

Magnetic Mallet

All-in-One device for conservative and atraumatic dentistry

META ERGONOMICA - MILAN

- ▶ Meta Ergonomica srl is based in Milan, Italy and since 2010 has manufactured and distributed the Magnetic Mallet (MM). The MM has been successfully marketed in Europe and the Middle East backed by extensive clinical research. In November 2017 the device was cleared by the FDA and introduced into the US market.
- ▶ Meta Ergonomica, in collaboration with LATAM Exclusive Agent, Dental Enterprises, LLC is now looking to expand its operations in the Caribbean, Central and South American markets, partnering with local distributors.
- ▶ Dental Enterprises is interviewing and qualifying targeted distributors to join the Magnetic Mallet team and to introduce this exciting new technology to their dental community
- ▶ Web site: www.dentalenterprisesllc.com

THE DEVICE

The Magnetic Mallet's patented All-in-One technology utilizes magnetism to generate 5,000 G's of acceleration to the tips (osteotomes, blades or extractors) that precisely deliver a high intensity impulse in millionth's of a second to easily model bone without transmitting the forces to the craniofacial mass, granting full comfort for the patient.

The main applications of the Magnetic Mallet in surgery are:

- ▶ Extractions
- ▶ Sinus lifts
- ▶ Ridge splitting
- ▶ Osseodensification
- ▶ Crown removal.

All these minimally invasive procedures are performed rapidly with a total conservation of the bone, and with enhanced control for the Doctor.

Key benefits include:

- ▶ Reduced time for the procedure
- ▶ Conservative approach
- ▶ Total control for the Doctor
- ▶ Patient comfort

These key benefits are the main aspects that have made the Magnetic Mallet a very successful device in the European oral surgery market.



Introduction Video:

https://youtu.be/eYM8Y1_bhQs

Link to surgical videos:

<https://www.youtube.com/channel/UCiDv7mZsE8AbjxO71ul-UfQ/videos>

Website:

<https://www.dentalenterprisesllc.com>

WHAT IS THE PATENTED TECHNOLOGY OF THE MAGNETIC MALLET?

1. 5,000G's of acceleration.
2. Magnetic-dynamic thrust.
3. Advanced electronic controller that allows the doctor to easily control the forces with simple turn of a dial.

All this means that much more force is delivered just where the doctor needs it in a fraction of the time as compared to using manual tools. The graph shows the difference between the use of a hand-mallet (purple line) and the

Magnetic Mallet (blue line with standard hand piece at Force 4).

