Integrated Preventive Care Solutions

Establishing a thorough Preventive philosophy will be beneficial for you and your patients.

All-round protection for the smiles of tomorrow

Exclusively from 3M ESPE
TCP ingredient Fluoride and Calcium release for double protection
Integrated Preventive Care with 3M ESPE

The Clinpro™ Prevention Product line has innovative solutions that range from professional cleaning, fluoride treatment, sealing and coating and take home maintenance that are all important in contributing to supporting the minimal intervention approach.

This approach is designed around the aim of preserving as much of the natural tooth structure as possible and as long as possible. Integrating prevention in every treatment plan will support you in effective management of caries, providing the best oral care to your patients! 3M ESPE would like to assist you in educating your patients on prevention, increase your patient compliance and accompany you in implementing the Clinpro™ Integrated Preventive Care program in your practice.

For this purpose we have created several supportive and dental risk assessment tools, to help you implement Preventive programs in your dental practice and build patient demand:

- Love2Smile point of sale with patient friendly brochures.

Integrated Preventive Care with in-office treatments or take-home products, to either prevent dental caries and gum diseases or protect completed restorations.

Protect

Clinpro™ XT Varnish
Durable Fluoride – Releasing Coating

Clinpro™ Sealant
Pit & Fissure Sealant

Maintain

Clinpro™ Tooth Crème
0.21% w/w Sodium Fluoride Anti-Cavity Paste with Tri-Calcium Phosphate
Preventive Measures Package Includes

- Simple Oral Health Risk Assessment Questionnaire Pad which includes a "Message to your patients"
- Gum and Tooth Disease Education cards with direct reference for your patients
- Reference Guide & Treatment Protocols
- "Scratch and Test your Teeth" cards for patients prior to their appointment or for take home

All these tools will help you provide your patients with more information and a sense of trust and goodwill that you care for them.

For ordering these support tools please contact your 3M ESPE representative.
Preventive as a practice builder

For over 35 years 3M ESPE has provided the dental profession with reliable and high quality products for your direct and indirect restorative procedures. Brands like Filtek™, Lava™, Adper™, RelyX™ and Impregum™ are commonly used in everyday dental practices world wide. The launch of our more recent Clinpro™ preventive range of products may assist in protecting these precious direct and indirect restorations, along with preventing further progression of caries and gum diseases.

Whilst Preventive dentistry can compliment and protect your restorations, it can also provide practice building opportunities to increase revenue for your dental practice, whilst significantly increasing your patients dental health. Your patients will be thankful for helping them for reducing their risk of dental disease, remineralising and strengthening their teeth and also help reduce tooth sensitivity.

How will Preventive help my practice? For example if the current fluoride recommendations suggest all ages of moderate to high risk receive varnish treatments two to four times per year, then you have significantly increased the frequency of patient visits at which varnish can and should be applied. This will considerably increase your practice revenue.
Establishing a formal prevention program can help improve your standard of care

You know that achieving and maintaining good oral health takes a coordinated effort between you and your patient. Increasingly, dental offices have been instituting more formal risk assessment programs to:

- assign patients into recognised risk categories
- identify treatment options and therapies to achieve and maintain proper oral health.

Patients appreciate a comprehensive approach

Establishing a formal risk assessment program in the office can be very beneficial. However, dental professionals frequently tell us that the lack of patient understanding, acceptance of treatment options and compliance with maintenance therapies are the biggest obstacles they face in helping patients achieve or maintain good oral health.

Practices that have been the most successful often tell us that they began to see better results when they adjusted their approach to preventive care with their patients. These offices:

- tell patients that caries, gingivitis and periodontitis are diseases that can be prevented and treated
- discuss the causes that contribute to these diseases to improve patient understanding
- remind patients with existing restorations that proper oral hygiene is important for avoiding secondary decay
- advise patients that the success of treatment is greatly dependent on their involvement and compliance with treatment recommendations
- provide home care medications in the office to reinforce that these therapies are necessary.

Assessing risk and identifying clinical protocols

Determining whether a patient is at low, medium or high risk for caries or periodontal diseases is the first step in implementing a formal risk assessment program. It begins by identifying the various environmental and clinical factors that can affect their oral health.

Level of fluoride exposure, dietary habits, medical conditions, oral hygiene habits and existing dental health status are some of the key criteria in caries risk assessment. Tobacco use, drug-induced gingival conditions, diabetes, chronic inflammation, and exposed root surfaces are a few of the key criteria in determining periodontal disease risk.

