

# A MESSAGE FROM OUR CEO



Giuseppe Vercellotti, PhD  
President & CEO

As I take the helm of Piezosurgery Incorporated, I am humbled by what has been accomplished in the 17 years since my father, Dr. Tomaso Vercellotti, and mectron's engineers - Domenico Vercellotti and Fernando Bianchetti - invented Piezosurgery®.

Over the years, **more than 2000 clinical and scientific papers** have been published on Piezosurgery®, we have been **awarded over 35 U.S. and international patents**, and we have had the privilege of working with thousands of **leading clinicians** worldwide.

I am proud of having witnessed the development of Piezosurgery® from its first inception in my father's practice to becoming a true paradigm shift in bone surgery and I look forward to building upon our history of success to further strengthen our position as a **market leader**.

My commitment as Piezosurgery Incorporated's Chief Executive is to continue offering **new and improved clinical solutions** to dental professionals in the United States and Canada, and to forge **strong long-term partnerships** with both existing users and new adopters of our technology to ensure we maximize return on investment for each and every customer.

I am confident that, when you will take the time to learn more about Piezosurgery® and our company, you will realize how our technology and our service can benefit your daily practice. We are committed to assisting you in delivering consistently better patient outcomes for years to come.

Our Product Specialists, Customer Service professionals and I hope you will join the growing Piezosurgery® family and look forward to assisting you accomplish new and greater professional goals.

Giuseppe Vercellotti, PhD  
President & CEO



PIEZOSURGERY® by mectron

# THE NEW STANDARD OF CARE.

PIEZOSURGERY<sup>®</sup> - consistently improving surgical outcomes.

PIEZOSURGERY<sup>®</sup> has caused a paradigm shift in osseous surgery and is becoming the new standard of care in oral and periodontal surgery.

We invite you to learn about our technology, which gives you maximum intra-operative precision and control – and minimal stress for you and your patients. Once you learn more, we know PIEZOSURGERY<sup>®</sup> will become an intrical element in your daily practice, as it has for thousands of leading clinicians worldwide.

#### MAXIMIZE SURGICAL PRECISION

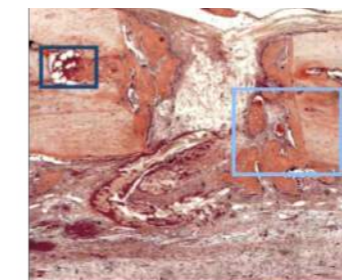
Maximum surgical precision and intra-operative tactile sensation for minimally invasive surgeries thanks to micrometric cuts.

#### CUT BONE, NOT SOFT TISSUES

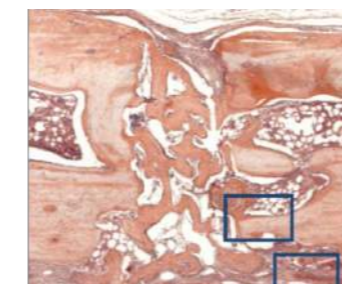
Our patented ultrasonic modulated frequency is designed to cut bone and not soft tissues. This provides maximum safety for surgeons and patients.

#### MAXIMIZE INTRA-OPERATORY VISIBILITY

Maximum intra-operative visibility thanks to cavitation effect inducing temporary hemostasis.



Bone bur



PIEZOSURGERY<sup>®</sup>

PIEZOSURGERY<sup>®</sup> uniquely promotes bone healing while cutting.

Several clinical and histological studies have shown that PIEZOSURGERY<sup>®</sup> is superior to saws and burs not only in terms of intra-operative precision and safety, but also in regard to tissue healing. When a surgeon uses PIEZOSURGERY<sup>®</sup> instead of conventional instruments, there is a significant acceleration in the healing response: inflammation is more controlled, there is a significant early increase in bone morphogenetic proteins (BMPs) levels, and faster new bone formation<sup>1</sup>.

Because PIEZOSURGERY<sup>®</sup> respects soft tissues and reduces intra-operative bleeding, the overall iatrogenic trauma is reduced, with immediate, tangible patient benefits. Patients don't lose as much blood, don't experience as much post-operative swelling, and overall report reduced discomfort associated with the surgical procedure.

#### WHY PIEZOSURGERY<sup>®</sup>?

Saws and burs limit your intra-operative control and may cause damage to bone and soft tissues. Additionally, the friction caused by their movement can lead to tissue overheating and necrosis.

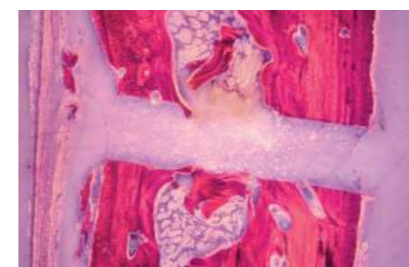
PIEZOSURGERY<sup>®</sup> allows surgeons to have maximum control through its microvibrations, thus achieving extreme precision and safety.



Bone bur



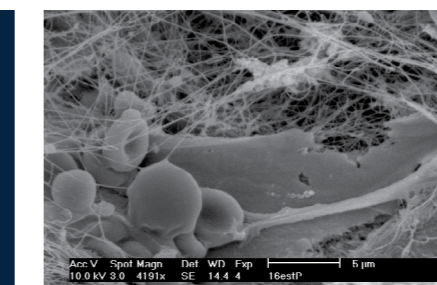
Bone saw



PIEZOSURGERY<sup>®</sup>

#### IMPROVE BONE HEALING WITH THE USE OF PIEZOSURGERY<sup>®</sup><sup>1</sup>

- reduction in the number of inflammatory cells and cytokines at the surgical site.
- promotion of BMP release and neo-osteogenesis.
- faster healing and bone remodeling.



#### HISTOLOGICAL RESULTS

Comparative studies have demonstrated both the clinical and histological advantages of the PIEZOSURGERY<sup>®</sup> device.

Gleizal A, Li S, Pialat JB, Béziat JL. Transcriptional expression of calvarial bone after treatment with low-intensity ultrasound: An in vitro study. *Ultrasound Med Biol.* 2006; 32(10):1569-1574

#### IMPROVED PATIENT OUTCOMES

- fewer surgical complications compared to traditional surgical instruments.
- less swelling after surgery with PIEZOSURGERY<sup>®</sup>.
- faster and better osseointegration after implant site preparation.
- faster and less traumatic post-operative recovery.



