

DIGITAL SINGLE ARTICLE

DENTAL TRENDS

ENTERTAINMENT + WELLNESS + PROSPERITY DSA 4 AUGUST 16 16

ESTEBAN XAM-MAR
REVOLUTIONARY
TALENT-EXTRAORDINAIRE
CREATOR OF 'THE DYNAMIC
ABUTMENT'

The IDEA and philosophy that

REVOLUTIONIZED DENTAL IMPLANTOLOGY

From the Perspective of a Dental Technician

How Implantology Changed My Life

Why trusting your
dreams and not giving
up pays BIG DIVIDEND\$



PLUS

**THIS
TRENDSTAR'S
VIEWS ON
FRIENDSHIP
LOVE &
KNOWLEDGE**



ESTEBAN XAM-MAR

POWER BLOG MOMENT

By: Sharolyn Quisenberry

Who is the man behind the abutment?

Perhaps the name is not familiar, but maybe through his creation - 'the Dynamic Abutment' - you will come to know him.

Esteban Xam-mar, a dental technician first, who a little over a decade ago changed how prostheses on implants were produced with the creation of the 'Dynamic system'.

Unbeknownst to him, he was to revolutionize worldwide dental implantology through his new idea and working philosophy. Read along to find out exactly how he did it!

From lab to industry.

Born in Lleida (Catalonia) 52 years ago, Esteban has been working in dental prosthetics for an impressive 32 years. He spent 20 in his own laboratory, specializing in ceramics and implants, and 12 in the industry.

"As President of Talladium International Implantology and Dynamic Abutment Solutions, I have tried to provide my 'two cents' worth to the fascinating world of teeth."

As a young man, Esteban goes to his father with his desire to become a sculptor, which did not go over so well...

When Esteban was 19, he had to decide what to study professionally. He knew he wanted to do something creative. His vocation at the time was focused on the fine arts. But his father was not exactly convinced, coming from a belief that artists going hungry and all.

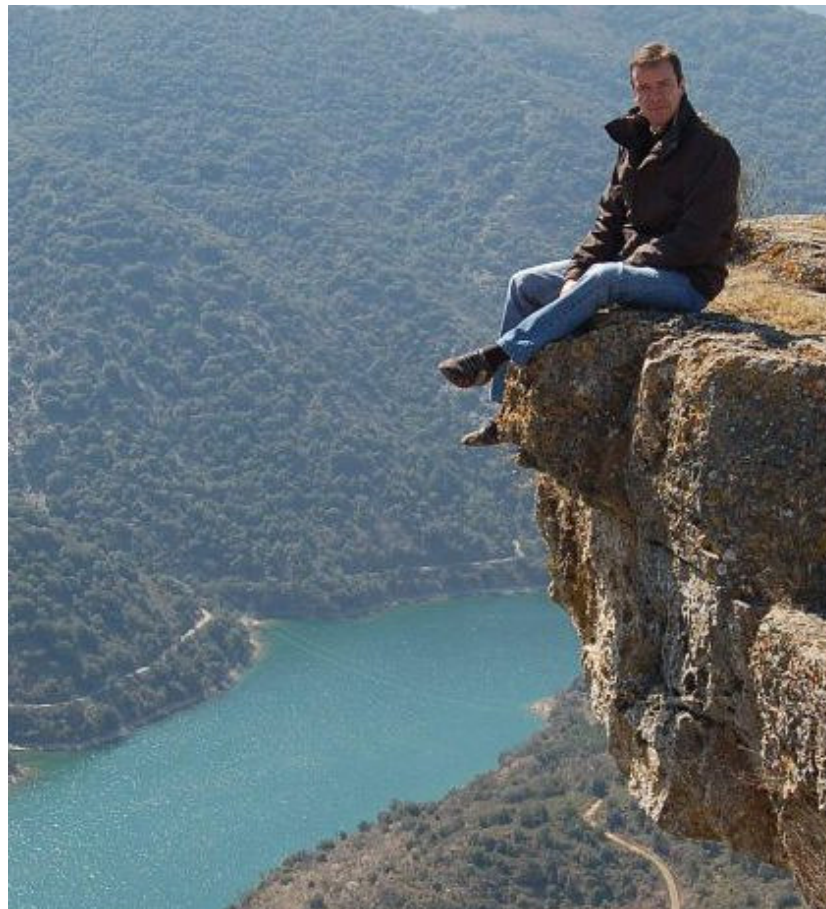
A LUCKY BREAK! Esteban had a friend around this time in prosthetics who invited him to his laboratory to see for himself the work of a dental technician. Instantly he loved what he saw. The idea of being able 'to change people's lives' is what ultimately led him later in life down the path of prosthetics. Plus, it served as the perfect solution of his dream of becoming a sculptor. Making teeth was like creating sculptures every day.

