



# The Ortho Partners



## Leaders in clear aligner therapy.

Bringing efficient and effective orthodontic treatments to your practice



Knowledge



Networks



Growth





## The Ortho Partners Advantage

The Ortho Partners aims to bridge the skills gap between theory and practice. Our revolutionary one-on-one mentoring program and technology platform helps you deliver efficient and effective orthodontic treatments in your practice.

- Learn best practices from leading experts with The Ortho Partners one-on-one mentoring program
- Improve treatment outcomes and patient satisfaction
- Save time, money and increase case load
- Belong to a trusted network of leading dentists, orthodontists and practitioners from Australia and around the world
- Achieve personal and professional growth



**The Ortho Partners vision is to create a world class network of clear aligner practitioners.**

**By bringing together the latest knowledge and best practice techniques through our one-on-one mentoring program and technology platform, we aim to bridge the skills gap between theory and practice.**

Having spent over a decade specialising in complex orthodontic treatments, we recognised that clear aligner technology is not a one size fits all solution and in some cases may not be able to correctly diagnose and predict the teeth movement. As a result, more accurate diagnostic and troubleshooting needed to be performed in practice. This could lead to extended treatment times, increased out of pocket costs for dentists and less than optimal outcome for patients.

As experienced practitioners, we understand that each patient is unique, and we wanted to share our learnings to help dentists and orthodontists

in Australia and around the globe. That's why we created The Ortho Partners, to help you deliver customised effective and efficient orthodontic treatments in your practice.

The Ortho Partners was established to provide one-on-one mentoring during the clear aligner process - from initial pre-treatment evaluation, digital treatment plan development and management to completion - we aim to have both patients and dentists smiling at the end of the treatment.



# Our Services

The Ortho Partners provides one-on-one mentoring during the clear aligner treatment – from initial pre-treatment evaluation, digital treatment plan development and patient management to completion – we aim to have both patients and dentists smiling at the end of the treatment.

Whether you are new to clear aligner treatments, looking for a helping hand with complex cases or just wanting to increase your case load efficiencies, The Ortho Partners has a program to suit you and your budget.

Select from three options:

Pre-treatment Case Evaluation

Ideal for doctors starting their journey with aligners, we determine if a patient is suitable for clear aligner treatments or other orthodontic solutions.

Regular Case

Ideal for basic cases, we help with the Digital Treatment Plan Development and you manage the rest.

Premium Case

Ideal for all cases, we help you with the Digital Treatment Plan - Development and Management so you can rest assured of the right solution, first time.

## How We Work

### Welcome to The Ortho Partners Digital Platform

- o Register and join The Ortho Partners Digital Platform
- o Safe, secure online portal with 24/7 access

### Pre-treatment Case Evaluation

- o Upload your new patient details to The Ortho Partners Digital Platform. This can be completed prior to a scan or impression.
- o The Ortho Partners will complete the Pre-treatment Case Evaluation.
- o This video will be uploaded to The Ortho Partners Digital Platform within 1 to 3 business days.

### Digital Treatment Plan - Development

- o Upload your new patient details to The Ortho Partners Digital Platform.
- o The Ortho Partners will assess the patient details and develop a digital treatment plan.
- o A customised video(s) explaining the mechanics of the treatment, any modifications and choice of attachments will be uploaded to The Ortho Partners Digital Platform within 1 to 3 business days.

### Digital Treatment Plan - Management

- o The Ortho Partners will assess the patient records during the progress of the patient treatment.
- o A customised video(s) explaining the mechanics of the treatment, any modifications and actions to be taken will be uploaded to The Ortho Partners Digital Platform within 1 to 3 business days.
- o The Ortho Partners also provide troubleshooting during the treatment plan.

### Post Treatment - Additional Plans

Once a patient finalises the planned treatment, if further refinement is needed, The Ortho Partners will provide assistance developing the additional treatment plan.