# IT'S ALL ABOUT THE TECHNOLOGY.

PIEZOSURGERY® has been revolutionizing numerous surgical procedures.

Since we first developed PIEZOSURGERY®, our devices have been revolutionizing osseous surgery in a variety of clinical specialties. Our technology's many applications in dentistry, implantology, and oral surgery range from extractions to orthognathic procedures. In all clinical applications, PIEZOSURGERY® delivers great cutting efficiency, maximum intraoperative control and visibility, and utmost safety when working in proximity to delicate anatomical structures such as nerves, membranes, and blood vessels.

Perform surgeries you did not think possible.

PIEZOSURGERY® has caused a paradigm shift in dentistry and oral implantology. This technology, simplifies numerous surgical procedures and even allows clinicians to perform procedures that were simply not possible using conventional instruments.

## ORAL SURGERY



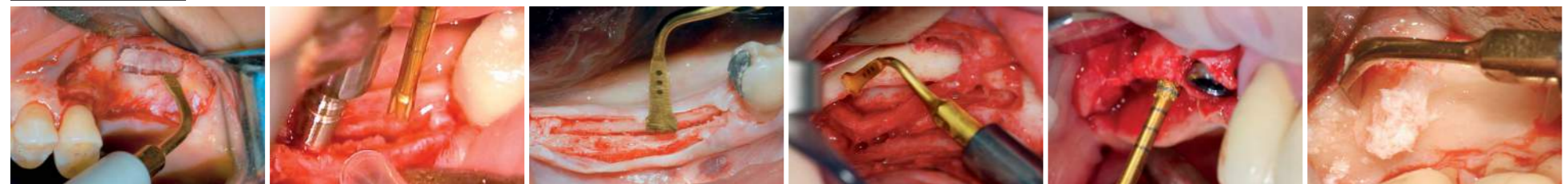
Extraction for immediate implant placement    Ankylotic tooth extraction    Dysgnathic surgery    Impacted third molar extraction    Impacted tooth extraction    Distraction osteogenesis

## PERIODONTAL SURGERY



Cyst removal    Implant removal    Root planing    Root debridement    Crown lengthening    Osteoplasty

## IMPLANTOLOGY



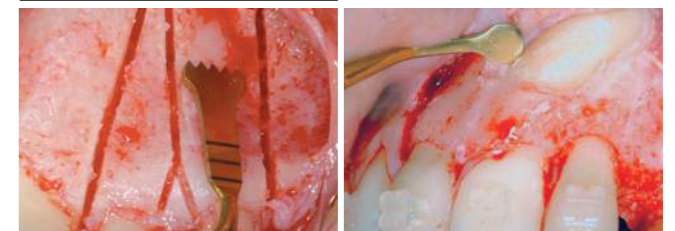
Lateral sinus lift    Implant site preparation    Ridge expansion    Nerve lateralization    Crestal sinus lift    Bone chips harvesting

## ENDODONTIC SURGERY



Bone block harvesting    Peri-apical access    Retrograde preparation of the root canal

## ORTHODONTIC SURGERY



Corticotomy    Impacted tooth exposure



# PIEZOSURGERY® TOUCH.

The 4th generation of the original, unrivaled, evidence-based technology.

PIEZOSURGERY® *touch* responds to the need of simplicity and efficiency that the most demanding surgeons expect from the latest technology.

With simple, intuitive settings at the touch of your fingers, PIEZOSURGERY® *touch* is an extension of your body and maximizes your surgical skills to help ensure precise, safe, flawless surgical outcomes.

The PIEZOSURGERY® *touch* device has several innovative features including a black glass touch screen, handpieces with swivel LED lights for optimum visibility, a more compact and versatile console, and a new and improved computerized feedback system. For ease of use, this device also features intuitive setting controls as well as four handpiece holder configurations.

