Hello Zahra, and thank you for this new proposal. I have one immediate thought for you, and that is the age of your patients; periodontal disease, I would imagine, is far more prevalent among the population over 50 – am I right? I think this would be so because preventative measures, like flossing, are relatively recent practices – in so much as dental floss did not exist when I was young, so we certainly were not educated about dental health care. And, as you know, there is a population bubble of people 60 – 80, so perhaps you could also argue that this aging population is in particular need of Laser therapy? Just a thought. See my further comments below, thanks.

Incorporation of Laser Assisted Periodontal Therapy (LAPT) in dental office

BLVD Dental – Galleria Area, Houston, TX

To: Justin Crockett, Employing Dentist/Owner

From: Zahra Surani, Dental Hygienist

Date: June 15, 2015

Subject: Incorporation of Laser therapy for our patients with Periodontal Disease

**Introduction**

Periodontal disease is an infection of the gums and surrounding tooth structures, including the ligaments that connect the tooth to the bone and the bone itself. Plaque buildup is a leading cause of this disease and we have to educate and provide our patients with the best techniques available to provide proper care. Laser Assisted Periodontal Therapy (LAPT) is a newer technology available that we should make use of as it helps treat the disease. LAPT is a laser that is attracted to the bacteria causing gum disease. When the laser is placed in the pocket of the gingival it kills the bacteria and heals the gum tissue. This is a less invasive procedures than what we are currently using right now, the Arestin antibiotic because it is merely a light that kills bacteria rather than a drug that slowly releases under the gums.

Periodontal disease is prevalent in many patients we see in the dental office and if it is not controlled efficiently we are not helping our patients reach optimal oral health. The laser, over time, will be less expensive for the office and our patients than Arestin. New technologies should be used to give our patients the best treatment available.

**Statement of Problem**

Many of our patients present with periodontal disease. Currently we are using the antibiotic, Arestin, to treat our patients. The major implications to this problem are the expenses to the office and our patients and we are not offering up to date treatment that is available, laser therapy.

**Proposed Solution**

One solution to the problem would be to purchase the laser and book patients with periodontal disease for laser therapy which will help pay off the machine. Although it is a big expense, it will work out to be less expensive than Arestin in the future as we continue to do more treatment on our patients. We can also continue to use Arestin as needed so we have more than one option for treatment of the disease.

**Scope**

To assess feasibility for purchasing the LAPT machine, I plan to pursue the following inquiries:

1. Compare the costs of Arestin versus LAPT
2. Check insurance codes and coverage for Arestin versus LAPT
3. Assess the amount of periodontal disease patients in the office
4. What prices can patients and the office bare for LAPT
5. Discuss the laser option with employer

What about the patients? Perhaps a patient survey would be helpful to demonstrate the need? Would Dr. Crockett consent to having his patients surveyed?

**Methods**

My primary sources of data will include a consultation with Dr. Crockett, the employing dentist and owner of practice and Dr. Miller, the dentist who works in the office. I will also research comparisons of LAPT versus Arestin treatments and compare costs using graphs.

O.K. here is a bit of a problem: you are writing the report for Dr. Crockett, so it does not really make sense for an interview with your reader to be a primary source of data – does it? I am not sure how you can overcome this problem – but you do need to collect and analyze primary data [interviews or surveys] to fulfill the assignment requirements. Can you survey patients in order to demonstrate the need?

**My Qualifications**

I have been a Dental Hygienist for 5 years and have taken the LAPT course and used it for treatment with my patients. I have treated a lot of patients with periodontal disease without the LAPT and have seen much better results with the laser. Also, I am familiar with the disease progression and regression to know when certain treatments and techniques work.

**Conclusion**

With the costs of Arestin for both patients and the office, it is clear that we are losing both ways. Using the laser will be more beneficial to both parties. By addressing the five inquiries mentioned above, I can determine the feasibility of the laser over Arestin. With your approval I can begin my research immediately.