



*FLORIDA PROBE*

**PROBE. CHART. EDUCATE. MOTIVATE.**

# PROBE

DO BETTER DENTISTRY USING THE INDUSTRY LEADER IN PERIODONTAL PROBING AND CHARTING, **FLORIDA PROBE**.



- ▶ **Standardize your team** with our “constant-force” (15 g) probe, the most accurate (0.2 mm precision) and consistent periodontal probe on the market. Our product was originally created to improve accuracy in periodontal research and continues to be the most widely used probing system in that field today.
- ▶ **Catch periodontal disease in its earliest stage**, often preventing early bone loss, surgery or serious complications from systemic disease (including death from cardiovascular disease or diabetes).
- ▶ **Assess periodontal risk** using our Risk Assessment Screening Tool. It calculates a patient’s risk of periodontal infection or reinfection based upon their specific risk factors, including smoking habits, age, oral hygiene, medications, etc. and assigns the patient a Low, Medium, or High Risk score.
- ▶ **Keep better records** using our visually stunning and intuitive periodontal chart. When combined with the patient diagnosis sheet, the duo becomes a legal record and informed consent to protect your practice and reduce legal exposure from the number one lawsuit in general dentistry, supervised neglect.
- ▶ **Print, email, or digitally store** our periodontal chart and other printouts for electronic insurance claims, referral doctors, and patient use.

# CHART

INCREASE HYGIENE PRODUCTIVITY USING THE BEST PERIODONTAL CHARTING SOFTWARE ON THE PLANET.

