

Benefit - Feature Sheet: KaVo K-ERGOgrip / K-Control TLC

Key selling points:

- 1) High performance and optimal efficiency with minimal heating of the handpiece casing
- 2) Two different ergonomic grip sleeves with soft grip inlays that are easy on finger joints and prevent fatigue
- 3) For left-handed users: system also offers anti-clockwise rotation, with up to 50,000/min
- 4) One shaft system: The patented sealing system with only 2 screw connections to

Applications:

- From plaster to model casting work

Important technical data and connections:

- Torque: 7 Ncm
- Speed: Up to 50,000 rpm
- Clockwise and anti-clockwise rotation



K-ERGOgrip

USP (x)	Priority (1st, 2nd, 3rd, etc.)	Benefit Type	Need / Problem	Product Characteristic / Feature	Benefit / Value	General Evidence / Proof	NSK Ultimate 500 Handpiece Torque	Schick C3	W&H Perfecta 600
Key Selling Propositions									
		1	Treatment quality	Insufficient power to complete task	<ul style="list-style-type: none"> • Optimised torque curve -> 7 Ncm torque 	<ul style="list-style-type: none"> • Powerful torque over entire speed range • Suitable for all conventional dental materials 	8.7 Ncm	7.8 Ncm	7.8 Ncm
		2	Ergonomics	Fatigue of the hand and wrist while working, from an unergonomic grip-sleeve not properly adapted to the shape of the hand	<ul style="list-style-type: none"> • Ergonomic handle shape • Developed together with the Fraunhofer Institute for Occupational Ergonomics 	<ul style="list-style-type: none"> • Ergonomic with relaxing handle grip 	Developed together with the Fraunhofer Institute for Occupational Ergonomics		
		2	Ergonomics	Continuous tension in your hand & wrist when working, from a heavy unbalanced handpiece, with an inappropriately positioned pivot (balance) point	<ul style="list-style-type: none"> • Extremely low weight: 202 g -> 30% lighter than other laboratory drives • Impressively short length: 140 mm -> 15% shorter than other laboratory drives 	<ul style="list-style-type: none"> • Balanced centre of gravity & pivot point -> the instrument sits well in ones hand 	Balance test		
		2	Ergonomics	Different ergonomic challenges are presented by different types of work	<ul style="list-style-type: none"> • Choice of easily exchangeable grip-sleeve 	<ul style="list-style-type: none"> • Ideal for both a peeling and pencil grip -> Choice of two grip-sleeves 			
		2	Ergonomics	Slippery, unsafe and difficult to grip	<ul style="list-style-type: none"> • "Soft-Touch" areas on the grip-sleeve 	<ul style="list-style-type: none"> • Pleasant grip feel • Reliable, safe grip • Relaxed fingers, tendons and muscles 	Comparison of appearance and feel		
x		3	Easy to handle	Changing programs takes time	<ul style="list-style-type: none"> • Pre-selectable speed programs 	<ul style="list-style-type: none"> • Time-saving -> No need to change frequently-used settings 			
x		3	Easy to handle	Difficult installation and removal of the chuck for cleaning/replacement	<ul style="list-style-type: none"> • The chuck can be installed and removed without a tool 	<ul style="list-style-type: none"> • Time-saving 	Demonstrate		
x			Safety	Loosening of the bur/cutter during use	<ul style="list-style-type: none"> • New chucking system with a bur/cutter grip-strength of between 70 N and 100 N 	<ul style="list-style-type: none"> • No danger of the bur/cutter loosening during use ->higher-power possible 			

Other Selling Propositions									
		Economy	Value retention / frequency of repairs	<ul style="list-style-type: none"> Minimal number of components, moving parts and ball bearings 	<ul style="list-style-type: none"> Highly reliable handpiece -> Lower repair costs 	K-Control over 25,000 sold			
		Quality	Value retention / frequency of repairs	<ul style="list-style-type: none"> Brushless, induction motor 	<ul style="list-style-type: none"> No costs for replacement of brushes Less friction results in cooler running Longer service intervals 		Brushless motor	Brushless DC motor	Brushless motor
		Safety	Loosening of the bur/cutter whilst rotating in reverse	<ul style="list-style-type: none"> New chuck system 	<ul style="list-style-type: none"> No danger of the chuck system loosening (see chuck systems with threads) 				
		Quality	Instrument vibration, causing numbness or sensitivity in the hand and poor finished surface of work-piece	<ul style="list-style-type: none"> Maximum concentricity Precisely balanced armature 	<ul style="list-style-type: none"> No disturbing vibrations -> Better results 	Demonstrate			
		Easy to handle	Interruption of work from an overheated handpiece	<ul style="list-style-type: none"> Optimised motor cooling efficiency 	<ul style="list-style-type: none"> Pleasant, fast, uninterrupted work schedule 				
		Easy to handle	Easily understood display screen	<ul style="list-style-type: none"> Colour display 	<ul style="list-style-type: none"> Faster work Flawless work 	Demonstrate			
		Easy to handle	Easily understood controller	<ul style="list-style-type: none"> Control similar to K-Control 	<ul style="list-style-type: none"> Intuitive operation (no learning curve) 				
		Flexibility	Compatibility of many, different handpieces, with control devices	<ul style="list-style-type: none"> KaVo-compatible control system 	<ul style="list-style-type: none"> No additional investments necessary 				
		Economy	Repair costs	<ul style="list-style-type: none"> Modular design and single-shaft system 	<ul style="list-style-type: none"> Economical repairs 	Show module system	Complex two-shaft system		
		Economy	Standards change. Replacement parts are no longer available.	<ul style="list-style-type: none"> KaVo: Reliability for over 100 years 	<ul style="list-style-type: none"> Present investment Dental Professionals have been relying on KaVo for decades. 				