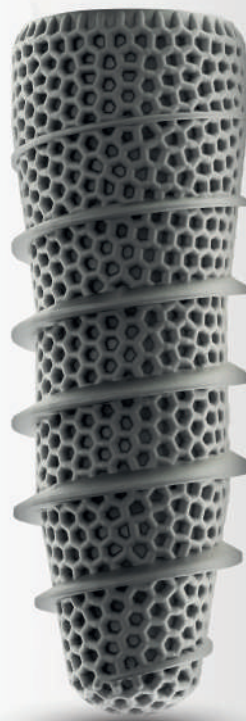
Widely higher bone contact volume

Conical Connection

Mimetic Structure

Reduced Healing Time^[2]

Faster bone regrowth^[2]



[1]: D'Ercole, S.; Mangano, C.; Cellini, L.; Di Lodovico, S.; Atalayin Ozkaya, C.; Iezzi, G.; Piattelli, A.; Petri, M. A Novel 3D Titanium Surface Produced by Selective Laser Sintering to Counteract Streptococcus oralis Biofilm Formation. Appl. Sci. 2021, 11, 11915. <https://doi.org/10.3390/app112411915>

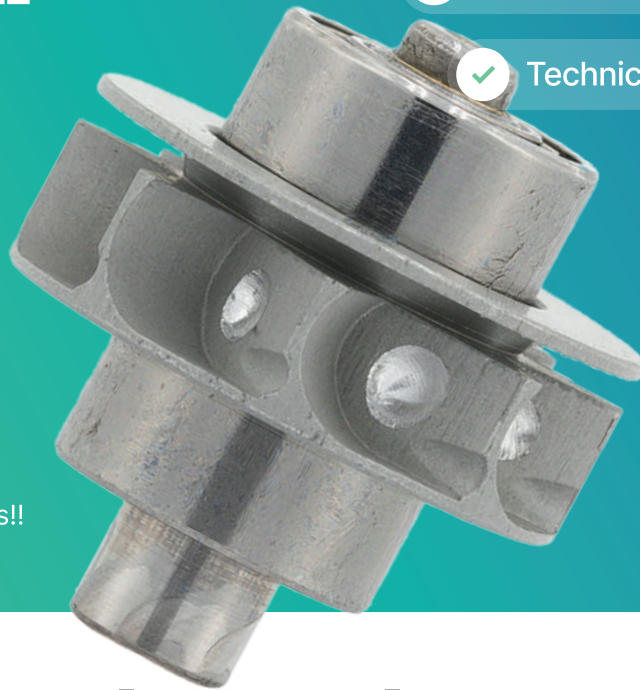
[2]: Gallorini, M.; Zara, S.; Ricci, A.; Mangano, F.G.; Cataldi, A.; Mangano, C. The Open Cell Form of 3D-Printed Titanium Improves Osteoconductive Properties and Adhesion Behavior of Dental Pulp Stem Cells. Materials 2021, 14, 5308. <https://doi.org/10.3390/ma14185308>

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ANDREW MEDICAL



Andrew Medical, a pioneering startup, specializes in the research, development, and production of **3D Printed Dental Implants**. These implants, crafted from titanium Ti6Al4V-ELI, boast a root form shape with a dense core and an outer porous layer that encourages bone growth.

This design mimics natural bone structure providing a 3D volume, going beyond the ordinary traditional 2D surfaces. The implant's conical connection system and platform enhance performance. In vitro studies show that the implant's surface influences bacteria interaction, potentially preventing peri-implantitis and device infections. Its 3D-printed titanium struc-

ture promotes **Dental Pulp Stem Cell (DPSC) adhesion and osteoconductivity**.

Tests reveal that its interconnected pores, similar to bone's internal structure, improve cell adherence and osteogenic properties. The surface design and post-production treatments significantly impact DPSC's adhesion and bone-forming potential.

Andrew Medical provides these advanced implants along with a comprehensive range of instruments and accessories.

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Scalers are equipped with a LED light ring, which ensures natural and bright light on the operating area, and are optimized for use with EMS®-type or Satelec®-type inserts.

The core of the scaler, its titanium transducer, has been further improved so as to get higher efficiency and reliability.

The scaler comes complete with the three inserts for general scaling and the handy DYNO dynamic wrench, useful for precisely screwing

the insert onto the handpiece and for safeguarding the transducer thread. The wrench can also be used to handle and sterilize inserts easily.

The inserts feature extremely high precision, high scaling efficiency and smooth surface, thanks to our special polishing process.