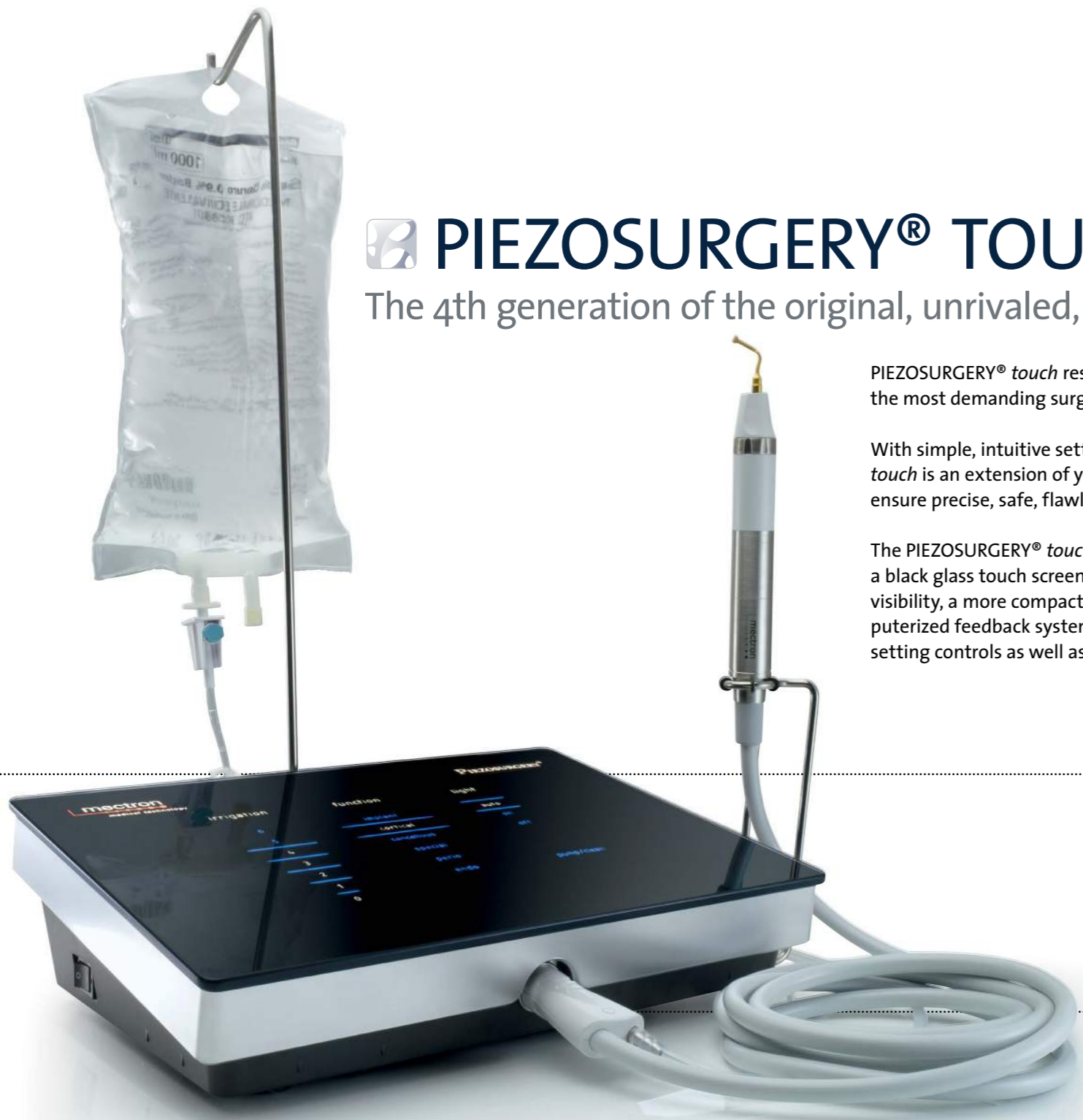


PIEZOSURGERY® *touch* allows you to focus 100% on surgery.

A touch of your finger is all you need to select cutting and irrigation settings. No further insert specific adjustments are required – the fine tuning for each insert and indication is performed automatically by PIEZOSURGERY® *touch*'s electronic feedback-system.

The exclusive feedback system automatically adjusts optimal insert movement and power levels to consistently provide the best cutting efficiency in every situation – allowing the clinician to focus on surgery and deliver the best possible surgical outcomes.

Thanks to its intelligent electronic feedback system, the original PIEZOSURGERY® technology provides maximum power and perfect cutting efficacy in every situation without ever compromising soft tissue safety – for surgeries which are time-efficient, safe, and successful.



#### SIMPLE MAINTENANCE

- sterilizable, all-in-one LED-handpiece and cord system
- sterilizable, internal irrigation line, with no disposable components
- innovative handpiece cord connector ensuring easy plug-in



#### PRECISION IRRIGATION

- compact, quiet built-in peristaltic pump
- reusable peristaltic pump tubing
- sterilizable infusion set provided with each handpiece



#### INFECTION CONTROL

Our exclusive glass display can be protected with dedicated sterile transparent foils. The foils protect the device and ensure sterility, surgery after surgery.



#### FEEDBACK-SYSTEM

- constant and optimal tuning of insert movement
- automatically detects if more or less power is necessary and adjusts it accordingly

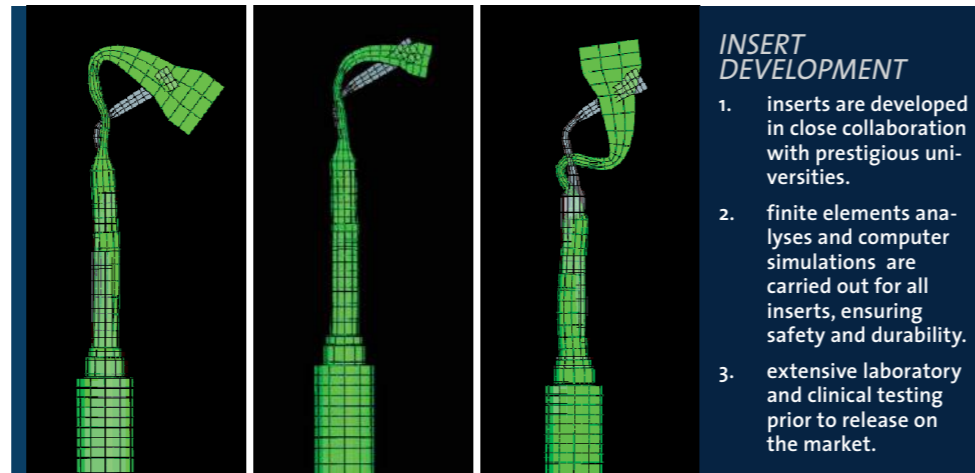
## ONGOING CUTTING EDGE INNOVATION.

Developing the new standard of care would be nothing without an ongoing commitment to having the best clinical solutions.

Our ongoing commitment to empowering clinicians to deliver consistently better patient care underlies the continuous development of new insert designs.

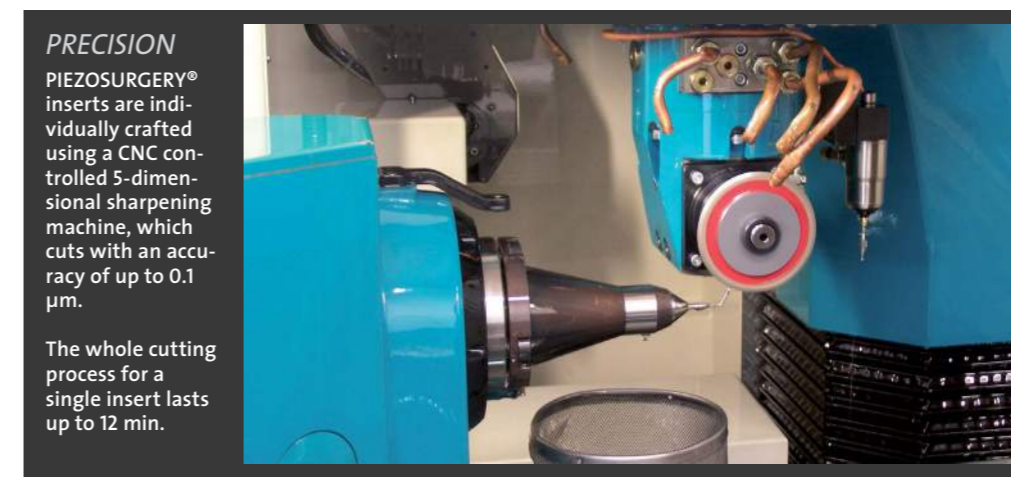
All PIEZOSURGERY® inserts are developed in response to specific clinical needs and result from collaborations with universities and clinical practitioners. Our rigorous insert development process includes finite elements analyses, computer simulations, serial prototyping, and extensive laboratory and clinical research.

