

*Welcome to
What's Next...*

LOCATOR,
the most
trusted
overdenture
abutment
is also
FIXED





QUALITY OF LIFE IS WITHIN REACH

At last! The financially accessible fixed solution that you've been waiting for. **LOCATOR FIXED** is the affordable answer to restoring your edentulous patients' self-confidence, self-esteem, and overall quality of life.

Plus, your patients can now eat what they want not just what they can. It's time to add **LOCATOR FIXED** to your practice. At a price that's good for you and your patients!



No New Abutment Required...

Make the Move to **LOCATOR FIXED**

Leverage patients' existing or newly placed **LOCATOR** Abutments to offer any full-arch solution, **FIXED** or removable. Staged treatment planning allows for a pay as you go approach for you and your patient.

Give your patients the life they had with their permanent teeth with a less invasive and less expensive solution.

- Patient can easily transition between fixed and removable solutions without changing abutment
- Increase case acceptance for patients who do not want a denture but cannot afford traditional screw retained solutions
- Chairtime savings due to no screws or cement needed for installation or hygiene appointments (prosthesis can be removed and seated in seconds)
- Less need for bone reduction due to shorter prosthetic space requirements vs other fixed systems

UPGRADE TO LOCATOR **FIXED**

LOCATOR FIXED Prosthesis Housing is designed to have higher bond strength and maintains the same pick-up method as existing **LOCATOR** housings.

Ultra precision manufactured **FIXED** inserts made of rigid material designed to match the inner geometry of our **LOCATOR FIXED** housing performs as a fixed full-arch solution. Corrects up to 40 degrees of total implant divergence.

LOCATOR Abutment - Build on what you already know and trust in your practice. Zest **LOCATOR FIXED** delivers a fixed full-arch solution using existing **LOCATOR** abutments.



LOCATOR FIXED *Removes Common Patient Barriers with a **FIXED** Solution:*

Cost

- Reduced chairtime and procedure costs
- Reduced need for bone reduction can mean lower procedure fees

Fear of Failure or Hidden Costs

- Should an implant have a complication, options for repair/retreatment are less costly and still allow patient to have a fixed or removable result instantly with minimal chairtime

Surgical Anxiety

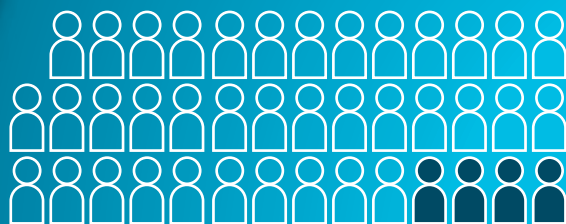
- Less invasive procedure option
- Less pain as a result of less bone reduction
- Restore confidence and freedom with permanent teeth lifestyle

Time

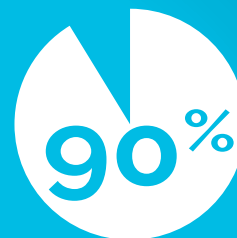
- Shorter chairside processing time
- Shorter overall procedure
- Shorter recall/hygiene appointments

LOCATOR FIXED is a No-brainer!

Maintains same
prosthetic space
requirements as
LOCATOR
Removable
System!



Over **41 million** Americans use dentures
Only **4 million** of those have dental implants¹



90% of those who suffer from
edentulism, still only have dentures¹



In the geriatric
population the ratio
of edentulous
individuals is 2 to 1¹



Average Chairtime
savings of over 40
min for initial
prosthesis delivery
with LOCATOR FIXED¹

DENTURE

Denture
\$2-3K

Overdenture
\$8-10K

PERMANENT TEETH

LOCATOR FIXED
\$12-14K

Screw Retained
\$20-30k

¹Sources: National Center for Health Statistics & National Cancer Institute ¹ Data on file

New **LOCATOR FIXED**...

Same Workflow as **LOCATOR** Removable



Ease of workflow with well-known pickup techniques reduces the training required for clinicians to begin surgically planning and restoring fixed cases. If you are already doing **LOCATOR** removable overdentures, treatment planning for **LOCATOR FIXED** is as easy as a 2-hour online Zest **LOCATOR FIXED** Education course.

Enhanced LOCATOR System Core Tool

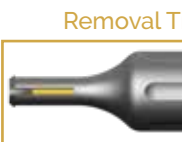


One streamlined tool compatible with **LOCATOR** removable and **LOCATOR FIXED** Inserts.

Two-sided instrument designed for easy insertion and removal of any **LOCATOR** Insert.