Scaler, inserts and wrench can be fully sterilized in autoclave and thermodisinfected.

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Talleres Mestraitua

Mestra Eolo Induction aspiration unit Ref. 080533

Its new "brushless" induction motor extends its useful life between 5 and 10 times compared to traditional models, with an innovative double filter system optimized for work in the dental laboratory. It can be mounted with HEPA filter. It easily adapts to the laboratory furniture, filling a minimum space. In addition, the ergonomic design facilitates its use and mobility.

The electronic control with LCD screen is equipped with protection systems against overloads or obstructions in the suction mouth and with a visual indicator of the filter filling level and the detection of the micromotors.

It allows manual or automatic operation synchronized with up to 3 different devices (sandblasters, micromotors, etc.). The detection and adjustment of micromotors is carried out by the electronic control itself, which allows detecting any micromotor, including those of the "brushless" type.

Dimensions: (H) 585 x (W) 210 x (D) 500 mm – 17 kg – 750 W

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TITAN STEAM CLEANERS | Professional use



REF. 100202

TITAN 8 is the first option (ref. 100202).
Distilled Water is loaded directly into the boiler.

TITAN AUTOFILL (ref. 100203) it also has a pump to suck distilled water from an external bottle.

- ✓ Made of stainless steel with high quality components.
- ✓ Digital pressure switch.
- ✓ Full and lack of water indicator.
- ✓ Connection cable with built-in differential switch.
- ✓ Drain tap with safety lock.

Specifications: 100202 and 100203

Height 36 cm • Width 27 cm • Depth 42 cm
Power 2200 W • Voltage 220 V, 50/60 Hz
Pressure 8 bar • Weight 12,5 kg • Boiler 3 L



REF. 100203

External bottle not included.

Additional Information: 100202, 100203

They are supplied with the following accessories:

- ✓ Power cord with built-in protection.
- ✓ Fine and long replacement nozzle.
- ✓ Replacement safety cap and 2 gaskets.
- ✓ Funnel and measuring cup (300 ml).

In models with direct connection to the water intake:

- ✓ Necessary hoses for water inlet/outlet connection.

Ref. 100202

- ✓ Manual filling.

Ref. 100203

- ✓ Manual filling.
- ✓ Autofill without previous cooling (**external bottle**).

ANODIZING UNIT

The anodizing unit for titanium is a simple device that allows you to process titanium dental elements quickly, easily and economically. The results are comparable to products belonging to a much higher category.

Specifications

Dimension: 207 x 245 x 160 mm • Weight: 2,73 kg
Voltage: 10-65 V • Power supply: AC220-240 V, 50/60 Hz
Power: 100 W • Anodizing time: 5 seconds

Appearance:

The anodic layer can be colored with different shades, giving the titanium a more attractive appearance than the original taupe.



- ✓ Corrosion resistance.
- ✓ Wear resistance.
- ✓ Better adhesion and surface finish.
- ✓ Less release of metal ions.
- ✓ It works with a solution of water and sodium bicarbonate.

Solution of water (600 ml) and sodium bicarbonate (20 g)



REF. 100295

Video explanation



Advancing Digital Dentistry: The CORiTEC 250i PRO+ and CORiTEC 350i X PRO as Game Changers for the International Market

imes-icore[®]
Dental & Medical Solutions

The Asia-Pacific dental market is growing rapidly due to technological advancements and increasing demand for high-quality restorations. Traditional manufacturing processes often result in inefficiencies, longer waiting times and higher costs. In this competitive landscape, CAD/CAM technologies are essential to meet patient expectations and maintain high standards.

German manufacturer imes-icore has become a leader in dental milling innovation, providing advanced solutions tailored to the diverse needs of the market. Its latest machines, the CORiTEC 250i PRO+ and CORiTEC 350i X PRO, represent significant advances in dental CAD/CAM technology designed for different types of dental laboratories.

CORiTEC 250i PRO+: The Mid-Sized Laboratory's Best Friend

The **CORiTEC 250i PRO+** is ideal for mid-sized dental laboratories looking to expand their production capabilities without compromising on quality or efficiency. This machine is one of the best price-performance options available, balancing performance and cost.

Many dental laboratories in the Asian market use smaller milling machines for basic restorations, typically limited to softer materials like PMMA and wax. However, the demand for complex, high-quality restorations in materials such as CoCr and titanium

is increasing, driven by the need for implant-supported restorations and full-arch prosthetics. The **CORiTEC 250i PRO+** addresses this demand by processing various materials, including metal, with its wet and dry milling capabilities.