## Pay As You Go

	Pre-treatment Case Evaluation	Regular Case	Premium Case
The Ortho Partners - Digital Platform set-up	●	●	●
Pre-treatment Case Evaluation for New Patients	●	n/a	n/a
Digital Treatment Plan - Development			
Review of patient's orthodontic records	●	●	●
Develop Digital Treatment Plan including recommendations	●	●	●
Develop Additional Digital Treatment Plan options on complex cases		\$150	●
One-on-one mentoring including customised video or feedback, review and approval	●	●	●
Supply of additional one-on-one mentoring customised videos (as required) until the Digital Treatment Plan is approved	●	●	●
Finalise design of Digital Treatment Plan	●	●	●
Digital Treatment Plan - Management			
One-on-one mentoring including customised video during the delivery of the treatment plan			●
Troubleshooting and support during the delivery of the treatment plan			●
Design of any additional aligner plans until treatment completion			●
Fee (ex-GST)	\$75	\$300	\$600
Post-treatment - Additional Plans	n/a	\$150	Included

# The Ortho Partners Membership Program

Our membership program is designed for dentists and orthodontists looking to take their practice to the next level and join a world class network of clear aligner practitioners.


Our philosophy is based on three key pillars:

**Knowledge** – Bringing together the latest knowledge and best practice techniques through our one-on-one mentoring program and technology platform.


**Networks** – Belong to The Ortho Partners network and connect with like-minded dentists and orthodontists from Australia and around the world.

**Growth** – Benefits which help you grow both personally and professionally.


## Member Benefits



- One-on-one mentoring with The Ortho Partners leading experts
- Learn best practices and access the latest technology and techniques
- Build confidence in treating patients with both aligners and braces
- Improve treatment outcomes and patient satisfaction
- Access webinars and technical presentations



- Belong to The Ortho Partners trusted network of leading dentists and orthodontists from Australia and around the world
- Receive exclusive invitations to Partner Forum events



- Grow your business capability and expertise
- Grow your service offer with access to new products and technology. This includes access to Suresmile® state of the art technology\*\*\*
- Grow your profitability by troubleshooting complex cases - minimise out-of-pocket costs and extended treatment time
- Gain access to exclusive Member discounts on lab fees
- Additional 5% discount on Invisalign lab fees for Gold and Silver members
- Additional Lab Fee Discount for Angel Aligners and Sure Smile aligners
- Increase case load and treatment efficiencies

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*I feel very lucky to be able to use such a valuable service; I have a Specialist help plan and execute my cases- how good is that!*

”

*When the case is complex or you simply don't have the experience yet, it is a win for all parties and happy patients and successful treatments mean more referrals. They always respond very quickly to my questions and Clinchecks so I can wholeheartedly recommend them.*

Dr Jamie Workman,  
Maroubra Dental Centre

# Membership Levels

	Bronze	Silver	Gold
KNOWLEDGE			
Pre-treatment Case Evaluation for New Patients	Not included	Up to 10 per year Up to \$650 value if purchased individually	Unlimited
Digital Treatment Plan - Development			
Review of patient's orthodontic records			
Develop Digital Treatment Plan including recommendations			
Develop Additional Digital Treatment Plan options on complex cases			
One-on-one mentoring including customised video or feedback, review and approval			
Supply of additional one-on-one mentoring customised videos (as required) until the Digital Treatment Plan is approved	Up to 2 Premium Cases	Up to 5 Premium Cases	Up to 10 Premium Cases
Finalise design of Digital Treatment Plan	Up to \$1200 value if purchased individually	Up to \$3000 value if purchased individually	Up to \$6000 value if purchased individually
Digital Treatment Plan - Management			
One-on-one mentoring including customised video during the delivery of the treatment plan			
Troubleshooting and support during the delivery of the treatment plan			
Design of any additional aligner plans until treatment completion			
NETWORK			
Belong to The Ortho Partners trusted network of leading dentists and orthodontists from Australia and around the world	●	●	●
Exclusive invitations to Partners Forum events	●	●	●
GROWTH			
Grow your business capability, increase caseload and treatment efficiencies	●	●	●
Grow your business with access to new products and technology	●	●	●
Grow your profitability by troubleshooting complex cases - minimise out-of-pocket costs and extended treatment time	●	●	●
Grow your profitability with access to exclusive Member discounts on lab fees for Invisalign, Angelalign and Sure Smile.	Member Lab Fee Discounts: Angelalign	Member Lab Fee Discounts: Invisalign (extra 5%); Angelalign; Suresmile aligners	Member Lab Fee Discounts: Invisalign (extra 5%); Angelalign; SureSmile aligners
Membership fee (ex-GST)	\$110 per month or \$1200 per year <sup>(1)</sup>	\$240 per month or \$2880 per year <sup>(1)</sup>	\$450 per month or \$5400 per year <sup>(1)</sup>

