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Mr. Thirsty One-Step

HANDS-FREE ISOLATION DEVICE RETRACTS, ISOLATES, AND EVACUATES.



Dr. Andy Goldsmith knows that dental hygienists perform many of the essential services that drive dental practices and serve their patients. But the primary complaint he hears from hygienists is they just don't have enough time to get everything done. In this article, Dr. Goldsmith discusses his recent studies showing how Mr. Thirsty One-Step saves hygienists time—for the benefit of themselves, their practices, and their patients.

When I walk the floors of the dental show, I am constantly looking for ways to wage the battle against time. About a year ago, I found a product that did just that—Mr. Thirsty One-Step by Zirc Company. What I like about this product is that it provides single-use isolation, retraction, and suction with no upfront investment, no installation, and no maintenance. After using the product for a while, I have found that it makes me more efficient and I am able to finish procedures faster. But simply stating that was anecdotal and subjective. Therefore, in 2015 I produced a study that proved that this unique product does in fact reduce the time of dental procedures by an average of 35%. Since introducing this product into our practice with 3 locations, we have found more ways to utilize Mr. Thirsty One-Step for implant procedures, quadrant dentistry, CEREC restorations, and now, we will not do a sealant without it. We have found this delivery method has saved our team time and allowed them to provide a higher level of care in a more efficient and productive manner.

Our goal with our most recent investigation was to see if Mr. Thirsty One-Step would also save time for our hygienists by performing a time and motion study. This study was carried out at 3 locations with 10 hygienists measuring the time required to perform routine hygiene procedures with and without Mr. Thirsty One-Step. What we found in our study will amaze you. For prophylaxis procedures scheduled for an average 60 minutes, the hygienists finished an average 18 minutes sooner when they used Mr. Thirsty One-Step. For limited scaling procedures, the hygienist completed their appointments

an average 15 minutes faster when using this product. For scaling and root planing, the average time scheduled among all participating hygienists was 105 minutes, and on average they finished 29 minutes faster when using Mr. Thirsty One-Step.

To determine satisfaction levels with Mr. Thirsty One-Step, we used the Net Promoter Score (NPS)—a measurement of customer loyalty that ranges from -100 to +100. A positive NPS number is generally considered to be "good," while a score of +50 or higher is considered "excellent." Across the 3 procedures, we measured an increase in satisfaction by the patient and by the hygienist when utilizing Mr. Thirsty One-Step. During prophylaxis appointments, the NPS for patients not using Mr. Thirsty One-Step was a respectable +60, but when using the product, the NPS went to a perfect +100. For quadrant scaling and root planing, the NPS scores improved from +10 for hygienists and -40 for patients to +70 and +40, respectively. When Mr. Thirsty One Step was utilized for limited scaling and root planing, the NPS score increased from +20 to +80 for hygienists and from 0 to +50 for patients.

Mr. Thirsty One-Step offers a new delivery method that increases patient satisfaction and decreases treatment time during hygiene procedures. The additional time gives you options: to properly educate your patients, to see more patients, to turn over your room, or maybe to just eat lunch.

Either way, I hope you discover—as we did—the time savings of utilizing this product for isolation, retraction, and suction.



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