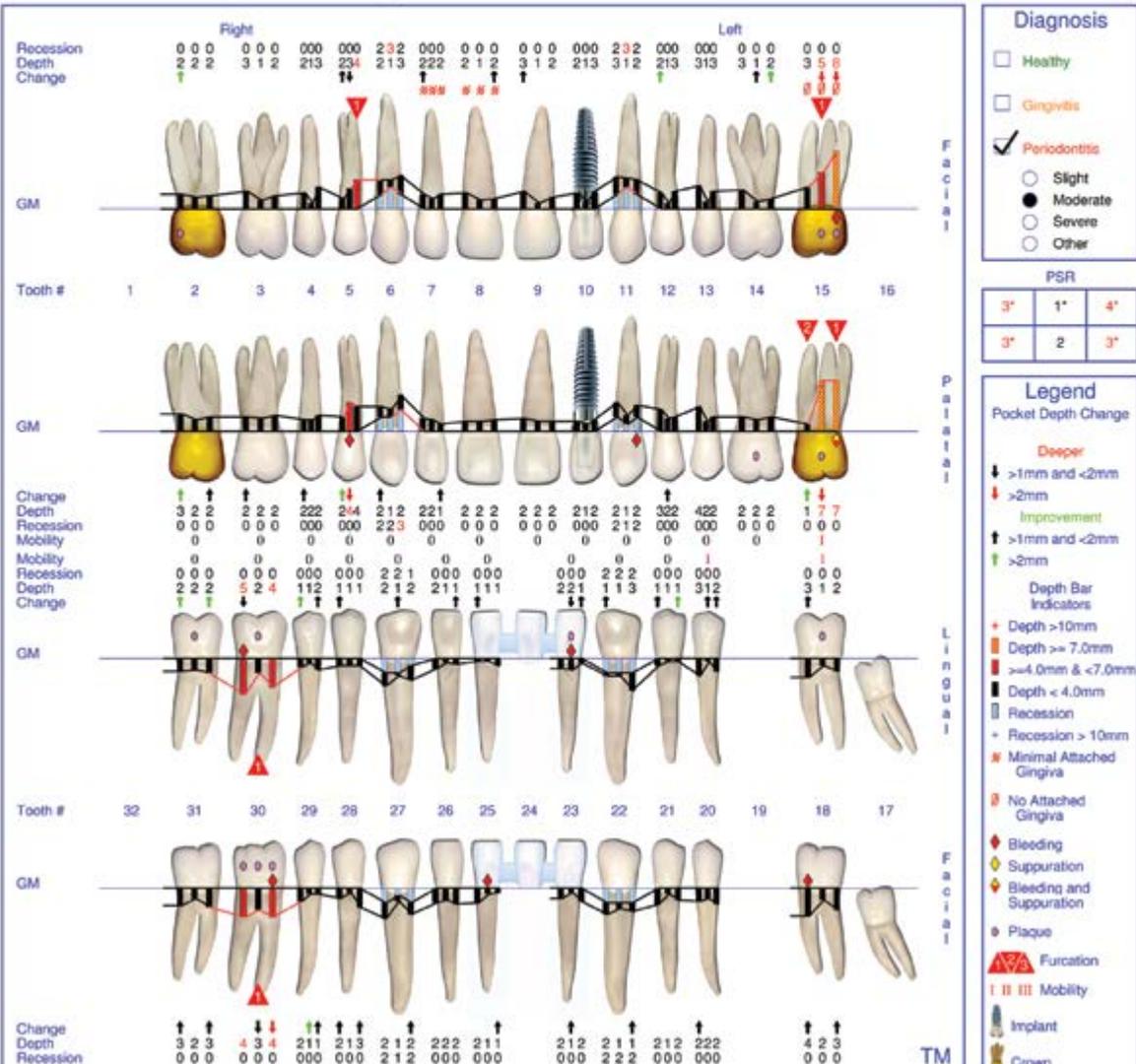
## FLORIDA PROBE Periodontal Chart

Your Office Name and Phone here... FPC 1 (877) 357-7623

Medical Alerts

Chart #: SAMPLE  
Name: TEST PATIENT  
Examiner:  
Date: Tuesday, March 21, 2001 09:53:24

Compared with Visit On: Tuesday, March 24, 1998 08:44:36 3/5



► **Fly solo.** Since only one examiner is needed to use the System, it's no longer necessary to pull staff away from their other important duties.

► **Don't play the guessing game.** Our "talking" software simultaneously speaks, displays, and records the data so you don't have to spend time trying to read, guess, or call out probe measurements and other exam data.

► **Customize your exam** to record all or some of the following: dentition, medical history, risk assessment, recession and hyperplasia, gingival attachment, pocket depth, bleeding, suppuration, furcation, plaque, mobility, MGJ, and diagnosis.

► **Automatically compare** the patient's current exam data to their previous visits to clearly illustrate where treatment is needed.

► **Integrate** with over 48 practice management software programs.

# EDUCATE

**RELY ON YOUR NEW COMPUTERIZED ASSISTANT TO TEACH YOUR PATIENTS TO CARE ABOUT THEIR PERIO HEALTH.**



- ▶ **Layer the patient education.** Can you predict how each patient learns best? Not unless you are a mind reader! Instead, use all senses: touch, sight and sound to educate all types of patients. The Florida Probe System was designed to provide such layers of periodontal patient education through the use of our Talking Probe, Patient Education Movies, Patient Education Handout, Patient Diagnosis Sheets, and the Periodontal Chart Printout.
- ▶ **Play good cop, bad cop** with the “voice call-outs” (talking probe) that occur during the exam, which allows the computer to become a non-biased messenger and the Clinician to be the healer/educator and to offer the good news that, “We understand this disease and know how to manage it.”
- ▶ **Create a co-diagnosis effect** as the patient listens to the verbal warnings and other indicators of disease and also sees these indicators on-screen during the exam. Patients view a 1-4 minute Patient Education Movie, then go home with a copy of the information from this movie (the Patient Education Handout), their exam chart (the Periodontal Chart Printout) and a treatment plan (the Patient Diagnosis Sheet) to better understand their disease.