Thanks to clinical experience and our cutting-edge technological know-how, over 70 PIEZOSURGERY® insert designs are now available to surgeons worldwide – and new inserts are released every year.



## PIEZOSURGERY® INSERTS: BUILT TO LAST.

PIEZOSURGERY®'s inserts are individually-crafted, sophisticated surgical instruments.



PIEZOSURGERY®'s unique cutting action results from the application of ultrasonic modulated vibrations to a surgical insert. To deliver the best surgical performance, the insert and handpiece must vibrate in unison up to 36,000 times per second. To withstand such an enormous strain, all inserts are individually crafted from forged stainless steel and designed to couple with the handpiece perfectly for optimal tuning.

PIEZOSURGERY®'s proprietary, 12-step insert manufacturing process lasts several months and employs the finest materials and most advanced technological processes to guarantee that all inserts meet the highest quality and cutting efficiency standards.

### CUT EFFICIENTLY

- effective and safe SHARP inserts
- fine and uniform cutting
- used for osteotomy, osteoplasty and implant site preparation



### CUT SAFELY CLOSE TO NERVES

- diamond-coated SMOOTHING inserts for precise and controlled operation on bone structures
- safe osteotomy close to delicate anatomical structures such as Schneiderian membrane and nerves



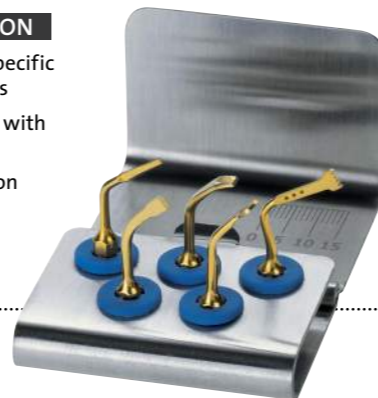
### CLINICAL VERSATILITY

- BLUNT inserts for soft tissue preparation
- root planing in periodontology



### EASY ORGANIZATION

- set of inserts for specific clinical applications
- stainless steel tray with depth markings
- ideal for sterilization and storage



### SURGICAL OPTIONS

Depending on their clinical application, inserts are coated with specially selected diamonds.

Different diamond sizes ensure optimal surgical performance in each clinical application.



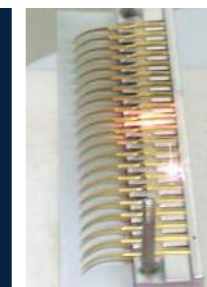
### LONG-LASTING

A coating of titanium nitride, applied to all cutting inserts, increases their surface hardness, thus reducing corrosion and increasing an insert's working life.



### QUALITY YOU CAN COUNT ON

Lot numbers are laser etched on each insert, ensuring traceability pursuant to the highest quality control standards.



### INDIVIDUAL QUALITY INSPECTION

Each insert is visually inspected by a Quality Control representative to guarantee that surgeons worldwide will receive only the best performing instruments.





# SURGICAL CHOICES.

PIEZOSURGERY® has dedicated inserts for a wide variety of clinical applications.

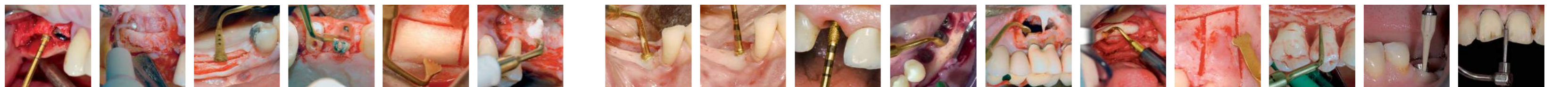
Our technology is designed to empower surgeons to perform more and better surgeries. PIEZOSURGERY® has over 70 inserts specifically designed for use in many applications in oral surgery and implantology, from sinus lift to ridge splitting, extractions and even orthognathic procedures.



**OPTIMAL VISIBILITY**

- swivel LED-light can be directed to the insert tip
- choice between automatic, and permanent light or switched off

SINUS LIFT TECHNIQUE CRESTAL APPROACH		SINUS LIFT TECHNIQUE LATERAL APPROACH		RIDGE EXPANSION		EXTRACTION		BONE BLOCK GRAFTING		PARTICULATE BONE GRAFTING/ BONE MODELING		IMPLANT SITE PREPARATION		MINI DENTAL IMPLANT SITE PREPARATION		DENTAL IMPLANT REMOVAL (EXPLANTATION)		APICOECTOMY		OSTEOTOMY CLOSE TO NERVES		CORTICOTOMY TECHNIQUE		PERIODONTAL SURGERY		CROWN PREPARATION			
STANDARD		STANDARD		STANDARD		STANDARD		STANDARD		STANDARD		STANDARD		STANDARD		STANDARD		STANDARD		STANDARD		STANDARD		STANDARD		STANDARD		STANDARD	
IM1 SP	IM1 SP	OP3	OP3	OT7	OT7	EX1	EX1	OT7	OT7	OP3	OP3	IM1S	IM1S	IM1S	IM1S	EXP3-R	EXP3-R	OP7	OP7	OT1	OT1	PS2	PS2	PS1	PS1	DB2	DB2		
IM2P	IM2P	OT1	OT1	OT4	OT4	EX2	EX2	OP5	OP5	OP1	OP1	IM2A	IM2A	MDI1.9	MDI1.9	EXP3-L	EXP3-L	PS2	PS2	OT5	OT5	OT7	OT7	OP5	OP5	PP10	PP10	TA12D60	TA12D60
OT9	OT9	EL1	EL1	OP5	OP5	EX3	EX3	OT8L	OT8L	OP2	OP2	IM3A	IM3A	MDI2.2	MDI2.2	EXP4-R	EXP4-R	EN1	EN1	OT7A	OT7A	OP3	OP3	PP11	PP11	TA14D60	TA14D60		
CS1	CS1	OPTIONAL	OPTIONAL	OPTIONAL	OPTIONAL	PS2	PS2	OT8R	OT8R	OP3A	OP3A	IM4A	IM4A	MDI2.5	MDI2.5	EXP4-L	EXP4-L	EN2	EN2	OT7S-4	OT7S-4	PP1	PP1	PP12	PP12	TA16D60	TA16D60		
PIN IM1	PIN IM1	OT1A	OT1A	OT2	OT2			OT8R	OT8R			IM2P	IM2P					EN3	EN3	OT7S-3	OT7S-3	PP2	PP2	OP2	OP2	TA12D90	TA12D90		
PIN 2-2.4	PIN 2-2.4	OT5	OT5	OT7A	OT7A			OT8R	OT8R			IM3P	IM3P					EN4	EN4	OT7S-3	OT7S-3	PP3	PP3	OP3A	OP3A	TA14D90	TA14D90		
		OT5A	OT5A	OT7S-4	OT7S-4			OT6	OT6			IM4P	IM4P					EN5R	EN5R	OT7S-3	OT7S-3	PP4	PP4	OP4	OP4	TA16D90	TA16D90		
		OT5B	OT5B	OT7S-3	OT7S-3			OT7A	OT7A			OT4	OT4					EN5L	EN5L	OT7S-3	OT7S-3	PP5	PP5	OP6	OP6	TA14D120	TA14D120		
		EL2	EL2	OT7-20	OT7-20			OT7S-4	OT7S-4			P2-3	P2-3					EN6R	EN6R	OT7S-3	OT7S-3	PP6	PP6	OP6A	OP6A	TA16D120	TA16D120		
		EL3	EL3					OT7S-3	OT7S-3			P3-4	P3-4					EN6L	EN6L			PP7	PP7	ICP + IC1	ICP + IC1				
								OT7-20	OT7-20									OP3	OP3										