Insertion Tip: Effortlessly pickup inserts for transfer and placement in housing.

Removal Tip: Place tip with closed prongs into insert, twist collet to open prongs, tilt core tool and easily remove any **LOCATOR** Insert.



*Rethinking Edentulous Treatment Options with
A **LOCATOR** Life:
A lifelong relationship between patients and practice*

Potential Patient Fees with Staged Treatment Approach



Partial Overdenture
LOCATOR Root
\$3,500-\$4,110



Overdenture
LOCATOR Root
\$1,805-\$3,061



Retro-fitted Overdenture
LOCATOR Removable with
LOCATOR Implants
\$6,743-\$6,698



FIXED Prosthesis
LOCATOR FIXED
\$7,895-\$17,896

With over 4 million patients treated, the Zest **LOCATOR**® system is the market leader in full-arch solutions for the entire patient journey, from partial to full edentulism. The **LOCATOR** family of solutions allows patients to choose the best solution for them at any stage of their journey.

tem



Trending: Data confirms placement of implants on the rise

OUR REPUTATION IS FIXED ON INNOVATION

LOCATOR *Product Offering*

LOCATOR FIXED and its comprehensive product line eliminates what could go wrong and provides everything you need for success. At **ZEST** we embrace the notion that to be best in class you need to be first to market. That is why our innovation never stops. With the addition of our standard ridge implants (now cleared for removable or fixed full-arch indications), multi-unit abutments, scan bodies and ease of use tooling, **LOCATOR** removable continues to be the most trusted name in removable and now **FIXED** dentures.

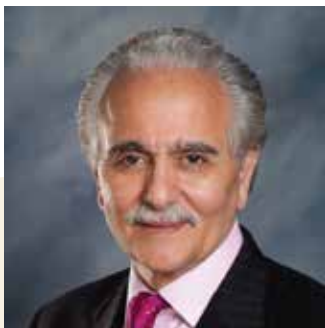


What **LOCATOR FIXED**® Clinical *INSIDERS* are Saying



“This disruptive technology will allow more patients access to a higher quality of care. The solution is minimally invasive, the digital workflow is easily accomplished, and requires less chair-time. The edentulous and soon to be edentulous patient population continues to grow, this technology gives clinicians a new offering to provide these patients with permanent

–Dr. David Little



“I find **LOCATOR FIXED** cases equal to other conventional fixed options in terms of functionality but with a degree of simplicity that is a breath of fresh air. For patients looking for a full arch fixed prosthesis, or 'permanent teeth', I can choose screw-retained or **LOCATOR FIXED**. If there is minimal cantilever and the patients wants a faster, simpler solution – I lean towards **LOCATOR FIXED**.”

–Dr. Joseph Massad



“**LOCATOR FIXED** provided our practice a new unrealized revenue source. Previously patients had to make a decision between removable and high-cost screw retained fixed options. Now, there's an intermediate cost option with all the same benefits - **LOCATOR FIXED**. It has increased our case acceptance rate and our patients are happier with the final outcome. Both the patients and our office benefit from the chairtime savings, decreased lab costs and component costs. We now have a fixed solution to offer patients that otherwise could not afford traditional screw retained hybrid prosthetics. Couldn't be happier!”

–Dr. John Poovey

What **LOCATOR FIXED**® Patients are Saying



“**LOCATOR FIXED** is more solid and stable than regular dentures. I try to move it with my fingers but can't feel any movement. I can't wait for my upper arch to get **LOCATOR FIXED**!”

–Jeffrey

Actual **LOCATOR FIXED** Patient



“My teeth were in bad shape and it was very painful. **LOCATOR FIXED** allowed me to leave that pain behind and gain the confidence to live a healthy and more enjoyable life..”

–Mitch

Actual **LOCATOR FIXED** Patient



“I'm Lowell, a retired brick layer. The palate in your mouth with dentures affects your taste buds. I could hardly taste anything. I love my **LOCATOR FIXED** permanent teeth, so that I can start enjoying food again, corn on the cob and spareribs are my favorite and I haven't had them in a long time...Until now!”

–Lowell

Actual **LOCATOR FIXED** Patient

Available from Zest industry selling partners, or directly from Zest Dental Solutions, at www.zestdent.com/LOCATOR-FIXED.



2875 Loker Avenue East
Carlsbad, CA 92010 USA
L8067 REV B 05/2023

zestdent.com
800.262.2310
© 2023 All Rights Reserved