Once the patient risk level is determined, protocols can be implemented to achieve or maintain optimal oral health. In the last decade there have been a number of efforts by various professional groups to establish guidelines for oral health risk assessment and management of caries and periodontal diseases.
Welcome to the 3M ESPE "Preventive Measures" package

This program has been developed to combine several professional oral risk analysis programs into one easy to follow system that can be easily introduced into daily practice. Remaining current with the latest in caries risk assessment and treatment protocols is beneficial for your practice and your patients. Administering preventive treatments in office or as take-home regimens, to either “PREVENT” dental caries or “PROTECT” completed restorations or treatments may be not only beneficial but a long term practice management strategy for you.

3M ESPE Preventive Measures program will help you build a stronger practice with a solid foundation on caries management from day one!

There are numerous resources to help understand risk analysis and the best way to incorporate them into daily practice. These references are available in the Preventive Measures program Guide Book – your overall reference document. It’s more thorough and provides a detailed guide document for the practice to follow. The document has been assembled based on the ADA, AAP, CAMBRA and other guidelines for risk assessment for caries and periodontal disease. It provides an overview of each recommendation, risk factors to look for, therapies that can be done in the office and at home, as well as follow up recommendations. It is very important to ensure that all staff members of the practice are on board with the process. Each person on the team can play a role in reinforcing the message to the patient, reinforce the importance of any take home therapies, oral hygiene instruction or recall importance. Communication to the patient is the key factor.

The resource tools provided in "Preventive Measures" package are only guides. Use what you need, disregard the rest.

Risk analysis.

It is important to implement a uniform program throughout the entire practice. Don’t add time to your schedule and importantly use existing patient time.
Achieving or maintaining a healthy smile requires a comprehensive program of professional treatment & patient compliance with home care therapy.
Treatment Protocols Reference chart:

These reference tools will help you determine the therapies and products required based on level of risk determined and relevance to disease. It serves as a quick reference guide or reminder of the program, process and products to use.

Risk Assessment Questionnaire:

The first thing to keep in mind when beginning a risk analysis program is that it should not add time to your already busy schedules. The waiting room time for the patients can be used very effectively by having them complete the questionnaire about their habits and health. It will provide the dental professional with background information on the environmental and some clinical risk factors that the patient may have. This information provides a great starting point to determine risk when they come back to the chair for their appointment.

Additional questions can be asked based on their responses that may help further clarify what risk the patient is at currently. From here you can conduct the clinical evaluation and determine the appropriate treatments. Most important however, is to keep the process simple.
Educational Cards:

The 2 cards explain visually the progression of hard tissue lesions (dental caries) and soft tissue ailments (gingivitis & periodontitis). These are excellent, easy to use, easy to read reference tools which also include on the reverse side patient specific questions & responses on the disease. These can be used in the surgery or made available in the waiting room.

Scratch Cards:

When the patient arrives for their appointment, the patient can be prompted to try his or her hand at the scratch card while waiting to be called in for his/her appointment.

This activity includes typical environmental habit questions and effectively induces “curiosity” on what lies beneath the white teeth in case their answer is “yes” to the questions on the card. The back of this card can also be used at the end of the risk assessment program to explain why the patient is being prescribed a particular product e.g. Clinpro™ Tooth Crème and also where they can get it. This can also be used as a reminder tool for the patient to take home.
5 reasons to recommend Clinpro™ Tooth Crème to your patients

1. Increased Patient Compliance

 Clinpro™ Tooth Crème is a one step process requiring the patient to simply brush with it replacing regular Tooth Paste, eliminating the two step regimen currently associated with other brands, where the patient is required to brush teeth with tooth paste followed by applying the Tooth Mousse with finger.

 This 1 step regimen makes Clinpro™ Tooth Crème the obvious choice as it makes application easier and faster for the patient.

2. Better value for you and your patients

 Clinpro™ Tooth Crème comes in an economic 113g tube, which makes Clinpro™ Tooth Creme a better value option.
3. Preventive is a genuine Practice Builder

When about 80% of the dental surgery income is Restorative dentistry, a great opportunity to earn more revenue for the practice is adopting Preventive as a practice builder.

3M ESPE have Oral health risk assessment and Management tools that is a comprehensive program of professional treatment and patient compliance with home care therapy. A proactive approach to prevention that raises the standard of care you are providing for your patients and helping you build a stronger practice.

Preventive Measures Materials include:
- Preventive Measures Guidebook.
- Patient Message & Oral Health Risk Assessment Pad.
- Gum & Tooth Disease Education Protocol Card.
- Patient "Scratch & Test your Teeth card"

4. Evidence based Studies

3M ESPE have a collection of in vitro and in vivo studies on functionalised TCP, that gives you the confidence that TCP Clinpro™ Tooth Creme & Clinpro™ White Varnish are the ideal choice in protecting your patients smile.

