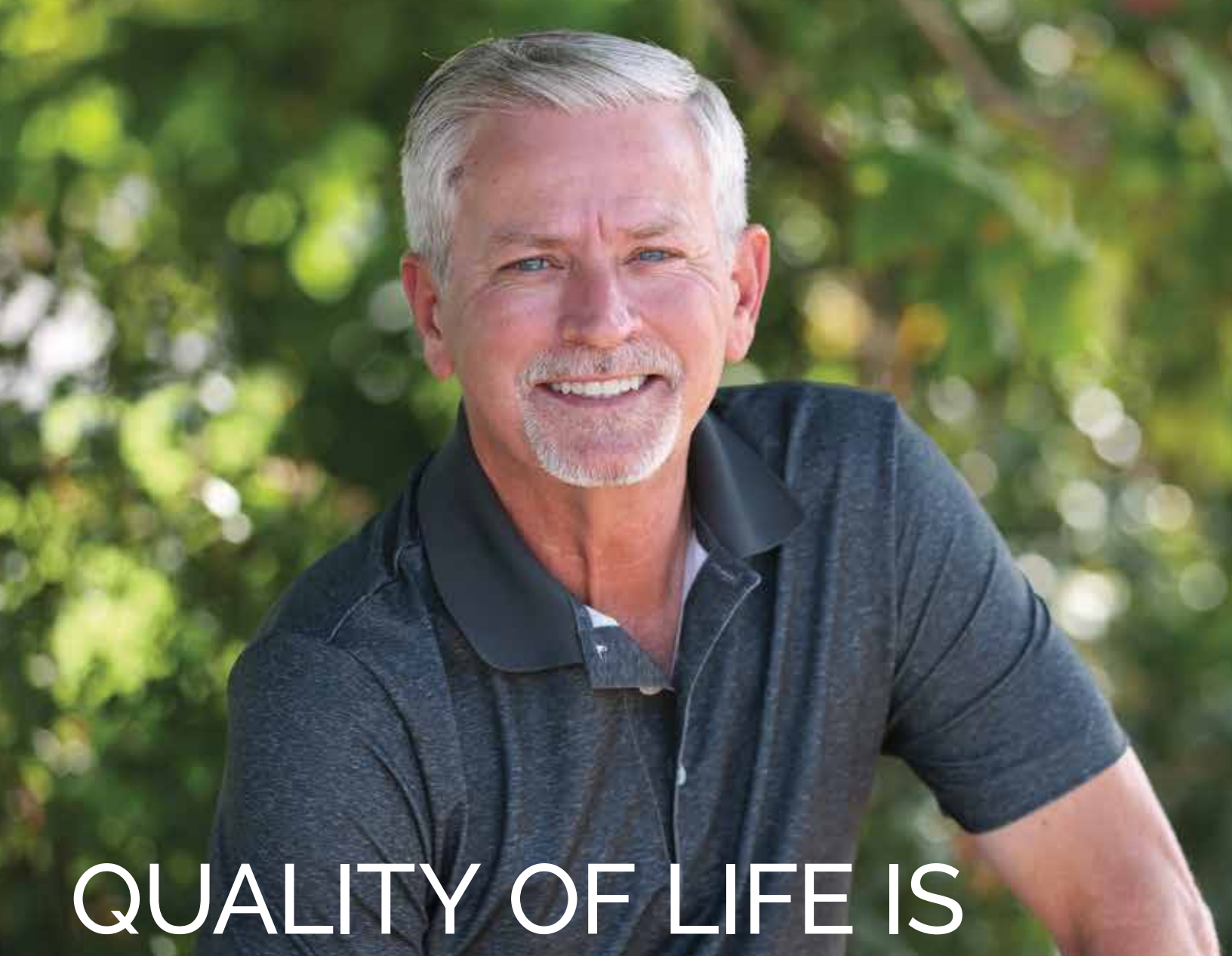


*Welcome to  
What's Next...*

**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.

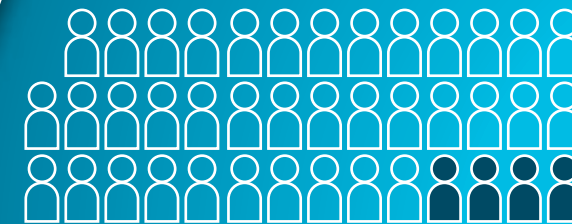
Ultra precision manufactured **FIXED** inserts made of rigid material designed to match the inner geometry of our LOCATOR **FIXED** housing performs as a fixed full arch solution. Corrects up to 40 degrees of total implant divergence.

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

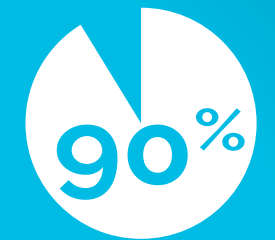


Maintains same prosthetic space requirements as LOCATOR Removable System!

# LOCATOR **FIXED** is a No-brainer!



Over **41 million** American use dentures  
Only **4 million** of those have dental implants<sup>1</sup>



90% of those who suffer from edentulism, still only have dentures<sup>1</sup>



In the geriatric population the ratio of edentulous individuals is 2 to 1<sup>1</sup>



Average Chairtime savings of over 40 min for initial prosthesis delivery with LOCATOR **FIXED**<sup>1</sup>

## 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

DENTURE		PERMANENT TEETH	
Denture <b>\$2-3K</b>	Overdenture <b>\$8-10K</b>	LOCATOR <b>FIXED</b> <b>\$12-14K</b>	Screw Retained <b>\$20-30k</b>

<sup>1</sup>Sources: National Center for Health Statistics & National Cancer Institute <sup>1</sup> 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

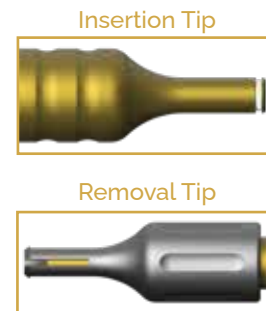


One streamlined tool compatible with LOCATOR removable and LOCATOR FIXED Inserts.

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*



Trending: Data confirms placement of implants on the rise

## OUR REPUTATION IS FIXED ON INNOVATION

### 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.



### 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 teeth.”

–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](http://www.zestdent.com/LOCATOR-FIXED).



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