

“anaxdent is at the forefront of the 3-D printing revolution”

An interview with Andreas Kopietz, founder and CEO of German dental materials specialist anaxdent.
By Dental Tribune International

■ Ahead of IDS 2019, Dental Tribune International met with Andreas Kopietz, CEO of German dental materials specialist anaxdent. In this interview, Kopietz, who founded anaxdent in 1999, shares his opinion on the implications of 3-D printing technologies for dental laboratories and explains why his company is best positioned to guide customers in this development.

Mr Kopietz, one of the focus areas of IDS 2019 will be 3-D printing, which is considered a game changer in dentistry, according to the event organisers. What are your expectations for the show in this regard?

Yes, it will be a game changer and we are prepared. We share knowledge and information with our customers on all aspects of 3-D printing and enable them to transition their businesses from an analogue to a digital workflow where it makes sense. That will result in more consistent delivery of high-end dental appliances to the benefit of patients. It will also

improve the profitability of their laboratories, which in turn enables sustainable dentistry in the long term.

I want customers to leave in the knowledge that anaxdent is at the forefront of the 3-D printing revolution and they can rely on us, as always, to provide the best solutions and products for their laboratories.

Your company has recently signed a distribution agreement with the Silicon Valley-based digital 3-D manufacturing company Carbon. Could you please briefly comment on this?

Before we signed with Carbon, I travelled globally over the last three years to research and understand the best available 3-D printing options for our customers on which to base this decision. I see anaxdent and Carbon fitting with our ethos of best practices, best products—like our pink composite anaxgum that sits well in the workflow for the production of printed dentures. We believe that together we are offering anaxdent customers

a 3-D printing solution using Carbon technology that is unrivalled.

In dentistry, new additive manufacturing technologies seem to be taking over from conventional milling technologies. What are the main differences between the two with regard to quality, price and application in dentistry, and are both still needed?

I believe there is a place for both technologies in the market, as no single technology has the capability of delivering custom-made medical devices across all dental indications. I foresee a hybrid approach in the future, in which laboratories will adopt new technologies to the benefit of workflow, consistency and improved patient care, while maintaining the critical knowledge and experience of dental technicians in delivering a unique, custom-made aesthetic medical device. Even if you have the best equipment, you need the skills of analogue techniques and the experience of a well-educated dental technician to make it happen.



▲ Andreas Kopietz, founder and CEO of anaxdent.

One of the major topics in 3-D printing is printable material. How is anaxdent approaching this issue?

We are working with our key partners in the development of flowable printable materials that will cover a

number of indications, and anaxdent is best positioned to deliver these solutions to the market as soon as they become available. Come and see us at our booth at IDS, where we will be demonstrating the first steps in our concept. ◀

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minilu's tenth anniversary surprise

minilu.de is celebrating its tenth anniversary with special offers and a competition with thousands of prizes.

■ “We identified the opportunities of online trading at an early stage, but wanted to be more than your run-of-the-mill online warehouse. We wanted to stand out from the crowd—with minilu and a special design in pink,” explained minilu.de CEO Veith Gärtner. “minilu soon found her way into the hearts of surgery and laboratory staff.” The concept, after all, was hard to resist: fast delivery of products from brand manufacturers at amazingly low prices.

Wide selection and expert training

Today, minilu.de offers one of the widest selections in a web shop. With more than 45,000 listed items, it serves customers in Germany, Austria and the Netherlands. Besides its store offering, it provides live webinars and video tutorials via the minilu Academy to enhance user expertise in daily practice.

Easy, faster ordering

Unveiling the latest coup of minilu.de, Gärtner said, “We’re going to roll out a user-friendly inventory control system, the minilu WaWi, in March 2019, which will make it easier to manage stock. It will let surgeries and laboratories keep an eye on their stock and manage it effortlessly.” minilu WaWi will simplify reordering as well, as the system uses consumption statistics to let users know when stock is low and suggests appropriate product orders. “Stocks can thus be replenished within the shortest space of time with the ease and speed customers expect

from minilu.de,” emphasised Gärtner. In doing so, minilu WaWi helps to avoid material bottlenecks, saving time and money. You can also use the minilu WaWi system to record articles from other suppliers.