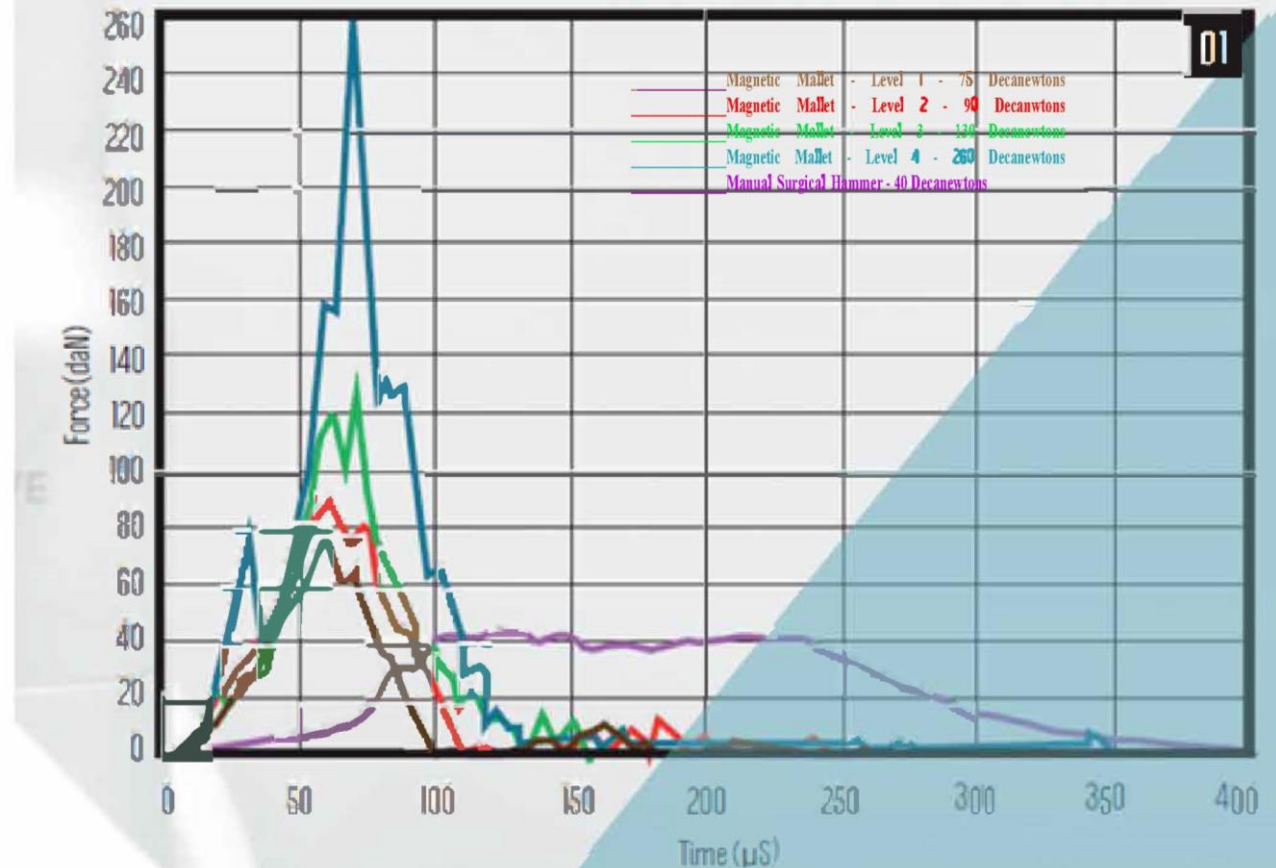
It is 40 Decanewtons (hand-mallet) versus 260 Decanewtons (**Magnetic Mallet**) applied in micro-seconds.

It is a force that allows the doctor to implement the procedures in a rapid, conservative and minimally invasive way.

It doesn't cut or drill, it conserves the bone and does not increase its temperature.

01: Comparison of applied forces (daN / μ S): Magnetic Mallet Level 1,2,3,4 VS Manual Surgical Hammer

Tests conducted at CNR - Centro Nazionale di Ricerca - University of Milan - MIUR



HOW DOES THE *Magnetic Mallet*

FACILITATE MINIMALLY INVASIVE AND
CONSERVATIVE SURGERY PROCEDURES ?



SPEED

The magnetic-dynamic impulse delivers much more force than manual tools. This means increased effectiveness during a procedure.



PRECISION

The kinetic energy forces are delivered precisely to the treatment area limiting dispersion to the craniofacial mass. This level of precision provides more comfort for the patient and greater accuracy for the doctor during the procedure.



DIRECTIONALITY

The ergonomics of the hand piece allows the doctor to use only one hand to position the instrument exactly where needed, using a precise longitudinal movement that avoids deviations due to varying bone densities.



VISIBILITY

Because no irrigation is required and only one hand is needed for use, the doctor's view has fewer obstructions. As a result, the instrument's depth of penetration is easily monitored, more precise and controlled.



CONTROL

In each procedure that the **Magnetic Mallet** is used, the forces are delivered in a precise, constant and predictable manner giving the doctor total control during the procedure.



COLD

The **Magnetic Mallet** does not generate heat in the bone; therefore, there is no need for irrigation. The mechanical friction between the instrument and the bone are developed within microseconds, a time frame not sufficient to increase the bone temperature.