Speak to your 3M ESPE product specialist to review the mounting collection of evidence about this truly unique and intelligent technology called TCP.

5. Patient Education

3M ESPE now have a patient education program called Love2Smile which is designed to help educate your patients on Preventive solutions. Speak to your 3M ESPE product specialist for your FREE Point of Sale unit and patient brochures for the practice.

Love2Smile
How does fTCP from 3M ESPE compare to other Calcium Phosphates?

<table>
<thead>
<tr>
<th></th>
<th>ACP</th>
<th>fTCP</th>
<th>CPP-ACP</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Description</strong></td>
<td>Amorphous Calcium Phosphate - (ACP) is a reactive &amp; soluble calcium phosphate compound; formula varies but it is typically delivered from two ingredients: plaster of Paris (calcium sulphate) and potassium phosphate dihydrate</td>
<td>Functionalised Tri-Calcium Phosphate Phosphate - (fTCP) is a hybrid material created by the fusion of beta tri-calcium phosphate &amp; sodium lauryl sulphate (Clinpro™ Tooth Crème) or Fumaric Acid (Clinpro™ White Varnish) It can co-exist with fluoride In both an aqueous and non-aqueous product formats</td>
<td>Casein Phosphopeptide- (CPP) Amorphous Calcium Phosphate (ACP) is a milk derived protein that is bound to ACP. CPP is able to bind calcium &amp; phosphate &amp; stabilise ACP.</td>
</tr>
<tr>
<td><strong>Physical state</strong></td>
<td>Amorphous (non crystalline - unstable)</td>
<td>Mineral (crystalline, stable)</td>
<td>Amorphous (non crystalline - unstable)</td>
</tr>
<tr>
<td><strong>pH required for optimal performance</strong></td>
<td>Acid</td>
<td>Slightly acid to slightly basic</td>
<td>Acid</td>
</tr>
<tr>
<td><strong>Ability to co-exist with ionic fluoride in product</strong></td>
<td>NO</td>
<td>YES</td>
<td>NO</td>
</tr>
<tr>
<td><strong>Amount required for optimal product applications</strong></td>
<td>Higher than stated fluoride level</td>
<td>Less than stated fluoride level</td>
<td>Higher than stated fluoride level</td>
</tr>
<tr>
<td><strong>Product Versatility</strong></td>
<td>Medium</td>
<td>High</td>
<td>Low</td>
</tr>
<tr>
<td><strong>Mechanism of Action</strong></td>
<td>Amorphous calcium phosphate phases are typically formed during remineralisation of enamel and transition to apatite; here, ACP means the reaction of two separate ingredients (i.e. calcium and phosphate) that are isolated from one another until contact with saliva and/or tooth. Due to the concentration and solubility of calcium delivered from the 'ACP' agent, the transition to apatite undergoes several possible phase transitions that may affect the quality and quantity of mineral integration.</td>
<td>Beta-TCP is commonly used in bone remodelling/implant procedures. fTCP is a hybrid of beta-TCP and low levels of organic agents (such as SLS or fumaric acid) is produced in order to protect calcium sites from premature fluoride interactions and achieve the desired solubility and formulation compatibility. The fluoride-compatible ingredient is optimised to a desired level of fluoride (which varies depending on the formulation) so that the three mineralising agents fluoride, calcium and phosphate integrate quickly and synergistically with the tooth surface and subsurface without transitioning to multiple calcium phosphate phases. Subsequent mineral growth is achieved naturally from salivary constituents, which leads to the creation of high-quality, acid-resistant mineral.</td>
<td>Calcium &amp; phosphate contained in the milk derived peptide bind to plaque &amp; tooth surface. ACP is released during acid challenges. Typically, long reside/contact times are required for efficacy to be observed since the conversion of ACP to apatite is a lengthy process. This agent is especially useful as a replacement or supplement to natural calcium and phosphate salivary levels due to hypo-salivary conditions.</td>
</tr>
</tbody>
</table>
Innovative tri-calcium phosphate

- Close in composition to natural tooth mineral
- Defined and stable structure
- Predictable chemical properties
- Optimised to release calcium and phosphate at the tooth surface
- Protected calcium does not react with fluoride in tooth creme or varnish formulations during storage

Although caries continues to be the most prevalent dental disease worldwide, significant reductions in dental caries have been reported over the past 30 years. The decline is attributed to nearly universal use of products containing fluoride, such as tooth cremes and oral rinses, as well as professionally applied compounds containing higher concentrations of fluoride. Fluoride is proven to prevent tooth decay.