# MOTIVATE

**GET TO YES!** AND GENERATE NEW HYGIENE REVENUE FOR YOUR PRACTICE.



- ▶ **Create a sense of urgency** for a disease that has few typical or motivating symptoms (pain, aesthetics). 80% of adults have some form of periodontal disease, yet only 3% seek treatment. Why? Because most patients know dentistry through the classic Toothache Model. However, perio is a life-threatening oral-systemic disease, not a toothache!
- ▶ **Create a remarkable periodontal exam and treatment experience.** The Florida Probe System provides a unique and effective exam experience which cannot be replicated through other methods. In addition to our multi-lingual “talking” probe, the exam process also includes educational movies and handouts for the patient. These elements combine to create an interactive, high-tech experience which not only educates the patient, but also prompts them to feel a sense of urgency about obtaining treatment in the early stages of their disease.
- ▶ **Meet your bottom line.** Active Florida Probe offices routinely increase hygiene and perio production by \$10,000 per month. One more quadrant of scaling and root planing acceptance per day at \$250/Quadrant, working a 4-day week, adds \$50,000 per year in production. This is only the beginning: 3-month re-care, adjunctive therapies and diagnostic fees add to this hygiene-driven increase.

# ACCURATE

## HOW IT WORKS

CONSTANT-FORCE, AUTOMATED PROBING WITH THE DOLPHIN DISPOSABLE & FP HANDPIECES

► The Florida Probe Handpiece and new **Dolphin Disposable** are not ordinary periodontal probes. In fact, you can measure periodontal pockets more accurately and as fast as a two-person team with these constant-force, automated probes. Instead of having to try and read the 1 mm bands on a manual probe and estimate pocket depth, just bring the gold sleeve of the FP Handpiece or the neon yellow sleeve of the Dolphin Disposable down to the gingival margin, tap the Footswitch, and your numerical data is recorded, with no guessing and no assistant needed to write down numbers.



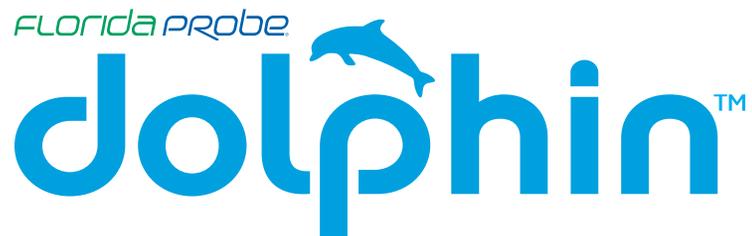
Using the same angulation and position as you would with a manual probe, place the tip of the Dolphin Disposable between the teeth and gums. Angle the tip down so that it slides down the tooth at the root angle.



As the tip reaches the bottom of the sulcus, the constant force of the Dolphin Disposable engages and supplies 15 grams of constant pressure while the yellow sleeve slides down the length of the tip. The clinician must then properly position the yellow sleeve at the top of the gingival margin.



When you're ready, tap the FP Footswitch to simultaneously record, display and call out the measurement. Other indicators of disease can also be recorded. For example, the left side pedal marks bleeding and the right side pedal marks suppuration.



## How Did We Make the World's Most Accurate and Consistent Periodontal Probe Even Better?

---

- ▶ **Single-use & disposable** - always new, perfect and ready to go
- ▶ **Improved ergonomic handle** - less weight, better grip
- ▶ **Optional method to lock tip** by placing finger here – great tactile feedback



- ▶ **Neon yellow sleeve** – easier to see in both light and dark environments
- ▶ **Flexible, friction-free sleeve** for hard-to-reach interproximal sites
- ▶ Same great **implant-grade titanium tip** providing **15 gm constant force, 0.2 mm precision**