WHAT ARE THE APPLICATIONS FOR **THE Magnetic Mallet?**

SPLIT CREST

in mandible and maxilla

OSSEODENSI- FICATION

with an ample range of osteo-
tomes from 100mm to 550mm
all are laser marked to easily
see the progressive increases in
diameter

SINUS LIFT

for crestal
approach

EXTRACTION

including ankylosed and
wisdom teeth

IMPLANT PLACEMENT

in flapless technique

CROWN REMOVAL

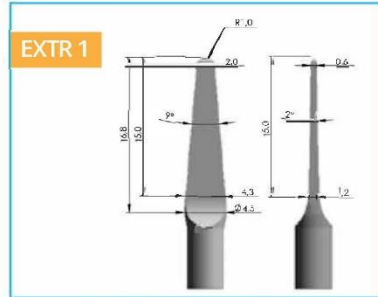
is facilitated with a
reversed hand-piece and
accessories

CHARACTERISTICS OF THE UNIT

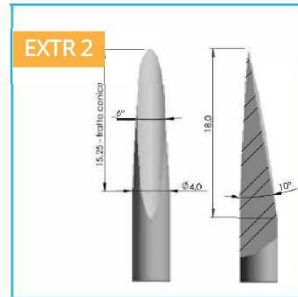
- ▶ The Magnetic Mallet, with its wide range of instruments, is fast, minimally invasive, very intuitive to use and provides improved patient comfort for common osseous procedures that are usually performed with manual instrumentation.
- ▶ Although the versatility of the machine allows beneficial use from Day 1 for the most common procedures such as extractions, sinus lifts and osseodensification; formal education is recommended to use the device to its fullest capability.
- ▶ Three instrument kits are delivered in an autoclavable stainless steel box, organized by procedure and contain 5 straight instruments and 5 instruments with a double bend (curved) for improved posterior access.
 - ▶ Extraction kit
 - ▶ Osteotome kit
 - ▶ Ridge Split kit
- ▶ The Magnetic Mallet is backed with a 5 year warranty and is manufactured to the highest German TUV and FDA quality standards. It is also CE certified and FDA cleared.

EXTRACTOR KIT

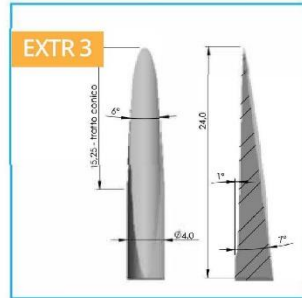
EXTRACTOR



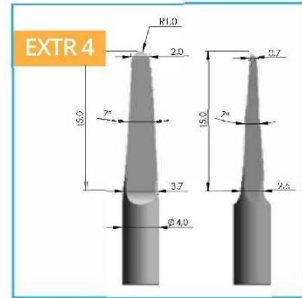
EXTRACTOR SHORT BLADE



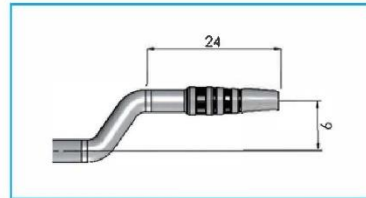
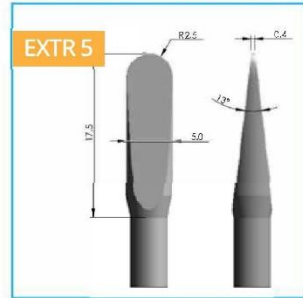
EXTRACTOR LONG BLADE



EXTRACTOR FOR WISDOM TEETH SHORT



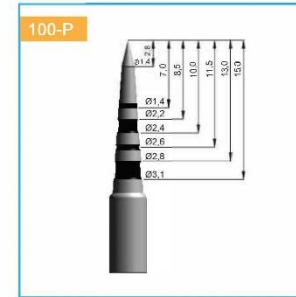
EXTRACTOR FOR WISDOM TEETH LONG



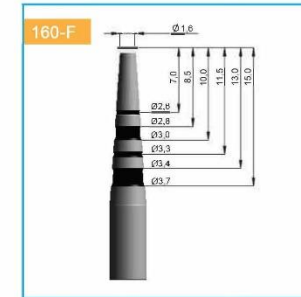
Each kit includes 10 instruments. The 5 shown above and 5 matching double bend (curved) design to operate in the posterior. The curvature/offset is 9mm.