# ULTRA-OSSEOINTEGRATION.

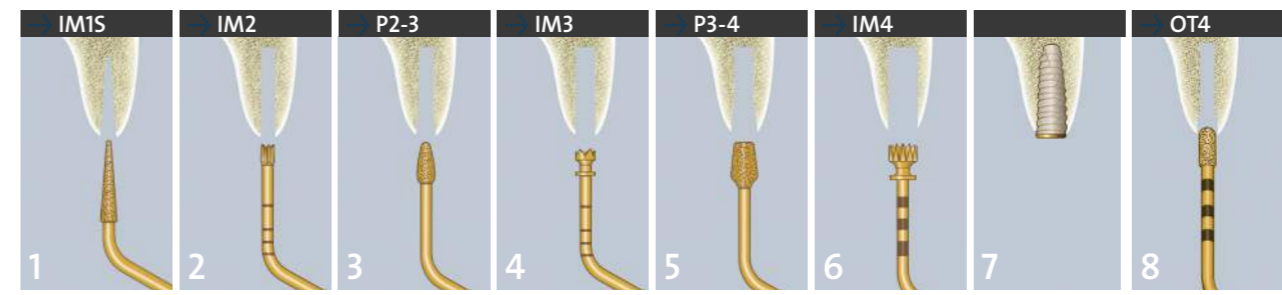
PIEZOSURGERY® induces new bone formation, leading to faster osseointegration of dental implants.

Implant site preparation with PIEZOSURGERY®, the revolutionary technique – safe and precise.

- faster osseointegration due to the reduction of inflammatory cells and increased neo-osteogenesis compared to sites prepared with conventional drills.
- high intraoperative control: our patented<sup>1</sup> implantology inserts with double irrigation allow a perfect control of the site preparation.
- implant site preparation with PIEZOSURGERY® allows placement of all dental implants requiring osteotomies of 2, 3 and 4mm.



- 1 initial pilot osteotomy  
*OPTIONAL:* verify the pilot osteotomy axis with alignment PIN IM1S
- 2 pilot osteotomy in anterior or posterior region  
*OPTIONAL:* verify the pilot osteotomy axis with alignment PIN 2-2.4
- 3 preparation of the cortical basal bone from 2 to 3 mm to ease progressive implant site enlargement
- 4 enlargement or finalization of the implant site using a 3mm insert with double irrigation for optimum cooling
- 5 preparation of the cortical basal bone from 3 to 4 mm to ease progressive implant site enlargement
- 6 finalization of the implant site using a 4 mm insert with double irrigation to avoid overheating
- 7 implant positioning
- 8 *OPTIONAL:* correction of the pilot osteotomy axis (differential implant site preparation); OR finalization of the implant site close to the alveolar nerve



## IN LITERATURE



**Cytokines and Growth Factors Involved in the Osseointegration of Oral Titanium Implants Positioned using Piezoelectric Bone Surgery Versus a Drill Technique: A Pilot Study in Minipigs.**  
 Preti G, Martinasso G, Peirone B, Navone R, Manzella C, Muzio G, Russo C, Canuto RA, Schierano G.; J Periodontol. 2007; 78(4):716-722



<sup>1</sup>US PATENTS 8,109,931, 808,295, D539,909, D539,908, D509,588.

The inserts for the implant site preparation are designed to provide best results in maxillary bone.