# FLORIDA PROBE VoiceWorks™

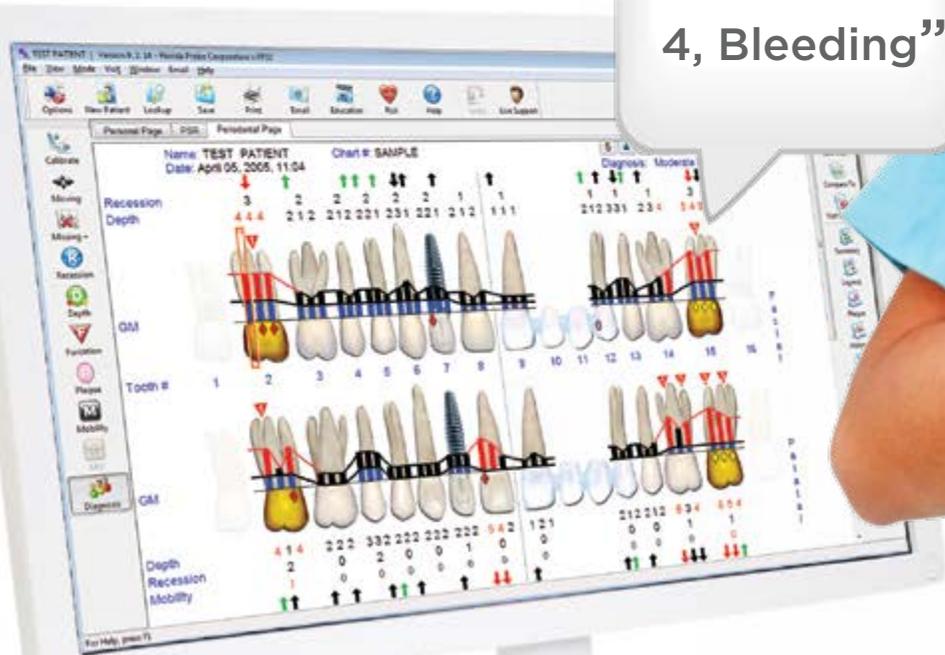
**VOICE-CONTROLLED PERIO CHARTING THAT WORKS!**

- ▶ Chart periodontal pocket depths effortlessly while using your manual periodontal probe and speaking into the mic of your wireless headset. Chart bleeding, recession, and suppuration on the fly. Allow your patients to hear the “human” voice of the software repeat the numbers back to you to create a co-diagnosis effect. Present your patient with a graphically stunning and easy-to-understand printed perio chart at the end of the exam.



“2, 1, 4,  
Bleeding”

“2, 1, WARNING  
4, Bleeding”



# PR PRAISE TESTIMONIALS



"I have used the Florida Probe in my practice for almost ten years. It is invaluable not only as a timesaver, but as a tool to make patients see the need for treatment. This is a no-brainer." **Joseph P. Trovato**, D.M.D., F.A.G.D.



"For me, as a periodontal therapist, the Florida Probe provided a complete emancipation. It helped the patient take ownership of their periodontal condition, which enhanced case acceptance. It alleviated stress because I was not waiting on an additional person to assist me with data gathering and documenting. At the end of a clinical day, my energy levels were greater because I was not trying to convince people of needed treatment! They were taking control and action over their own health, and I was able to provide the needed care, which is very rewarding!" **Shelly Short**, RDH, M.S., Ph.D.



"VoiceWorks is literally saving my patients' lives by allowing me to diagnose and treat their disease in the early stages." **Tim Donley**, D.D.S., M.S.D.



"My greatest challenge as a dental hygienist is helping patients understand they have a disease that not only can lead to tooth loss, but also negatively effects their overall health. The Florida Probe makes this task so much easier for me by educating the patient every step of the way with easily understood voice call-outs of pocket depth and bleeding sites, detailed visual graphics, printable patient education material and videos. My patients are healthier because they finally "get it" and accept treatment. The Florida Probe has given our hygiene department the greatest ROI not just in terms of dollars by increasing case acceptance, but also by improving our patients' health. That's what it's really all about!" **Debra Chadderdon**, RDH



"Florida Probe is the indispensable tool for discovering and monitoring periodontal health and disease. It is the graphic, user-friendly road map that charts direction and assists dental health professionals in providing periodontal therapy." **Sam Low**, D.D.S., M.S., M.Ed.



"One of the most significant problems in the case management of periodontal disease is the failure of clinicians to monitor clinical outcomes and identify patients whose periodontal status is deteriorating. Florida Probe's most recent upgrade has incorporated the ability to track changes in pocket depth, clinical attachment, bleeding on probing, and other diagnostic parameters. As a result, clinicians now have at hand a calibrated, systematic way to monitor periodontal stability. This is one of the greatest technological advancements and evidence-based approaches to the case management of periodontal disease to come along in years." **Casey Hein**, RDH, M.B.A.