With a high-frequency spindle that reaches 60,000 rpm and an automatic tool changer that supports up to 10 tools, the **CORiTEC 250i PRO+** ensures precise, vibration-free operation. Its 5-axis technology enables complex dental applications, from crowns and bridges to full dentures and custom implant abutments. The combination of intelligent CAM strategies via the integrated iCAM HD software and a robust mechanical design guarantees accuracy and superior surface quality.

The **CORiTEC 250i PRO+** features user-friendly elements perfect for mid-sized labs. Its **SmartControl** software with a full-HD touch display enables intuitive operation, while auto-calibration reduces downtime and ensures consistent quality. With its compact design and competitive pricing, it's an ideal choice for labs seeking to boost production capacity.

CORiTEC 350i X PRO: Elevating High-End Production

For larger dental laboratories and milling centers, the **CORiTEC 250i PRO+** represents the top level of high-end dental milling technology.

This machine offers a significant leap in performance, combining speed, precision and power in one robust system.

The **CORiTEC 350i X PRO** is designed for laboratories that demand the highest throughput and quality, especially for complex applications such as implant abutments and full dentures. With its new 3 kW spindle and an optimized control system, this machine can reduce milling times by up to 50% while ensuring superior surface quality. This is especially valuable for materials like titanium and CoCr.

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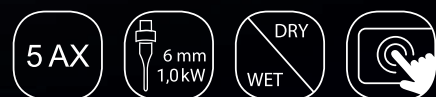


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The Italian Medical Device Industry in Figures, 2023

8th biggest world economy and 4th biggest in Europe, Italy is not only a cultural superpower and home to world-renowned fashion brands and exquisite food products, but also a world leader in many important sectors, among them pharmaceuticals, medical and biomedical products. It holds the second largest manufacturing base in Europe, after Germany, with a strong integration within the EU value chain. Thanks to its experience and the unique features of its productive fabric, Italy can be a strong and reliable partner on the path towards a long and sustainable future.

According to Confindustria Dispositivi Medici – Italian Medical Devices Association – **the Italian medical device sector, with its 4,449 companies and 118,837 employees, generates a market worth € 17.3 billion, between exports and domestic market.** It is a very heterogeneous, highly innovative, and specialized sector, where small companies coexist with large groups. The sector is characterized by a strong prevalence of SMEs (almost

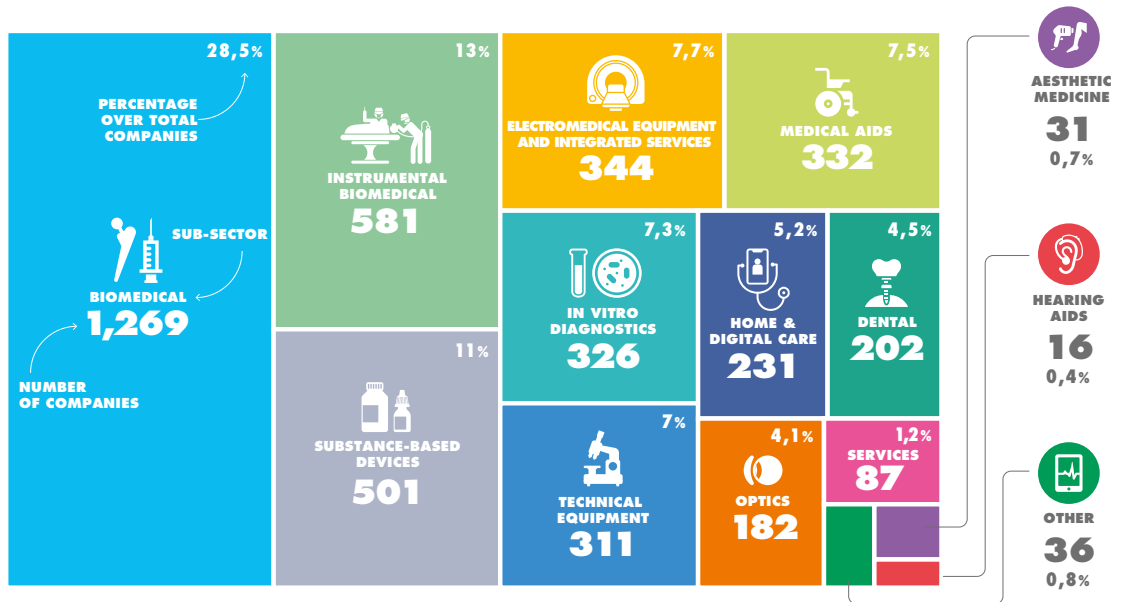
94% of the total) covering 13 main sectors, leading to a high level of product differentiation, basic for the development of healthcare and the Italian economy. **International trade sees the USA regaining a leading role, after the pandemic phase in which imports from China intensified.** In the last year, exports to the USA increased by 24.4%, while imports from China decreased by 5.4%. Main export countries are the USA, Germany, and France, while the main import

