



# Your Definitive Guide to Instrument Management

Hu-Friedy is now a proud member of

 **HuFriedyGroup**  
The Best In Practice

# Instrument Management with HuFriedyGroup

**Instrument Management** may seem like a small step, but it can have a big impact on any facility. Keeping instruments organized and managing them properly improves the flow of the facility, which allows the sterilization area to run more efficiently and clinicians to focus on providing the best level of care.

With our Instrument Management System, you can take your facility to the next level. Our IMS™ Cassettes keep instruments organized and protected throughout the facility, allowing you to go from chairside to cleaning to sterilization to storage without ever touching contaminated instruments. This helps to improve efficiency, safety, compliance, organization, standardization, instrument protection, and more.



# Points of Performance



**Ergonomic latch with positive locking mechanism is safe and easy-to-use**, allows one-handed opening and visual confirmation if the cassette is locked /unlocked.



**Innovative color-coded silicone rail system, available in 11 color options**, significantly reduces instrument contact, allowing for more water flow while protecting the instruments during reprocessing.



**Beveled edge** allows for a more ergonomic grasp.

**Revolutionary hole pattern design** provides more access to instruments during cleaning and sterilization and increases compatibility with today's cleaning equipment, including automated washers.



**High quality, electropolished stainless steel** protects against corrosion and provides more durability than plastic.

**Smooth round corners and slotted edges** increase drainage and reduce drying time.

# The Benefits of IMS™ Cassettes



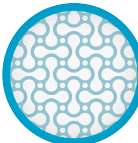
## EFFICIENCY

IMS™ Cassettes eliminate time-consuming steps to streamline reprocessing, which can save facilities an hour or more each day.



## SAFETY & COMPLIANCE

IMS™ Cassettes minimize how often contaminated instruments are handled, improving compliance during transportation and reprocessing while also reducing the risk of a costly sharps injury.



## ORGANIZATION

IMS™ Cassettes help facilities better organize their reprocessing flow, freeing up to seven linear feet of counter space, so they can maximize the space in their sterilization area.

When coupled with the use of organizational tubs for procedural disposables, efficiency and organization are greatly improved as procedure needs are easily identified for quick patient set up.



## INSTRUMENT PROTECTION

IMS™ Cassettes are made of durable, stainless steel to protect the integrity of your instruments. **They also keep your instruments held in place and spaced out for an optimal environment for proper reprocessing.**



## STANDARDIZATION

IMS™ Cassettes help facilities create a system for managing their procedural setups. Each setup includes all of the instruments that are needed to help with onboarding and standardizing care throughout a single facility and even across multiple locations.



## RETURN ON INVESTMENT

IMS™ Cassettes can make an immediate impact on a facility's bottom line, with the time saved allowing them to see new patients and bring in tens of thousands of dollars in new revenue.

### Potential Added Revenue Per Day

|                    |    | Revenue Per Day |         |         |         |         |
|--------------------|----|-----------------|---------|---------|---------|---------|
|                    |    | \$1,000         | \$2,000 | \$3,000 | \$4,000 | \$5,000 |
| Procedures Per Day | 10 | \$104           | \$208   | \$313   | \$417   | \$521   |
|                    | 20 | \$208           | \$417   | \$625   | \$833   | \$1,042 |
|                    | 30 | \$313           | \$625   | \$938   | \$1,250 | \$1,563 |
|                    | 40 | \$417           | \$833   | \$1,250 | \$1,677 | \$2,083 |
|                    | 50 | \$521           | \$1,042 | \$1,563 | \$2,083 | \$2,604 |

Example: A facility billing \$2,000 of revenue a day doing 20 procedures would be able to generate an additional \$417.00 per day with the time saved using IMS™ Cassettes.  
 $\$2,000 \div 480 \text{ minutes (8 hours)} = \$4.17 \text{ revenue/minute.}$   
 $20 \text{ procedures} \times 5 \text{ minutes saved/procedure} \times \$4.17/\text{minute} = \$417.00.$

# Discover GreenLight

“The clinicians that I have worked with that have become a part of GreenLight are so impressed, almost blown away, by the depth and extent of the information that's included.”

**Mary Govoni** | CDA, RDH, MBA



**GREENLIGHT**  
DENTAL COMPLIANCE CENTER™  
*by Hu-Friedy*

## A Better Way To Stay Compliant

Maintaining compliance doesn't have to be a burden. GreenLight Dental Compliance Center™ by Hu-Friedy is an exclusive program that keeps all infection prevention guidelines and regulations conveniently housed in one portal.

## How Your Customers Benefit

GreenLight Dental Compliance Center™ helps facilities create customized infection prevention and instrument reprocessing protocols and internal audits, so they are prepared. GreenLight also saves time on staff training and updates, with improved performance in infection prevention facilities. Facilities will find more than convenience with GreenLight — they'll also gain the confidence that comes from knowing their facility is in compliance.