# FAQs



- ▶ **How long does it usually take to learn how to use the Florida Probe or Dolphin System?** We highly recommend a full day of on-site hands-on training (6-8 hours), then each new user should enter 10 additional test patients before expecting to become as fast as a standard two-person team.
- ▶ **How long does it usually take to learn how to use the VoiceWorks System?** It normally takes 1 hour of live internet/web training per user to become familiar with the basic functions, then 10 additional test patients to become fast and efficient. An advanced web training session (group session) for all users in the practice is available after that.
- ▶ **What do your various Systems add to our bottom line – what is the overall benefit to our practice?** Offices with just one hygienist properly utilizing the FP, Dolphin, VoiceWorks or GoProbe Systems can increase hygiene revenue by \$10,000 per month. **See our ROI forms at [www.floridaprobe.com](http://www.floridaprobe.com) to receive a much more detailed analysis.**
- ▶ **How many Systems do I need?** You would need one System per operatory where full-mouth probings are performed. Call for more information on other options, such as Docking Stations. **Note:** software is installed at every workstation (no extra cost) to allow anyone to view or print charts from any workstation without the need for hardware.
- ▶ **Will your Systems bridge/link to my practice management software?** YES, all of our Systems link with Dentrix, Eaglesoft, Softdent and 48 other practice management applications in North America, plus additional applications around the world. Ask about our new advanced linking options.
- ▶ **What are the minimum computer requirements?** Windows XP (SP2 or 64-bit; 2GB RAM rec.), Windows 7 (4GB RAM rec.), Windows 8 (4GB RAM rec.) and Windows 10 (6GB RAM rec.). **Note: VoiceWorks will not run on XP.** 1 USB port minimum with 2 USB ports recommended. Color printer and external speakers are highly recommended.

# FAQs

▶ **What parameters of periodontal disease can the FP software record?**

The FP Software can record the main parameters of periodontal disease, including pocket depth, bleeding, suppuration, recession, hyperplasia, furcation, plaque, mobility, missing teeth, changes in dentition, minimal/no attached gingiva, MGJ, risk factors, and medical alerts. You can choose to record as much or as little data as you wish, including the diagnosis.

▶ **How much time does it take to do an exam using the Florida Probe or Dolphin System?**

It takes the same amount of time that it takes two people (one charting, one probing) to do an exam with a traditional probe. A comprehensive exam usually takes 10-16 minutes, but a re-care exam would take less time, typically 6-10 minutes.

▶ **What about VoiceWorks?** Exams that use the VoiceWorks system are usually faster (6-12 minutes) and provide more flexibility, especially if you want to chart recession, furcation, mobility or delayed bleeding in any order. A re-care exam should typically take 3-8 minutes.

▶ **Can the FP Software voice call-outs and sounds be customized?**

Yes, one of our newest features is the ability to customize sounds to complement your treatment focus. For example, at certain pocket depths, the computer can call out “Laser Recommended” instead of our default warning sound. The possibilities for customization are endless.

▶ **Can your various Systems be moved between computers or operatories?** Yes, the equipment can be moved to any other computer within your office or network that has the FP Software installed; however, we recommend one System per operatory where full-mouth probings are performed. This holds true for all of our Systems (Florida Probe, Dolphin, VoiceWorks and GoProbe).

▶ **What type of warranty do your Systems have?**

One year warranty on all parts and labor. One year of free technical support by phone. Free Software upgrades for one year after purchase. We also have Extended Warranty Plans (1 year, 3 year, or 5 year). **VoiceWorks Subscription plans include unlimited warranty, tech support, software upgrades and training for the length of the subscription.**

▶ **Do you offer free demos for your products?** Yes, we offer FREE demos via the web - email us at [info@floridaprobe.com](mailto:info@floridaprobe.com) or visit [FloridaProbe.com](http://FloridaProbe.com) and use our **FREE Web Demo Link on the homepage** to view our calendar and schedule a demo for you and/or your office. You can also call us directly at **1-877-357-7623** (toll-free) or **352-372-1142** or visit our booth at most of the major trade shows.