# SINUS PHYSIOLIFT<sup>®</sup>

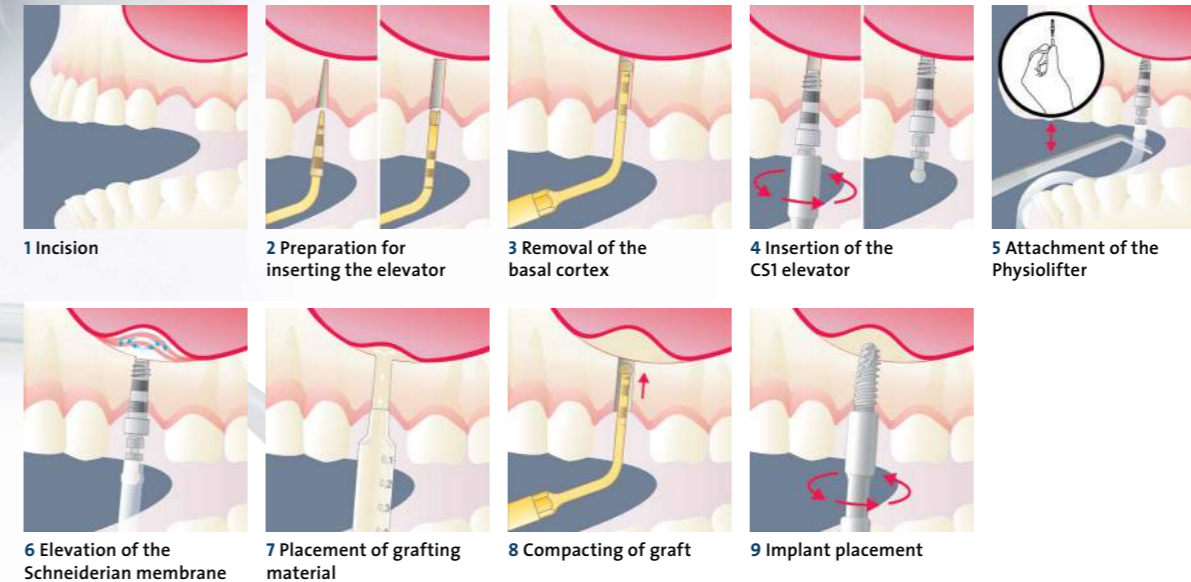
PIEZOSURGERY<sup>®</sup> and SINUS PHYSIOLIFT<sup>®</sup> simplify the crestal approach to sinus lift.

The new SINUS PHYSIOLIFT<sup>®</sup> allows you to micrometrically control hydraulic pressure in the sinus cavity!

- sinus membrane elevation with micrometric precision by means of hydrodynamic pressure
- watertight sinus elevator for hydrodynamic sinus lift
- atraumatic technique not requiring the use of mallet and osteotome
- implant site preparation using PIEZOSURGERY<sup>®</sup> – the sinus basal cortex is removed with minimal risk of perforating the Schneiderian membrane
- multiple implant placements can be performed
- a flapless procedure can be performed in some cases

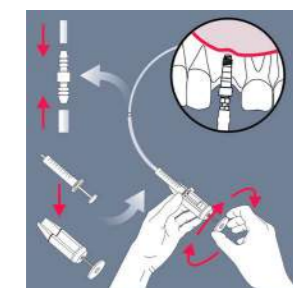
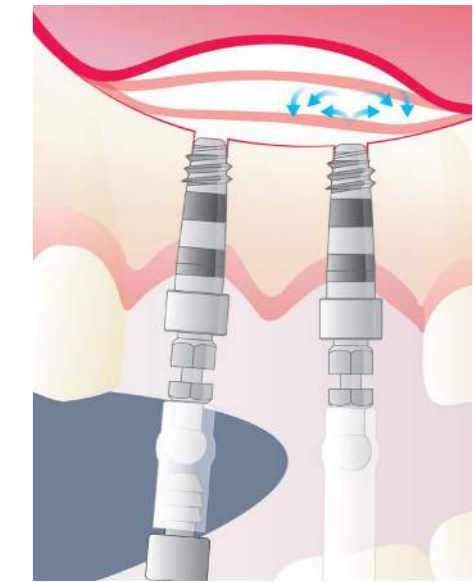


## SINGLE IMPLANT SINUS LIFT TECHNIQUE



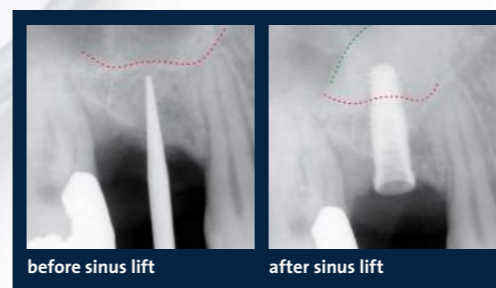
## MULTIPLE IMPLANTS SINUS LIFT TECHNIQUE

This technique, devised for single tooth sinus elevation, can be used also in case of several missing teeth. To this end, multiple sites are prepared following the same technique. When using multiple elevator screws, it is imperative to apply special airtight seals to all but one screws to ensure that the system is not pneumatized during the lift.



**MEMBRANE ELEVATION**  
Following implant site preparation using PIEZOSURGERY<sup>®</sup>, the CS1 elevator is inserted in the osteotomy. Silicon tubing connected to a syringe containing 3 ml of physiological saline solution is then inserted in the CS1. With the SINUS PHYSIOLIFT<sup>®</sup> protocol, it is possible to elevate the Schneiderian membrane safely, controlling the pressure of the liquid by means of the Physiolifter.

## SINUS PHYSIOLIFT<sup>®</sup>



**CLINICAL OUTCOME**  
Radiographic images of the surgical site following the use of SINUS PHYSIOLIFT<sup>®</sup> show that the graft is distributed evenly around the implants, suggesting the integrity of the membrane<sup>1</sup>