- Exclusive access to a comprehensive members-only online infection prevention portal
- A one-stop resource for updated compliance information from regulatory bodies
- Easy access to state/provincial/territorial resources
- Customized infection prevention protocol templates compliant with your facility's specific requirements
- Consultation for members to review protocols
- Infection prevention self audit to regularly track your compliance
- Online continuing education on OSHA and other topics
- Detailed breach response plan with accompanying tools
- Training and resources specifically for infection control coordinators

# The Impact of IMS™ Cassettes

“It would be physically impossible to be able to see the number of patients that we see in a clinical day without the [IMS™ Cassettes].”

Dr. Edward Lin | Orthodontic Specialists of Green Bay



## TOP REASONS FACILITIES CHOSE IMS™ CASSETTES



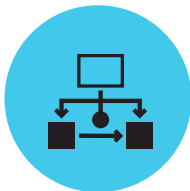
100%

Improve safety and infection control protocols



100%

Protect instruments and reduce costs



94%

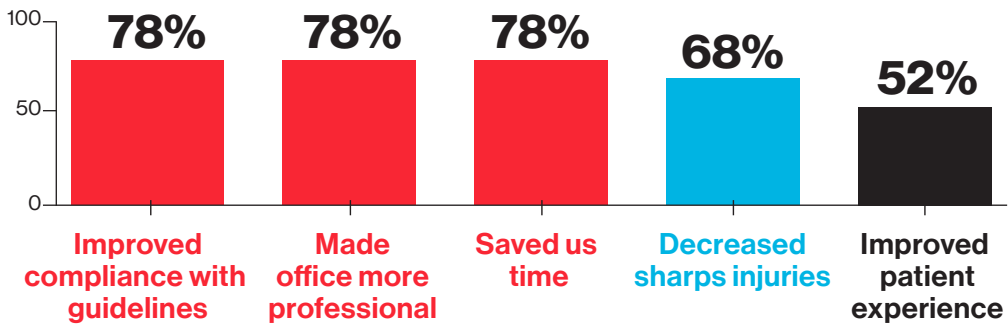
Improve organization



84%

Increase efficiency and save time

## TOP BENEFITS OF USING IMS™ CASSETTES



## HOW CUSTOMERS FEEL ABOUT IMS™ CASSETTES



Improved our organization



Worth the investment



Satisfaction rating

Data on file. Based off survey conducted May 6 through June 1, 2020 with current users of the IMS™ Cassettes.

# When Considering Instrument Management

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## Types of Facilities

### A. Private Practices

Dentists who own private practices are business owners. They need to drive revenue while improving cost savings, efficiency, and staff retention.

### B. Specialty Practices

Specialty practices, such as oral surgery or orthodontic offices, see a high number of patients each day, so safety and efficiency are critical so they can focus on each patient.

### C. Community Health Centers and Public Health Facilities

These facilities are funded by the government so cost savings is important. Compliance is also top of mind as they face scrutiny for meeting the established standards.

### D. Multi-Location Group Practices

Run like corporations, these operations look for standardization and cost savings across locations. They also typically have an individual in charge of ensuring compliance.



## Signs of Inefficiency

- ☒ Dirty trays stacked in the sterilization area
- ☒ Instrument packs waiting to be sterilized
- ☒ Staff rushing back and forth between the sterilization room and the operatories
- ☒ Operatories not cleaned up in a timely manner

- ☒ Facility using multiple types of sorting techniques (pouches, ponytail holders, plastic steri boxes, etc.)
- ☒ Backed up waiting room
- ☒ Broken/damaged/stained instruments



## Questions About Processes

- A. What would help save you time during your day?
- B. How often do you or a team member leave the patient to search for an instrument? How does this impact the patient experience?
- C. How would being more productive and organized in your facility help to save time and money?
- D. How do you stay up to date on changing infection control standards and regulations?
- E. How prepared are you to give your patients a tour of your current sterilization area?
- F. How do you respond to your patient's questions about safety and compliance?
- G. What would you change about your current instrument reprocessing procedures?
- H. How many referrals do you get annually?
- I. How are you fully utilizing the talents of your staff?
- J. What are you doing differently in sterilizing your instruments than you were a year ago?
- K. How do you stay up to date on changing infection control standards and regulations?
- L. What do you like about your sterilization area and what would you change if you could?
- M. What is you and your staff's experience with cassettes?

# Why Partner with HuFriedyGroup

HuFriedyGroup is here to provide the best dental experience to the industry.

Our unique combination of products, services, and support enable dental professionals to reduce risk, improve efficiencies, drive compliance, and enhance patient and staff safety.

Our HuFriedyGroup representatives are ready to help you implement IMS™ Cassettes. We understand how to assist with the design of the sterilization center to maximize the space and efficiency. With their product knowledge and infection control expertise, our HuFriedyGroup representatives can train and consult with you and your team to help you take advantage of IMS™ Cassettes.

Reach out to your HuFriedyGroup representative to help you be **the best in practice**.



Learn more about IMS™ Cassettes at [Hu-Friedy.com/IMS](https://Hu-Friedy.com/IMS).

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