countries are the Netherlands, Germany, and Belgium. Despite the restrictive measures issued during the pandemic, limiting the implementation of clinical studies, in 2021 the sector invested a significant amount of € 1.4 billion in R&D. There is a total of 297 start-ups and 177 highly innovative and qualified SMEs active in the sector.

Manufacturing companies	2,527
Distribution companies	1,555
Service companies	367
Total	4,449

Italy	No. of Companies
Northern area	2,847 (81% of large companies are based here)
Central area	887 (almost entirely concentrated in two regions: Lazio and Tuscany)
South and islands	715 (solid reality of innovative start-ups)

THE MEDICAL DEVICE SECTOR AND ITS 13 SUB-SECTORS



Source: Confindustria Medical Devices Study Center processing on CDM data, 2021 data



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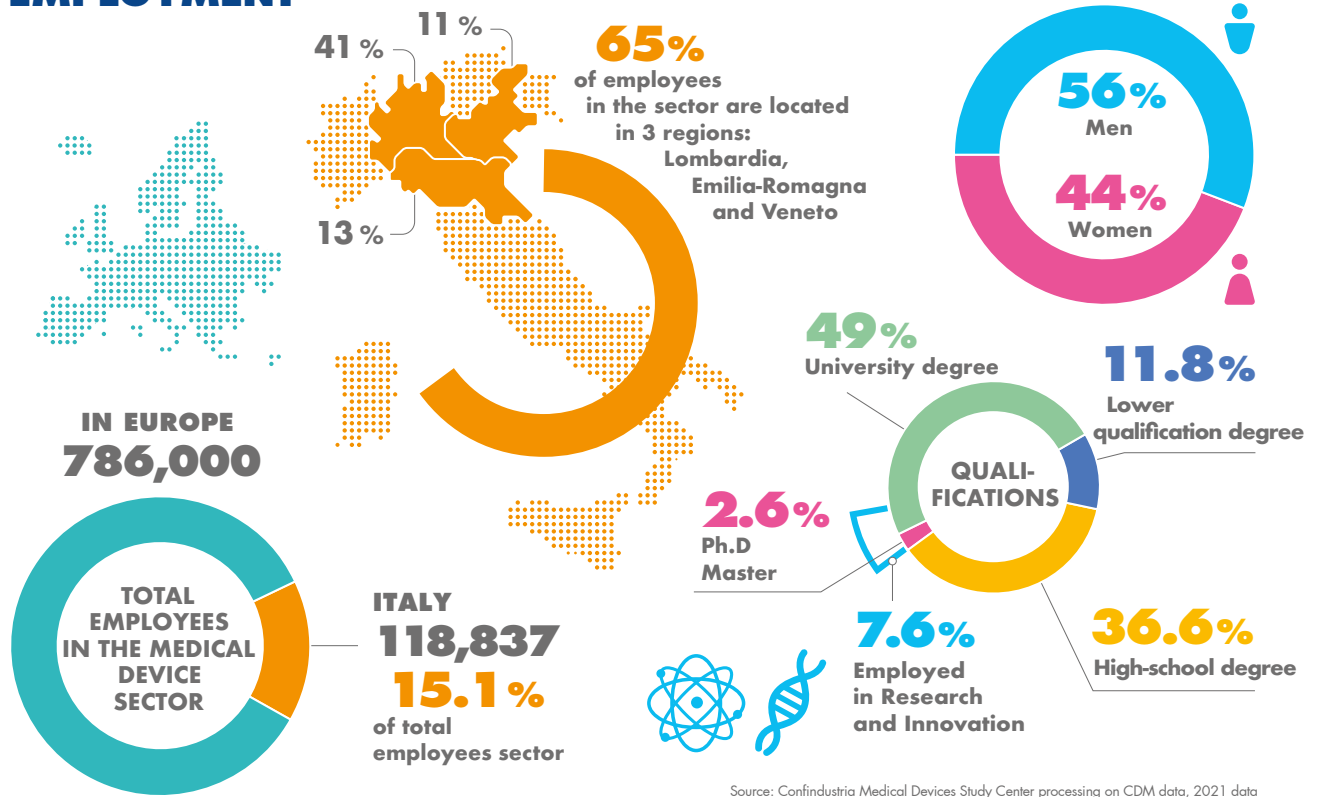
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Total healthcare spending	€ 167.7 billion
Public spending on total healthcare spending (%)	71.6 %
Public spending on medical devices and services	€ 9 billion
Public health spending on total medical devices spending (%)	7.0 %
Per capita public spending on medical devices in Italy	€ 123 (average)
Per capita public spending on medical devices in Europe	€ 284 (average)