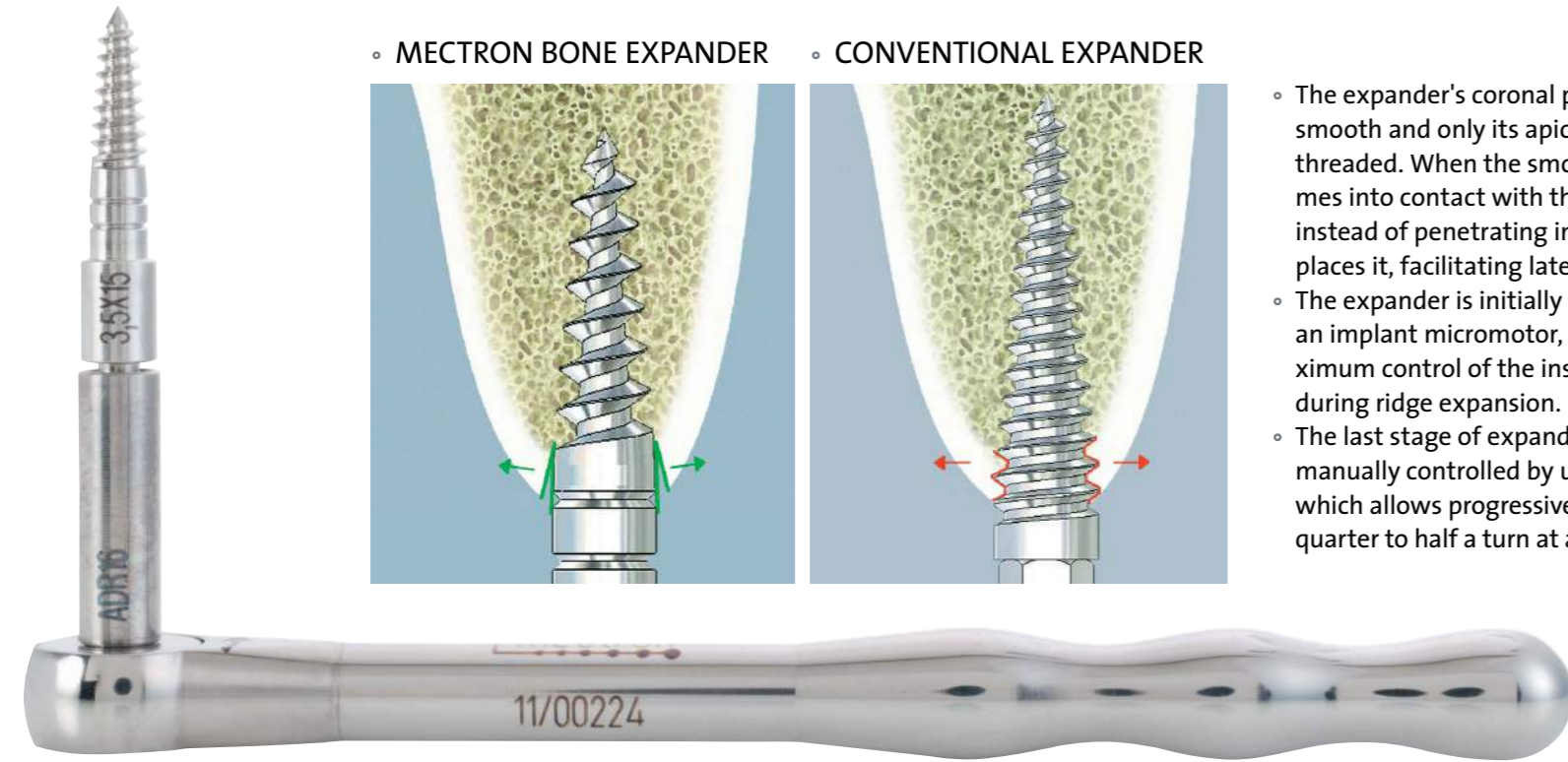
## CRESTAL SINUS ELEVATOR CS1

Hollow screw elevator with a 2.4 diameter at the top and 3.5 diameter close to the shaft. Laser markings in 2 mm increments allow tracking insertion depth. The screw elevator may be placed with a micromotor or a ratchet.

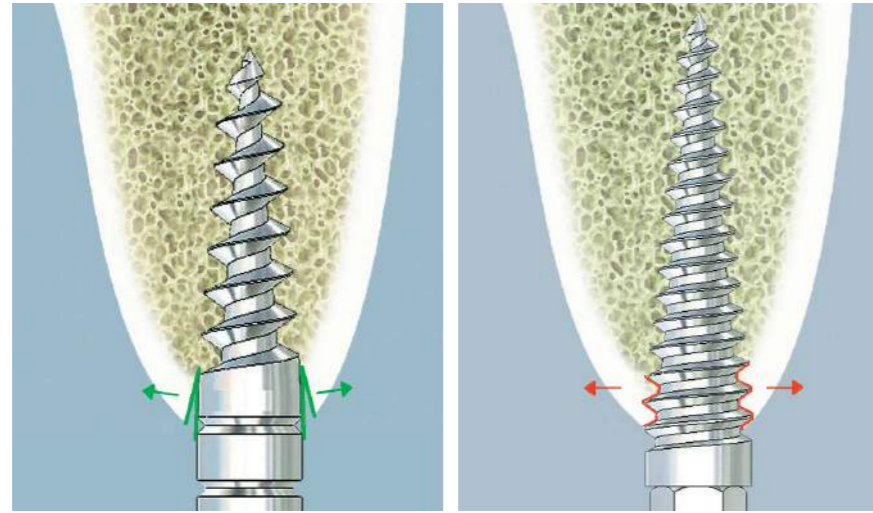


<sup>1</sup> Sentineri R. The Sinus Physiolift technique – Crestal sinus lift using screw elevators and hydrodynamic pressure. EDI-Journal. 2010;3:72-77





◦ MECTRON BONE EXPANDER   ◦ CONVENTIONAL EXPANDER



- The expander's coronal portion is smooth and only its apical portion is threaded. When the smooth portion comes into contact with the cortical bone, instead of penetrating into it, it displaces it, facilitating lateral expansion.
- The expander is initially positioned using an implant micromotor, allowing maximum control of the insertion torque during ridge expansion.
- The last stage of expander insertion is manually controlled by using a ratchet, which allows progressive increments of a quarter to half a turn at a time.

## BONE EXPANDERS.

Set the stage for implant stability while expanding narrow ridges.

- Technique for expanding atrophic alveolar ridges
- Lateral bone condensation technique allows for compacting poor quality cancellous bone, thus greatly improving implant primary stability
- Technique is less traumatic for the patient than working with a mallet and chisel

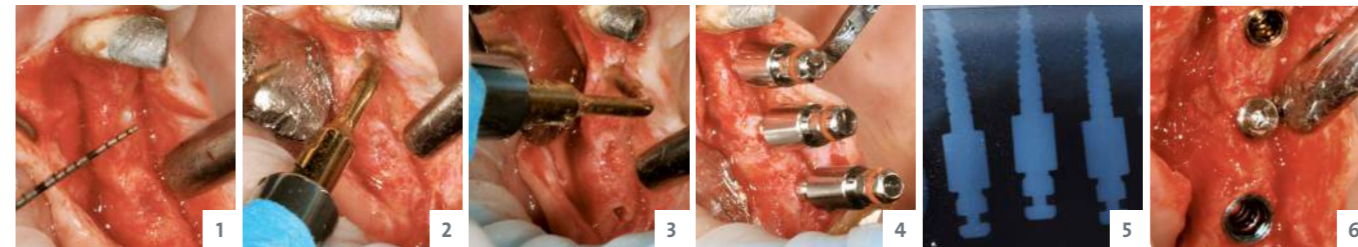


### EXPANSION OF AN ATROPHIC ALVEOLAR RIDGE



1. 2-mm thick ridge
2. initial osteoplasty (insert OP3) to bring the ridge from 2 to 3 mm
3. crestal osteotomy with 0.35 mm thick PIEZOSURGERY<sup>®</sup> insert OT7S-4
4. introduction of 2.5 mm and 3.5 mm bone expanders in sequence
5. x-ray of bone expanders in place
6. end result

