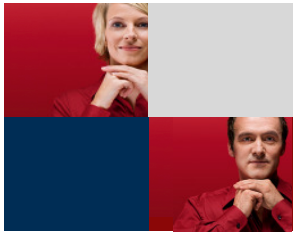


Price - reduced
Durability - increased
Warranty - extended



Feature-Benefit Sheet: KaVo EXPERTmatic E25 L/C

KaVo Expert Series

- 1) Highest price/durability efficiency
- 2) Maximum work efficiency
- 3) Proven equipment efficiency

Key selling points

1) **Highest price/durability efficiency** due to high quality materials and reliable KaVo technologies. Longer term of guarantee and lower price. Ceramic ball bearings, highly resistant stainless steel head, hard metal guide bush, excellent manufacture and especially very close production tolerances guarantee a high durability.
 2) **Maximum work efficiency** due to reduced height of head, easy to grip surface thanks to the new KaVo EXPERTgrip, exchangeable spray microfilter and fast and efficient work thanks to high power.
 3) **Proven equipment efficiency** due to 3-ports spray and a high chuck retention force up to 30N for safer preparation.

Applications


- Crown stump preparations
- All enamel work
- Drilling out of old fillings
- Crown removal
- Preparing molar extractions
- Cutting/removing bridges

Important technical data and connections:

- Weight < 77g
- Chuck retention force: up to 30N
- Connections:**
- KaVo INTRAmatic motors: KL701, KL702, K200, K201
- KaVo pneumatic motors: 181L, 181M
- As well as all the additional INTRAmatic connections in accordance with DIN EN ISO 3964



E25 L

USP	Priority (1st, 2nd, 3rd, etc.)	Benefit Type	Need / Problem	Product Characteristic / Feature	Benefit / Value	General Evidence / Proof	Competitive comparison	
							NSK - TiMax X95 L	W&H Synea WA-99 LT
Hauptverkaufsargumente								
x	1	Price/durability efficiency	Reliability in operation Durable handpieces with long service-life at unbeatable price	<ul style="list-style-type: none"> • Reliable and proven technology • Continuously improved technology • Use of high-quality materials (Ceramic ball bearings) 	<ul style="list-style-type: none"> • Reliable in use • Long-life cycle • An efficient investment 		[o]	[o]
x	1	Price/durability efficiency	Reliability in operation Durable handpieces with long service-life at unbeatable price	<ul style="list-style-type: none"> • New: use of high-end and robust stainless steel head. • Extremely reliable and ruggedized body 	Instrument has a higher durability: higher probability for the instrument to resist external shocks for instance use of the instrument in hygiene workflow	<ul style="list-style-type: none"> • Crash test with stainless steel heads (video) • 60% higher hardness compared to predecessor series 	[-]	[-]
		Price/durability efficiency	Durable handpieces with long service-life and hard metal guide bush	<ul style="list-style-type: none"> • Sophisticated manufacturing of power train and chuck with highly precise hard metal guide bush 	<ul style="list-style-type: none"> • High repair reduction -> Low follow-up costs -> Highest reliability 			
	1	Price/durability efficiency	Profitable investment / best price-durability-ratio	<ul style="list-style-type: none"> • Best price for a long lasting instrument with KaVo proven equipment efficiency, now with 18 months warranty 	Prices reduction and cheaper than before -> Higher durability -> Result: Highest price-durability-ratio		[+] 2 years	[+] 2 years
		Price/durability efficiency	Protection of investment	<ul style="list-style-type: none"> • KaVo: reliability since 100 years • Long lasting spare parts availability 	KaVo creates new standards and provide spare parts for a long time period Long lasting spare parts means higher durability	Up to 25 years supply of spare parts.		
		Price/durability efficiency	Decrease in illumination from thermal & chemical damage through regular disinfection / sterilisation	<ul style="list-style-type: none"> • 25.000 Lux from the KaVo LUX glass rod light guide 	<ul style="list-style-type: none"> • High glass quality with special KaVo coating and surface grinding => No light loss 		[o]	[o]
	2	Work efficiency	Time-consuming removal of debris & contamination in the spray media channels	<ul style="list-style-type: none"> • The spray microfilter is fast and easy to exchange to avoid dirt in the spray channels 	<ul style="list-style-type: none"> • The instrument is quickly placed back into use • Optimal spray-function and -quality at all times • no need to send in for repair 	Demonstrate microfilter change	[-]	[-] Filter yes but not exchangeable
x	2	Work efficiency	Visibility problems / limited access in molar region	<ul style="list-style-type: none"> • Small Head: • Head diameter: 10,2 mm • Head height: 14,7 mm 	One of the smallest instrument heads in this price class	Comparison of visibility	[-] 14,55mm	[+] Diameter: 9,5 Height: 13,7
		Work efficiency	Rough surfaces and edges lead to pressure points on hand, and smooth ones lead to fatigue (high exertion of force)	<ul style="list-style-type: none"> • Better grip due to KaVo EXPERTgrip 	<ul style="list-style-type: none"> • Relaxed treatment • More sensitivity in the fingers • No slipping/no longer have to get a second grip • No pressure points on the hands • No fatigue during long treatments • Safe treatment 		[o] DURACOAT	[o] Elliptical profil
		Work efficiency	Smooth surface, easy to clean	<ul style="list-style-type: none"> • New design without edges, good grip thank to the surface KaVo EXPERTgrip 	Easier and faster external cleaing : time saving		[o]	[o]
		Work efficiency	Easy to fix contra angle on the motor	<ul style="list-style-type: none"> • Flexible latching nose 	<ul style="list-style-type: none"> • Faster and more reliable change of contra angle during treatment • Fast setup of the workplace 	Attach to treatment unit	[o]	[o]
x	3	Equipment efficiency and Safety	Bur slipping, loosening of the bur	<ul style="list-style-type: none"> • Chuck retention force up to 30N 	<ul style="list-style-type: none"> • Safe preparation • Reserve • Safe clamping even at high load 	Chuck test with chuck tester, especially in comparison to NSK	[-]	[o]
Weitere Verkaufsargumente								
		Treatment quality	Uneven running, poor working precision	<ul style="list-style-type: none"> • Very close manufacturing tolerances of a thousandths of a millimetre (up to 0,003mm) 	<ul style="list-style-type: none"> • Runs extremely smoothly • Reliable working 	Run handpiece and touch instrument head -> hardly vibrations		
		Treatment quality	Insufficient illumination at the preparation site	<ul style="list-style-type: none"> • 25.000 Lux light intensity at bur tip • KaVo LUX glass rod light conductor for E20 L und E15 L 	<ul style="list-style-type: none"> • Best view for precise preparations -> Safe identification of preparation margins 	Demonstration using a tooth model	[o]	[o]
		Equipment efficiency and Safety	Uneffective cooling	<ul style="list-style-type: none"> • 3-ports spray 	<ul style="list-style-type: none"> • Optimal cooling even though a spray-port is blocked 		[o]	[o]