Source: Confindustria Dispositivi Medici

Electromedical Equipment per 1,000,000 inhabitants

ITALY	NORTH	CENTER	SOUTH
0.17	0.14	0.22	0.16

Source: Health Ministry - Healthcare equipment flow (DGSISS) 2019

	Italy (€)	Spain (€)	Portugal (€)	Germany (€)	France (€)	U.K. (€)
Public health spending per capita	1,902	1,626	1,155	3,579	3,058	2,858
Private health spending per capita	663	684	722	1,048	911	816

Source: OECD Health Data, 2019





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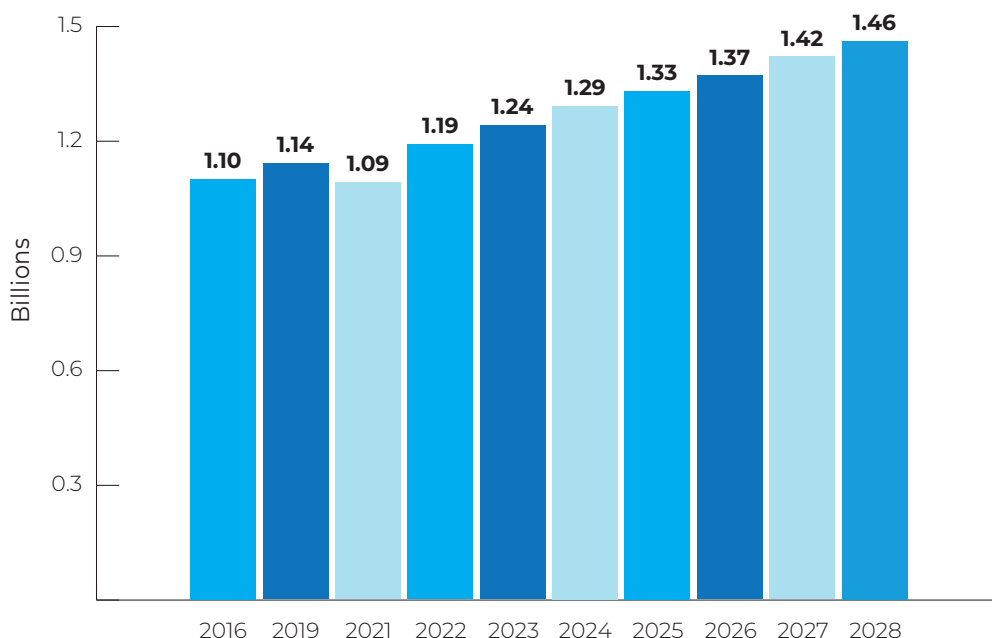
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Diagnostic Imaging Devices, Revenues (billions)



Notes: Data shown is using current exchange rates and reflects market impacts of the Russia-Ukraine war. Most recent update: Jan 2024

Source: Statista Market Insights

Italy's diagnostic imaging devices market is experiencing significant growth and is poised to witness a substantial growth in revenue, with projections indicating €1.46bn by 2028. A survey from the Italian Court of Auditors (Ministry of Health, Superior Council of Health, LII Session (2019-2022) "Modernization of the technological park: Reflections and proposals" (PNRR-M6C2: Investment 1.1)) has highlighted a high number of magnetic resonance imaging (MRI) and CT scan equipment, 60% higher than the European average per inhabitant, with a more marked imbalance in the central regions of Italy. As customer preferences are shifting towards devices that offer bet-

ter image quality, faster scanning times, and improved patient comfort, market players are thus investing in the development of advanced imaging techniques, such as 3D and 4D imaging, to improve the diagnostic capabilities of imaging devices. Furthermore, there is a growing trend of integrating artificial intelligence (AI) and machine learning algorithms into imaging devices, enhancing accuracy and efficiency of image interpretation. An aging population and a high prevalence of chronic diseases, contribute to the increase in healthcare expenditure together with favorable government policies that are further driving demand. **The Italian government**

has implemented initiatives to improve healthcare infrastructure and promote the adoption of advanced medical technologies, among them, the reduction of the obsolescence index of diagnostic imaging devices installed in hospitals and health center (public and private).