# BUY WHAT'S IN THE BOX

USE YOUR OWN MANUAL PERIODONTAL PROBE & OUR WIRELESS HEADSET OR KEYPAD TO ENTER THE EXAM DATA.

FLORIDA PROBE  
**go-probe**



**GoProbe**  
Wireless Keypad & Receiver

FLORIDA PROBE  
**VoiceWorks**

**NEW!**  
Ideal for Win7,  
Win8 & Win10  
Computers



**VoiceWorks**  
Wireless Headset & Charging Stand

\*Laptop not included. Ideal for XP Computers.

\*Laptop not included. Ideal for Win7, Win8 & Win10 Computers.

# WHAT'S IN THE BOX

USE ONE OF OUR CONSTANT-FORCE, AUTOMATED PROBES & FOOTSWITCH TO ENTER THE EXAM DATA.

FLORIDA PROBE  
**dolphin**<sup>TM</sup>



Dolphin Disposable Handpieces



USB Interface

**NEW!**  
Single-Use,  
Disposable  
Handpieces



FP Footswitch



Optional Accessory:  
3 Steam-Sterilizable  
FP Handpieces

\*Laptop not included. 144 Handpieces come with the System.

# COMPARE SYSTEMS

90-probe

VoiceWorks™

FLORIDA PROBE

dolphin™

HYBRID

## Benefits & Attributes

Solo Data Entry (No Assistant Required)	●	●	●	●	●
Involves Patient in Exam to Increase Tx Acceptance	●	●	●	●	●
Wireless Connectivity	●	●			●
<b>Speed &amp; Flexibility in Charting</b>		●			●
Automatic, Constant-Force (15 g pressure) Probing			●	●	●
Probing Precision to 0.2 mm			●	●	●
No On-site Training Required	●	●			

## Software

FP Software	●	●	●	●	●
-------------	---	---	---	---	---

## Equipment

Wireless Keypad	●				●
Wireless Headset		●			●
3 FP Handpieces + Encoder Cable			●		
144 Dolphin Disposables* + Encoder Cable				●	●
Footswitch + USB Computer Interface			●	●	●

## Support

Live Training via Web	●	●			●
1 Year Tech Support, Warranty & Software Upgrades	●		●	●	●
*Unlimited Tech Support, Warranty, Software Upgrades, & Web Training		●			

## Extras

Extended Warranty Available	●	●	●	●	●
-----------------------------	---	---	---	---	---

\*Subscription or Lifetime Key Required

# NEXT

## NEXT STEPS

LEARN MORE ABOUT FLORIDA PROBE SO THAT YOU CAN PROBE, CHART, EDUCATE, AND MOTIVATE YOUR PATIENTS TO BETTER HEALTH!



- ▶ **Schedule a FREE Web Demo** with one of our Florida Probe Specialists today! Call **1-877-357-7623**, visit **FloridaProbe.com**, or email [info@floridaprobe.com](mailto:info@floridaprobe.com) to schedule a one-on-one or group demo today!
- ▶ Visit **FloridaProbe.com** and follow us on social media to find out more about our products, watch our movies, or request more information.
- ▶ **Request a FREE Info Packet** by filling out our online form or calling toll-free **1-877-357-7623**. International customers, please call 352-372-1142. We look forward to hearing from you!

-  [Facebook.com/FloridaProbe](https://www.facebook.com/FloridaProbe)
-  [Twitter.com/FloridaProbe](https://www.twitter.com/FloridaProbe)
-  [Instagram.com/FloridaProbe](https://www.instagram.com/FloridaProbe)
-  [YouTube.com/FloridaProbe](https://www.youtube.com/FloridaProbe)



1.877.357.7623 352.372.1142 FLORIDAPROBE.COM

**FLORIDA PROBE**  
 PROBE. CHART. EDUCATE. MOTIVATE.