It does so by inhibiting demineralisation, enhancing remineralisation, and inhibiting bacterial activity in dental plaque. In recent years, we’ve advanced our understanding of the roles calcium and phosphate also play in remineralising tooth cremes and other dental products. Clinical trials have shown that applying products with high concentrations of both calcium and fluoride may not result in greater protection against tooth decay.1 That’s because the calcium and fluoride can combine during storage to form calcium fluoride—which renders the fluoride less effective in preventing tooth decay. However, 3M ESPE has introduced a proprietary calcium phosphate ingredient, Tri-Calcium Phosphate (TCP), that can be protected from unwanted interactions with fluoride during storage. This protected calcium additive works with fluoride to initiate high-quality mineral growth—acting as a catalyst to enhance remineralisation and build a high-quality, acid-resistant mineral.2

The release of these two highly effective compounds results in double protection!

Saliva activates the calcium compound, breaking down the protective coating and making it available to the tooth.

Clinpro™ Tooth Crème with fTCP

- Increased Patient Compliance
- Delivers more fluoride to the Tooth
- Very low abrasion
- Decreases the risk of caries

Clinpro™ White Varnish with fTCP

- Virtually invisible
- Relieves Hypersensitivity
- Unit Dose delivery ensuring consistency and reliability
- Sets in the presence of saliva—no drying needed.
- Enhanced flow characteristics to reach interproximal areas.
<table>
<thead>
<tr>
<th>Item No</th>
<th>Item Description</th>
<th>Relevant 3M ESPE Clinpro™ Product option</th>
</tr>
</thead>
<tbody>
<tr>
<td>111</td>
<td>Removal of plaque and / or stain</td>
<td>Clinpro™ Prophy Paste</td>
</tr>
<tr>
<td>121</td>
<td>Topical application of remineralising agent, one treatment</td>
<td>Clinpro™ White Varnish with TCP (broad spectrum) Clinpro™ Tooth Crème</td>
</tr>
<tr>
<td>122</td>
<td>Topical remineralising and / or cariostatic agents, home application - per arch</td>
<td>Clinpro™ Tooth Creme</td>
</tr>
<tr>
<td>123</td>
<td>Concentrated remineralising and / or cariostatic agents, application – single tooth</td>
<td>Clinpro™ XT Varnish (site specific) Clinpro™ White Varnish with TCP (broad spectrum)</td>
</tr>
<tr>
<td>161</td>
<td>Fissure Sealing – per tooth</td>
<td>Clinpro™ Sealant</td>
</tr>
<tr>
<td>165</td>
<td>Desensitisation procedure – per visit</td>
<td>Clinpro™ XT Varnish (site specific) Clinpro™ White Varnish with TCP (broad spectrum)</td>
</tr>
<tr>
<td>927</td>
<td>Provision of medication / medicament</td>
<td>Clinpro™ Tooth Creme</td>
</tr>
</tbody>
</table>
Can you use Clinpro™ Tooth Crème to reduce sensitivity?
We have other products more specific for this indication such as Clinpro™ White Varnish.

Can Clinpro™ Tooth Crème reverse White spot lesions?
During treatment, the sticky component in fTCP adheres to dentition to promote calcium availability even after toothbrushing. Clinpro™ Tooth Crème exhibits significantly greater fluoride uptake into demineralised enamel and significantly greater remineralisation than other brands.

Can you use Clinpro™ Tooth Crème after a whitening treatment?
Yes. Clinpro™ Tooth Crème is beneficial to use prior to, during or after tooth bleaching to aid in reminersalisation of the Tooth surface.

Does Clinpro™ Tooth Crème work for patients with a dry mouth salivary condition?
With Clinpro™ Tooth Crème, our functionalised fTCP works synergistically with fluoride and enables high fluoride availability at normal and dry mouth salivary conditions. During treatment, the sticky component in fTCP adheres to dentition to promote calcium availability.

For which patients should you recommend Clinpro™ Tooth Creme?
Clinpro™ Tooth Creme is suitable for all patients. However it especially indicated for patients with medium to moderate caries risk.

What is the abrasive in Clinpro™ Tooth Crème?
Clinpro™ Tooth Crème uses hydrated silica which is a mild abrasive that exhibits lower abrasion on dental hard tissues.

What evidence do you have to show that fTCP works?

Otherwise, critical evaluation of the TCP efficacy has been performed at the following:
University of Texas Health Science Center at San Antonio.
» University of Iowa College of Dentistry.
» University of California, Berkley.
» New York University College of Dentistry.
» University of Michigan School of Dentistry.
» Indiana University School of Dentistry.
• TCP supported with multiple competitive, peer-reviewed funding awards from:
  »United States National Institute of Dental & Craniofacial Research (division of the National Institutes of Health);
  » State of Indiana.

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