On this regard, the Italian Pnrr¹ (Recovery and Resilience Plan) is allocating € 1.19 billion to replace 3,133 large healthcare devices that are more than five years old, such as CT scans, magnetic resonance imaging, linear accelerators, fixed radiological systems, angiographs, gamma cameras, gamma cameras/CT scans, mammographs, ultrasound scanners.

Note: (1) to address the challenges related to the pandemic crisis and the consequent slowdown of European economies, the European Union has prepared, within the framework of the Next Generation EU, the Recovery and resilience facility (RRF), a new financial instrument to support recovery in Member States.

Among main sources:

Ministry of Foreign Affairs and International Cooperation. (2020) -<https://www.ice.it/en/invest/did-you-know-it>

- Confindustria Dispositivi medici (Assobiomedica) -www.confindustriadm.it/it-settore-in-neri-2023/

Ministero della Salute, Consiglio Superiore di Sanità, Sessione LII (2019-2022) "Ammodernamento del parco tecnologico: Riflessioni e proposte" - (PNRR -M6C2: Investimento 1.1)

- Statista Market Insights <https://es.statista.com/outlook/hmo/medical-technology/medical-devices/diagnostic-imaging-devices/italy> Most recent update: Jan 2024

- ANSA - https://www.ansa.it/sito/notizie/cronaca/2024/01/09/sanita-sole-24-ore-slitta-di-2-anni-larrivo-delle-nuove-tac_7405bbca-1ce7-4ad1-abba-4b0b0421566b.html



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“Storytelling” Skills

Welcome to Infodent International’s “Leadership and Business Skills Improvement Column”.

This new and unique column addresses how business owners, company executives, and sales personnel can improve their communication and business skills to be more successful in sales and in conversations with their clients.

Silvia - Welcome Dr. Edwab. It is so nice to speak with you again so we can discuss how leaders and managers can use “storytelling” to help connect with their audiences to sell their products and improve their company’s brand awareness.

Dr. Edwab - Hi Silvia. As always It is great to be here with you and together with Infodent, build the business skills of your readers. As a leader of organizations, a member of numerous boards, and a full Professor at the Jack Welch Management Institute Online MBA Program I understand the importance for leaders and managers to continuously learn, develop, and expand their “storytelling” skills.

Silvia - I am excited to hear about this as it is a new topic for me that I never really focused on.

Dr. Edwab - Unfortunately, we were never taught about storytelling to help expand our business skills. Just think about how quickly you forget a PowerPoint presentation with all of the slides and data. I don’t know about you, but all of those numbers eventually just put me to sleep. They are better than a sleeping pill!

Silvia - Very funny. Yes, many times I have found myself bored during a business presentation.

Dr. Edwab - Yes, and that becomes the problem. When you become bored, you stop listening which means the speaker’s intent to connect with you has failed. Plus, you pretty much forget everything as soon as the presentation is over.

Silvia - So what you are saying is that all of those slides do not inspire the audience to act in the way you had hoped.

Dr. Edwab - Exactly. Stories move people. Think about a good book you read or a great movie you watched. You remember it forever. That is what you want your audience to feel from your presentation.

You want them to remember your brand and products.

Silvia - Now I see what you are saying. So how does one develop a story that connects and engages with an audience and also helps a business person advance their brand and company products?

Dr. Edwab - It begins with understanding your audience and learning what are their needs. How can you or your product solve their problem? This lets you connect with the audience members emotionally and in a meaningful way that grabs them and makes your story and product memorable.

Silvia - So you are saying is if they remember your story they remember your product?

Dr. Edwab - In my opinion, your story not only creates something that is memorable but also helps develop trust, loyalty, and honesty in the relationship. It builds a connection that you are more than just a product. You are communicating your values and details about the product that engages with the audience member on a deeper level than just a sales pitch. It gives you an advantage over your competitor who is just showing numbers and a product.

Silvia - So storytelling helps elevate your business communications.

Dr. Edwab - Definitely. Remember that saying that a picture is worth a thousand words. Now, just think about how your communications are elevated when you combine your visuals with a persuasive story. In essence, what you are doing is changing the scenario of your presentation. Instead of just offering loads of data about your product and telling this to the audience, you are now showing why your idea, product, or brand is the one for them to choose. This kicks in their imagination juices to recognize why they need

what you are advocating for. Again, you are separating yourself from the competition.