### LATERAL BONE CONDENSATION



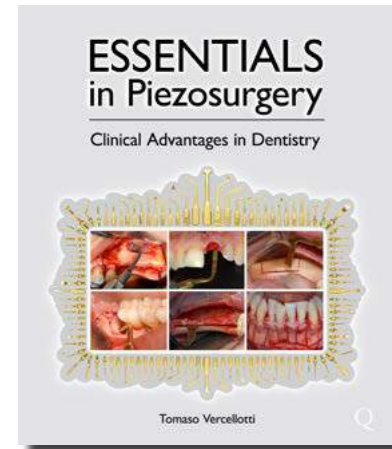
1. thickness of the ridge: 3 mm – cancellous bone quality D4
2. initial preparation of the site with IM1 insert
3. preparation of the site with PIEZOSURGERY<sup>®</sup> insert IM2P
4. bone expanders inserted, lateral bone compacting of the medullary bone, with transition from D4 to D3
5. x-ray view showing expanders in place
6. implants in place



## EVIDENCE-BASED.

The original, patented PIEZOSURGERY® technology is supported by thousands of peer-reviewed publications.

For over 15 years we have had ongoing collaborations with clinical practitioners and research institutions worldwide. As you get ready to incorporate PIEZOSURGERY® into your practice, we invite you to educate yourself on the benefit of our technology by reviewing the extensive peer-reviewed literature. Selected examples of the breadth of benefits associated with PIEZOSURGERY® are collected in our "Abstract Volumes", available for download at [www.piezosurgery.us](http://www.piezosurgery.us).



### "ESSENTIALS IN PIEZOSURGERY"

The monography by Tomaso Vercellotti - published by Quintessence Publishing – clearly outlines the clinical advantages of our technology over conventional instruments. Additionally, the book illustrates the proper surgical technique for many applications through easy to read step-by-step diagrams, which help users at different stages of their career achieve a fast learning curve and benefit from PIEZOSURGERY®'s unique advantages right away.

#### BONE HEALING



"As bone healing is not disturbed by the PIEZOSURGERY®, but even seems to be improved, this method will have a major influence on new minimally invasive bone surgery techniques".

Stübinger & Goethe. Bone Healing After PIEZOSURGERY® and its influence on Clinical Applications. Journal of Oral and Maxillofacial Surgery 2007, Sep;65(9):39.e7-39.e8.

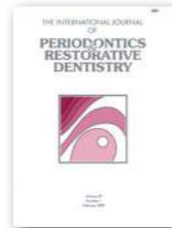
#### RESPECT OF SOFT TISSUES



"Membrane perforation rate in this series of 100 consecutive cases using the piezoelectric technique has been reduced from the average of 30% with rotary instrumentation to 7%."

Wallace SS et al. Schneiderian membrane perforation rate during sinus elevation using piezosurgery: clinical results of 100 consecutive cases. Int J Periodontics Restorative Dent. 2007; 27(5):413-419

#### PATIENT COMFORT

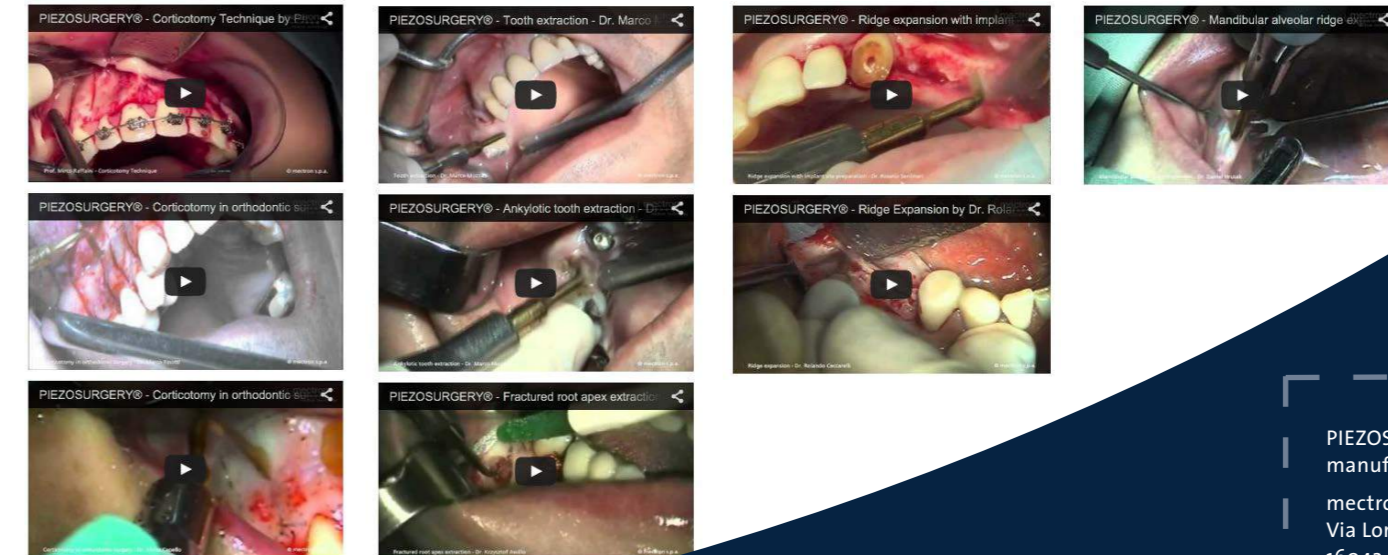


"Microvibration and reduced noise minimize a patient's psychologic stress and fear during osteotomy under local anesthesia."

Sohn et al. Piezoelectric osteotomy for intraoral harvesting of bone blocks. Int J Periodontics Restorative Dent. 2007; 27(2):127-131

## LEARN MORE.

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