

# CariFree<sup>®</sup>

## Implementation Blueprint

### PHASE 1

Purchase system:

- Appoint someone in your office as your CariFree contact to monitor supplies and keep track of training materials

Person in charge: \_\_\_\_\_

- Schedule full office training

Date: \_\_\_\_\_

Make sure Oral BioTech's contact information (phone number and email) is known in case any changes to scheduled training need to be made and for ongoing support

**866.928.4445**

### PHASE 2

When system arrives:

- Refrigerate swabs
- Store all products in an easy to access place
- Keep CariFree Reference Binder in an easy to access place
- Have full staff watch the CariFree Caries Risk Assessment Demo, which can be found on our website at [www.carifree.com/media/CariFree\\_Demo.html](http://www.carifree.com/media/CariFree_Demo.html)
- Have full staff read "A Clinical Look at CAMBRA" by Drs. Kim Kutsch, Carson Kutsch, and B.C. Nelson

Signatures: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

- Have copies of scientific articles available to copy for patients with questions

Person in charge: \_\_\_\_\_

- Do at least 3 staff Caries Risk Assessments prior to training

Staff member name and risk classification: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

### PHASE 3

Training:

- Full staff participates in 2 hour training
- Have Meter, Swabs, and Reference Binder available for reference during training

Person in charge: \_\_\_\_\_

- Have full staff meeting to plan phases 4-10

Date: \_\_\_\_\_

#### PHASE 4

Fees:

- Decide on fees to fit your practice and patient base and familiarize yourself with insurance codes

	Practice cost	Patient cost range	Code	Your fee
Swab screenings	\$5.90	\$10-\$50	D0425	
Fluoride Varnish	\$1.21	\$20-\$30	D1206	
Treatment Kit	\$59.00	\$70-\$249	D9630	
Prevention Kit	\$40.00	\$45-\$150	D9630	
Starter Kit	\$16.00	\$20-\$40	D9630	
Treatment Rinse	\$15.00	\$20-\$95	D9630	
Maintenance Rinse	\$8.00	\$10-\$20	D9630	
Oral Neutralizer Gel	\$8.00	\$10-\$20	D9630	
Xylitol Gum	\$15/box	\$20-\$30/box	D9630	
Boost Mouth Spray	\$12.00	\$15-\$25	D9630	



#### PHASE 5

Communication:

- Develop a quick, 1-minute overview of the system to easily communicate to patients the procedure and products
- Develop effective analogies to increase understanding- see CAMBRA and CariFree Communication Tools
  - Caries Risk Assessment vs. Cardiovascular Disease Risk Assessment
  - Nail-In-Tire Analogy illustrating Cavity Detection vs. CAMBRA
  - Understanding the Caries Balance
  - Weeds-in-the-Lawn as Compares to the Caries Infection
  - Ways to Gain Compliance with the Treatment Rinse
  - Cost of Prevention vs. Cost of Treatment
  - CariFree Rinses vs. Surgical Intervention

We will use analogy numbers: \_\_\_\_\_

#### PHASE 6

First contact with patients about your new CAMBRA standard of care:

- Decide whether a newsletter or verbal reference during reminder calls will be the best way to communicate about the CariFree System with your patients
  - Newsletter
  - Verbal reference on appointment reminder phone call
  - Smile Reminder e-blast
  - Introduce idea when patient checks in for appointment (hand out brochure)

#### PHASE 7

Flow:

- Patient arrives to front office – staff will remind patient about screening. Ask if there are any questions that need to be answered.

Signatures: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

- New patients are screened at new patient appointment by:

Dentist or dental assistant: \_\_\_\_\_

- Existing patients are screened at their hygiene appointment after reviewing health history by:

Hygienist or assistant: \_\_\_\_\_

- Determine screening intervals:

Screening Interval	Recommended	Our Protocol
Low Risk	Annually	
At Risk	Every 3 months	

- 3-month reassessment and screenings and counseling may be performed by any available staff member
- Once At Risk patients have completed all required Treatment Kit 3 month cycles and begin using Maintenance products only, reassessments may be moved to 6 month intervals

## PHASE 8

Product Recommendations:

Services/Products Recommended	Low Risk		At Risk	
	Recommended	Our Protocol	Recommended	Our Protocol
Fluoride Varnish	Optional		Yes	
Treatment Kit	No		Yes	
Prevention Kit	Yes		No	
Starter Kit	Optional		No	
Treatment Rinse	No		Yes	
Maintenance Rinse	Yes		Yes	
Oral Neutralizer Gel	Yes		Yes	
Xylitol Gum	Yes		Yes	
Boost	Yes		Yes	

## PHASE 9

Documentation:

- ! "Paperless" offices may download Caries Risk Assessment Forms from website ([www.carifree.com](http://www.carifree.com)) to keep record in chart and/or to print and send home with patients
- Decide if you will:
  - Require patient signature on Risk Assessment Form  yes  no

## PHASE 10

Implementation Schedule

- 2 weeks after training**  
Focus on screenings: schedule a 15-30 minute implementation call with anyone using the products in the practice
- 5 weeks after training**  
Schedule another 30 minute Webex meeting to review a few slides and discuss any questions on products, protocols, patient education, compliance, etc.
- 8 weeks after training**  
Final follow-up for questions and to check on progress , introduce to new Accounts Executive