Silvia - So how do you create a story about your product or brand?

Dr. Edwab - It is just like the book or movie we spoke about. It has a beginning where you describe what is going on which essentially describes the problem. In the middle, you elaborate on the characters (products or company) which helps the listener understand the situation and the players. And of course, every story has a happy ending. This is where as the hero, you, introduces the resolution to the problem.

Silvia - So the resolution becomes the call to action that you want.

Dr. Edwab - Exactly. The entire presentation gets tied together at this point. Your solution and the objective of the presentation are the same. The audience can now see and feel how your solution (buying your product) will solve their problem. You essentially have created a collaborative setting, that has inspired the audience members to act in the way you want. Right in front of them, you created a vision that will connect, engage, and inspire them emotionally because what you said was relatable, believable, and educational. They will remember your story much longer than a group of slides in a pitch. By elevating your storytelling skills, you will be more successful in your persuasive endeavors with your team members and customers

Silvia - As always, thank you so much Dr. Edwab for your discussion on “storytelling.” Interesting, as I have just learned how to become more persuasive by developing my storytelling skills. As always, we are all looking forward to our next interview and another topic so we all can become better leaders and managers.

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28-30/11/2024

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 DGI Deutsche Gesellschaft für
 Implantologie GmbH
 Karlstraße 60, D-80333 München
 +49 89 5505209-0
info@implantexpo.com

Project Manager:
 Andrea Cross
 Email: cross@dgigmbh.com

Venue: Maritim Hotel & Internationales
 Congress Center Dresden
 Devrientstraße 10-12/Ostra-Ufer 2
 01067 Dresden

www.implantexpo.com

NOVEMBER

29/11-04/12/2024

 **Greater New York**
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100th Annual Session

New York City - USA

- Meeting Dates: November 29th -
 December 4th
 - Exhibit Dates: December 1st -
 December 4th

Greater New York Dental Meeting
 200 W. 41st Street, Suite 1101
 New York, NY 10036
 Tel: +1 212 398 6922
 E-mail: info@gnydm.com

Exhibits Manager: Ms. Carla M. Borg
 E-mail: exhibits@gnydm.com
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JANUARY

22-25/01/2025

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São Paulo - Brazil

Organiser: APCD - Paulista Association of
 Dental Surgeons
 Rua Voluntarios da Patria, 547 Santana
 Sao Paulo - SP - 02011-000
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Venue: Expo Center Norte
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24-26/01/2025

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American Association of Orthodontists

Marco Island, FL - USA

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401 North Lindbergh Boulevard
St. Louis, MO 63141-7816

Phone: +1 314 993 1700
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Fax: +1 314 997 1745
Email: info@aaortho.org
Website: www.aamembers.org

Venue: JW Marriott Marco Island Beach Resort
Marco Island, FL
USA

www2.aaoinfo.org

FEBRUARY

04-06/02/2025

 **AEEDC 2025**

Dubai - United Arab Emirates

Organized by: INDEX Conferences & Exhibitions
Road D-62, Opposite to Nad Al Hamar
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Fax: +971 4 3384193
Email: info@aeedc.com
Website: www.aeedc.com

General enquiries:
Akhil Varma (Project Manager)
Email: akhil.varma@index.ae
Mob: +971 568418910

Venue: Dubai International Convention and Exhibition Centre
Dubai
UAE

www.aeedc.com

FEBRUARY

28/02-01/03/2025

 **AIE 2025**

2nd International Congress The Art of Endodontics

Bologna - Italy

Organized by: Accademia Italiana di Endodonzia
Via L. Signorelli, 5
51100 Pistoia (PT)
Italy
Phone/Fax: +39 055 576856

Venue: Centro Congressi Bologna Savoia Hotel Regency
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www.accademiaitalianaendodonzia.it



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2025**

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8th floor, Xinghe Asian Financial Center,
207-213, Dongfeng West Road, Yuexiu
District, Guangzhou, Guangdong
Province, China

Visiting Contact:

Tel. 86-20- 8356 1589

Email: dentalvisit@ste.cn

Exhibiting Contact:

Tel. 86-20- 8354 9150

Email: dental@ste.cn

Venue: China Import & Export Fair

Pazhou Complex, Area D

980 Xin Gang Dong Road, Haizhu District

Guangzhou City,

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Infodent International | 4 2024

Infodent International dedicates this section to non-profit social communication.

If you wish to support any of the initiatives, please refer to the contact details indicated at the end of each article.