Online, thus always up to date

As the system is fully integrated into the minilu shop, no software needs to be installed at the surgery. Material due for removal or transfer can easily be scanned via a mobile app. The whole process is online, so everything is always up to date. Practical tutorials quickly teach users how to operate the system. This latest addition to minilu.de’s services demonstrates again that the company is deserving of its reputation as a friend of surgery and laboratory staff. ◀



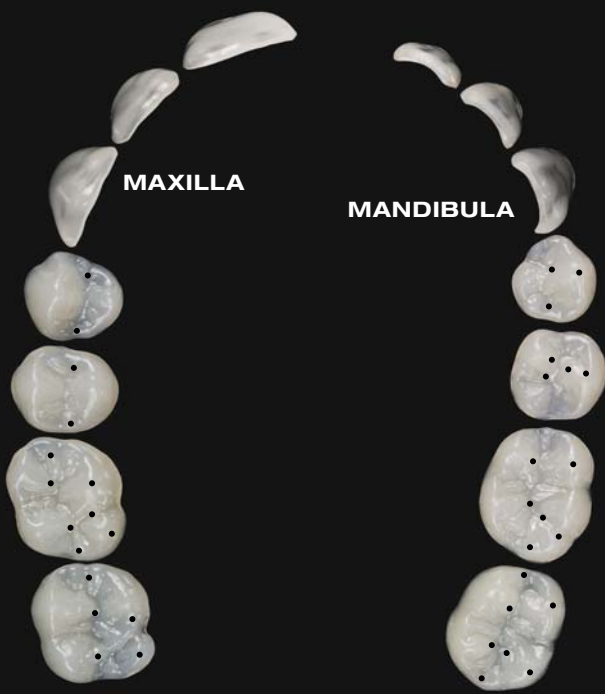
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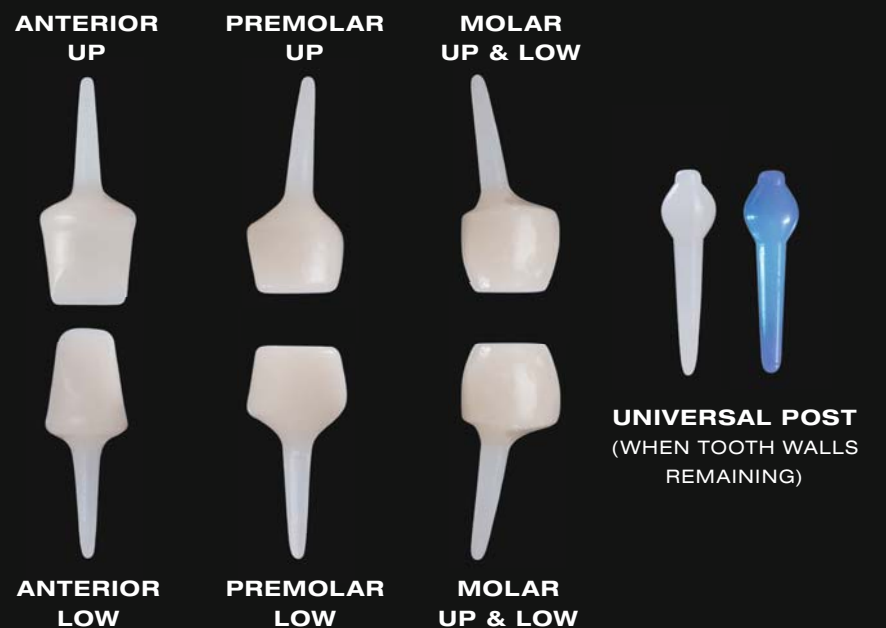
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