OSTEOTOME KIT

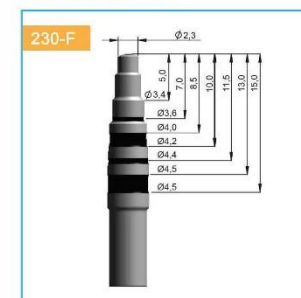
OSTEOTOME DIA. 100 MM SHARP TIP



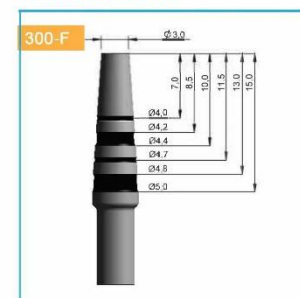
OSTEOTOME DIA. 160 MM



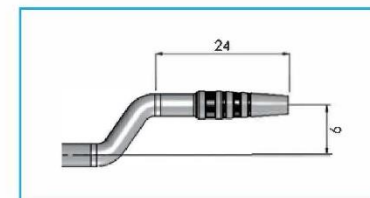
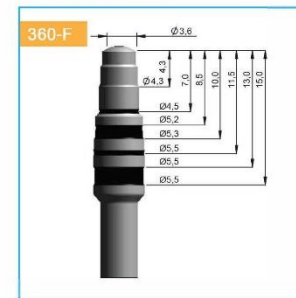
OSTEOTOME DIA. 230 MM



OSTEOTOME DIA. 300 MM



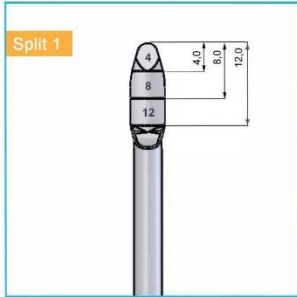
OSTEOTOME DIA. 360 MM



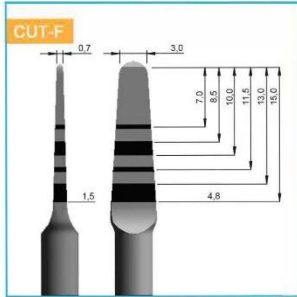
Each kit includes 10 instruments. The 5 shown above and 5 matching double bend (curved) designed to operate in the posterior. The curvature/offset is 9mm.

RIDGE SPLIT KIT

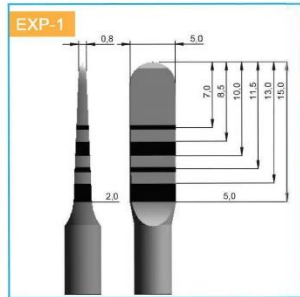
INITIAL SPLIT BLADE



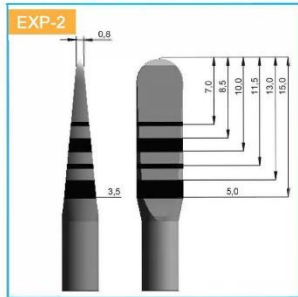
INITIAL EXPANDER



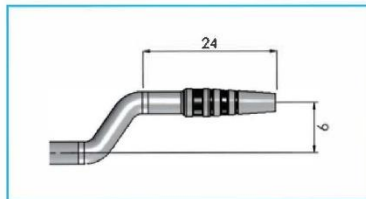
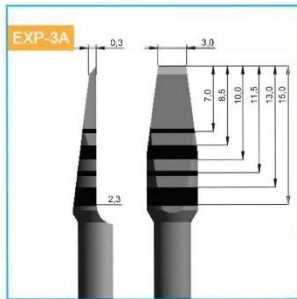
EXPANDER 1



EXPANDER 2



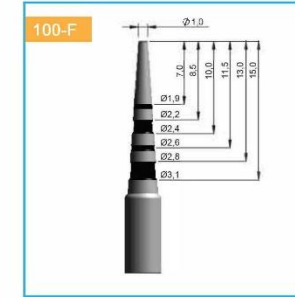
EXPANDER 3



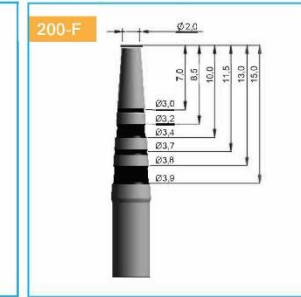
Each kit includes 10 instruments. The 5 shown above and 5 matching double bend (curved) designed to operate in the posterior. The curvature/offset is 9mm.