Operation Smile Benefits from a Significant Legacy

Operation  Smile

It has been announced that Operation Smile is the beneficiary of a significant legacy fund donation from The European Aligner Society. £80,000 (94,768.165 Euros) is being paid over 3 years to help the charity develop and support cleft lip and palate treatment programmes which have a lasting impact in developing countries.

Operation Smile carries out hundreds of surgical programmes all over the world, with the long term vision of improving the local health-care system in the areas in which it operates. In addition to mobilising highly accredited medical volunteers, Operation Smile trains local medical professionals, and partners with hospitals, governments and ministries of health in order to ensure that safe and effective surgery is a right for everyone in need. The charity ensures that its ongoing programmes are run by local medical teams to the extent that over 85 percent of all programmes globally are now managed by local teams; a testament to the significance of the work it carries out with local health-care professionals.

The European Aligner Society has a burgeoning membership of orthodontists and dentists with a special interest in clear aligner orthodontics. Its most recent congress in Valencia, Spain was attended by over 1,300 dental professionals from 60 countries and supported by most of the main clear aligner companies.

Dr Les Joffe, CEO of the European Aligner Society commented: "The European Aligner Society (EAS) Board considered what it could do with surpluses generated by sponsorship and delegate fees from a series of highly successful congresses and meetings. EAS is a not for profit

organisation so we created a Legacy Fund into which surpluses could be directed. This fund focuses on 3 aspects:

1. Donating funds to worthy causes in the oral health field,
2. Applying funds to research projects in the aligner field, and
3. Launching 'Summer Schools' in aligner education for young aspiring orthodontists."

He continued "The EAS chose to collaborate with Operation Smile, an internationally renowned charity, as we were particularly interested in its work on patients with cleft conditions in developing countries. Operation Smile works with clinicians to initiate the diagnosis, repair and support for patients with a cleft at the start of life. The expertise that Operation Smile brings to each country is handed onto the local clinicians so that ongoing care and support can be carried on locally and the hands-on training and support for a range of oral health projects globally meant that our legacy fund could in turn fund a significant legacy in less developed countries.

This process takes funds and EAS was happy to be able to offer Operations Smile £80,000 (94,768.165 Euros) over 3 years to help develop and support cleft lip and palate repair programmes. The outcomes of Operation Smile's work is both wonderful and heart-warming. You only have to look at the organisation's website to understand why EAS, with its sponsors and delegate support, want to support what Operation Smile is achieving - it is so worthwhile." Dr Joffe concluded.

Dr Phil McDonald Operation Smile UK's Medical Director, board member and one of the charity's medical volunteers responded to news of the donation: "We are extremely grateful



to the European Aligner Society for their generous commitment to our life-changing work. In the countries where we work, we estimate that five million people with cleft conditions need our help. Most of them lack access to safe surgery and cleft care.

Our ongoing commitment to providing safe surgery and comprehensive care, including dental and orthodontic care, is made possible by visionary partners like the European Aligner Society. Their support enables us not only to offer vital support and make a profound impact on those born with cleft conditions and their communities, but also to provide training and education to local medical professionals. This empowers them to provide safe surgeries to their own communities in the future."

For more information about the work of Operation Smile please visit <https://www.operationsmile.org/>

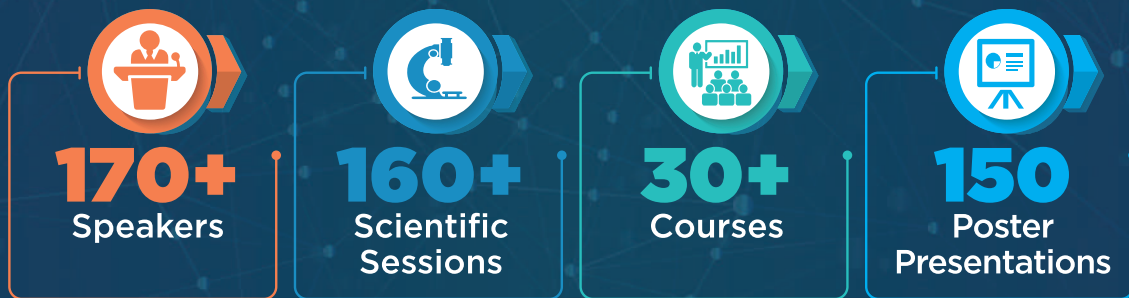
For more information contact the Operation Smile Press Office: Georgia Quinlan, Positive Communications - georgia@positivecomm.com

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