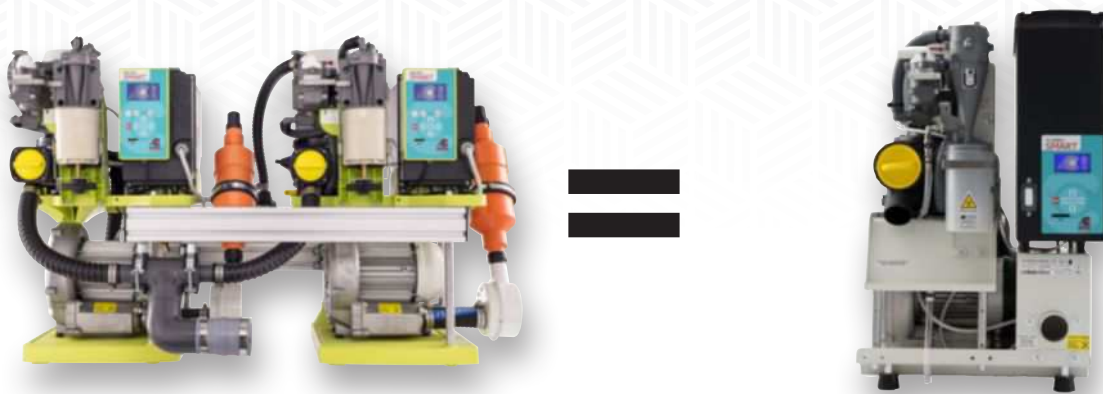


CATTANI

Peace of Mind Plant Equipment

Backup system are more affordable than you may think.



When purchasing critical equipment, such as suction system and air compressor, for a dental clinic, it is highly recommended to consider factoring in some backup.

The above mentioned equipment is a vital link in the operation of any dental clinic. Unlike other equipment within the clinic that there are multiples of, there is usually only one suction and air compressor system that are common to all dental chairs in your clinic (generally for clinics with up to 4 operators). Therefore if there is a failure with either of these systems, it is likely that all clinical duties within the practice will need to stop.

To put this into context, a 4 chair practice can be used as an example. If there was a failure with equipment that caused clinical duties to stop, the practice could stand to lose between \$10,000 to \$15,000 in total income per day (dependant on the number of practitioners, hygienists, location, etc).

This situation is also likely to add further frustration and stress to the clinic and staff; firstly to deal with the problem at hand and to get a resolution, then to deal with patients in the waiting room that will need be sent home as well as contacting patients that are scheduled to arrive. All before beginning to relocate appointments, which can be quite difficult if your book is quite full. This can then transfer to the loss of patients and/or repeat business.

In reality, a clinic may not often experience a full day of down time in one instance (although it is possible dependant on clinic location and severity of the fault); therefore, it may not seem to have such an impact on the clinic if the down-time is in increments of hours at a time. However, consider that good quality plant room equipment has a general life expectancy of around 10 years. In that time span, it is likely that quite a few hours of down time could be accumulated.

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Given the risk involved and the negative impact to a clinic in this situation, it makes sense to consider backup for critical equipment. This does not mean you necessarily need to double up on your equipment order and therefore the equipment costs; it may be beneficial to consider 2 smaller units (connected in parallel) instead of one larger unit to cope with your practice's needs – for example 2 x 2 chair units instead of 1 x 4 chair unit.

Using the above example, to fit out a clinic with suction and compressed air systems for 4 chairs (factoring 100% simultaneous use) would retail for just over \$19,000 inc. GST. If a backup system was considered and 2 smaller units (2 chair units) were installed together instead, it would only add approximately \$5,000 inc. GST to the overall cost. This could be further reduced if you consider that suction units are more likely than a compressor to have an issue. Therefore, if a backup system for the suction only is utilised, then the extra cost can be as low as \$1,800 inc. GST in this example.

In this case (2 x 2 chair units installed for backup), if there was a failure with one unit, the clinic would still be able to function with the operational unit, albeit with reduced performance. However, if this were the case, the performance would be reduced to 2 users at full performance and could be stretched to 3 at a slightly reduced performance. In this scenario, it would be likely that the clinic would remain functional and not have to turn patients away.

In the past when only fixed speed (non inverter controlled) suction systems were available, installing systems with backup would be more expensive simply because they were more complicated. To install 2 systems for backup without an inverter control means extra controls are required for the system to operate as one. Alternatively a complex set of valves in the suction pipe work are required to keep the two units working separately (not efficient to run) and in the event of a failure, a staff member would need to know how the valves need to be configured to supply vacuum to the secondary system.

However, with Cattani SMART suction systems and their inverter controls, it is very simple - no extra controls or valves are required, just 2 units connected together in parallel. If one unit fails, the other will continue to operate and increase its performance to compensate as much as possible. Another advantage of modern units and use of inverter controls is their overall compact design, so space is less likely to be a limiting factor.

It is highly recommended that when considering a backup system, to also install alarm lamp/indicator in reception or any other area that is likely to alert staff to act if there was a failure with one unit so that the problem can be resolved as soon as possible.

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