# Our Team



## Dr Gustavo Vivaldi

**BDS, Universidade Federal do Parana Brazil**

Dr Gustavo Vivaldi is a co-founder of The Ortho Partners, a leading practitioner and experienced in complex clear aligner treatments. He has worked as a specialist orthodontist internationally in Brazil and as a general practitioner in Australia. With over 16 years of orthodontic experience, he has completed post-graduate studies including a mini residency at The University of Michigan.



## Dr Rhonda Coyne

**BDS University of Queensland, MDSc University of Melbourne**

Dr. Rhonda Coyne strives to innovatively use technology to be at the forefront of the digital orthodontic revolution. From a family of specialists and teachers, she manages three practices in Regional Far North Queensland and takes special interest in all forms of education, technology and professional development.

As an accomplished speaker, she has presented both nationally and internationally on a broad range of topics including dental monitoring, intraoral scanners, aligners and practice management.



## Dr John Hagiliassis

**BDS University of Melbourne, Graduate Diploma in Aesthetic Orthodontics at the Postgraduate School of Dentistry**

As a founder of Freedom Dental, he was listed on BRW's Fast 100 businesses in Australia for the years 2011 and 2012. Growing his business to a team of 50 staff, he is passionate about customer service and cosmetic dentistry.

As an accomplished speaker, he is a leader in cosmetic dentistry and mentors at the Postgraduate School of Dentistry, as well as for Ivoclar (Trios Intraoral scanning) and SmileStyler. He is the founder of Aesthetic Orthodontic and Restorative Training Academy (AORTA) which aims to promote the further education



## Dr John Mamutil

**BDS, MDSc University of Sydney**

Dr John Mamutil graduated from Sydney University in Dentistry and Orthodontics in the 80s.

The 80s - apart from generating some of the best music, also saw the advent of personal computing. So John at the time developed his own cephalometric software as part of his Masters thesis.

Together with a practice that has predominantly been non-extraction since the 90s and his love for technology - Invisalign became the best fit for the evolution and growth of his office in Castle Hill.

Today, he is an accredited presenter for Invisalign and has been on the Align Advisory Board since 2017.

John's practice is now 85% Invisalign and is a progression of his love for art - photography & music - and technology.



## Dr Knox Kim

**BDS University of Sydney**

Dr Knox Kim is a key thought leader for Invisalign® in the Asia-Pacific region. Having achieved Invisalign accreditation in 2008, he has completed almost 1,000 cases. Dr Kim has reached top 10 entry at peer reviewed Invisalign® Global gallery, ranked top 6 in 2013 and top 9 in 2017. Dr Kim has been involved on Invisalign's Product Development Panel for ClinCheck® software development for over 6 years.

He is a clinical speaker and has educated both dentists and orthodontists through Invisalign® Masterclass series at Auckland, Brisbane, Melbourne, Sydney, Korea, Japan and China.

Dr Kim is the administrator for Invisalign® Global Doctor Study Club, and also serves on committees for Australian Clear Aligner Society, Taiwan Academy of Aligner Orthodontics and Japan Ginza Invisalign® study meeting.

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