SPECIAL INSTRUMENTS

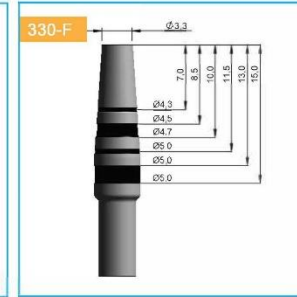
OSTEOTOME DIA. 100 MM



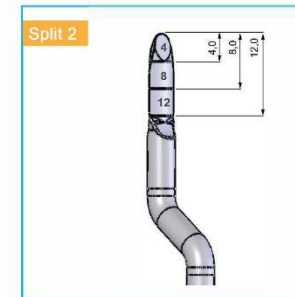
OSTEOTOME DIA. 200 MM



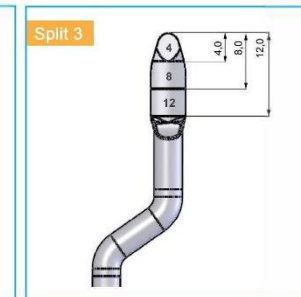
OSTEOTOME DIA. 330 MM



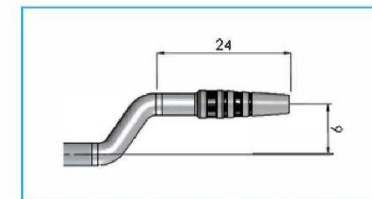
INITIAL SPLIT BLADE



INITIAL SPLIT BLADE



IMPLANT INSERTER



Each instrument is available in straight or double bend (curved) design. The curvature/offset is 9mm.

PLUS HANDPIECE

The **PLUS handpiece** delivers 30% more force compared to the standard handpiece. It provides a higher effectiveness allowing more comfort for the patient.

It is a perfect solution as second handpiece to optimize time management during sterilization of the standard handpiece and to facilitate procedures in D1 and D2 bone.

The **PLUS handpiece** is used with the same base unit and instruments as the standard handpiece.

THE PLUS AND
CROWN
REMOVER
HANDPIECES
ADD SPEED,
VERSATILITY AND
CONVENIENCE,
AND MAKES THE
MAGNETIC
MALLET TRULY
AN
ALL-IN-ONE
INSTRUMENT FOR
EVERY PRACTICE

CROWN REMOVER


This **CrownRemover** handpiece is used with the regular **Magnetic Mallet** base power unit. It works in reverse and makes crown removal much easier and quicker.

The crown remover can be used with all 4 force settings available with the **MagneticMallet**.

It is delivered in a stainless steel case with 3 instruments specifically designed for crown and bridge removal.



SALES STRATEGY

- ▶ The most effective sales strategies to date have been education-based; typically full-day seminars including hands-on and in office demonstrations. Doctors are introduced to the technology, clinical procedures, and key benefits by a speaker and get to use the device in the hands-on session.
 - ▶ The initial target customers are implant specialists and Super GP's who are placing implants and performing extractions but from personal experience, virtually every dentist will find the MAGNETIC MALLET indispensable to their practice.
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For more information on becoming a **MAGNETIC MALLET** dealer in Latin America contact a **Dental Enterprises, LLC** representative:

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Resources:

Website: <https://www.dentalenterprisesllc.com>

Introduction Video: https://youtu.be/eYM8Y1_bhQs

Link to surgical videos: <https://www.youtube.com/channel/UCiDv7mZsE8AbjxO71ul-UfQ/videos>