"I was young, energetic and enthused and after training at the school for prosthetics in Valencia and after working for 2 years in a laboratory in Barcelona, I opened my own laboratory in Lleida."

Initially, he specialized in dental ceramics and, later, in implantology - when it arose in dentistry. This involved covering all the possibilities, materials and techniques of the time to try to resolve the daily challenges. When Esteban was still working in his own laboratory, his search for aesthetics and excellence clashed with the work protocols in existence at the time.

Photography was not used like today; the concept of the clinic-laboratory team was non-existent; information was scarce; and with all of that you still had to do good work - which was very frustrating. But, despite everything, the daily challenges motivated him even more.

Read on as Helen & Sharolyn get all the details on one mans journey from dental technician to Industry Business Owner & Leader NEXT!



GAME CHANGER



ONE OF LIFE'S LITTLE GIFTS

"I can honestly say implantology changed my life. I remember that when I opened my laboratory, an astrologist did a reading for me and he said I would have a patent, though he did not say when. The idea of the patent remained in mind for another 20 years until 'the idea' appeared. One night, while I was sleeping, the image of a new concept came into my mind: a new attachment that would solve many problems - what would later become the 'Dynamic Abutment' - one of life's little gifts that would change my professional and private life."

Esteban Xam-mar

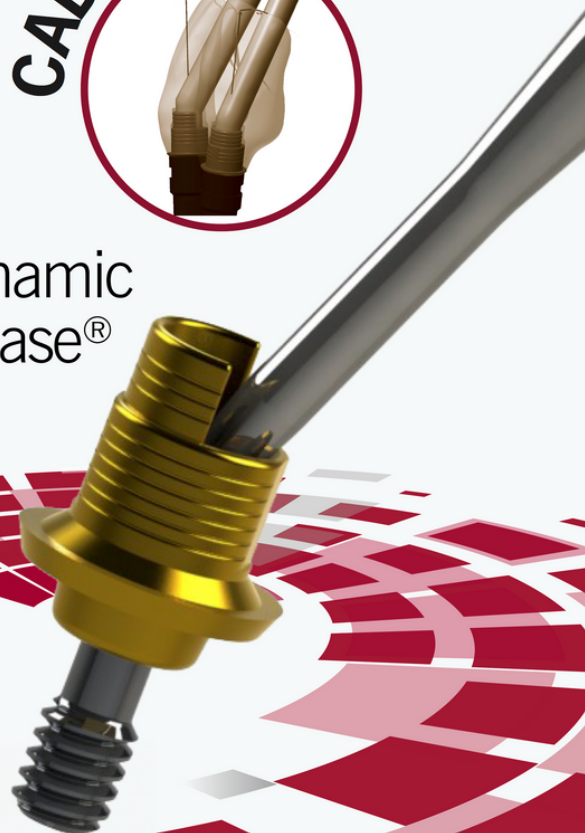
“There is no problem
if there is a solution.
Look at life from a
different angle.”



3.0 Dynamic
Abutment®



Dynamic
TiBase®





A SINGLE IDEA

"IMPLANTOLOGY GOT INTO ME"

Exclusive Interview with Esteban Xam-mar

Esteban Xam-mar attributes his success to 1) Believing in his dream and 2) His wife who supported every step of the journey!" The fact is, this story is about not second-guessing but **Going. For. It!**

HS: What inspired you to get into implantology?

EX: Really, it was implantology that got into me. Implantology appeared in the 90's and I integrated it into the daily practices in my laboratory.

I trained for years. All the concepts were new, we had to apply new techniques, renew ideas, as we were not working on natural teeth.

Those were years when I could be truly creative as the prosthetic attachments of the time to create prosthetics on implants were very limited and often not enough to solve the aesthetic and functional problems that arose. Therefore, we had to think and design complex structures to tackle those situations. Such was my first contact with implants.

I can honestly say implantology changed my life. I remember that when I opened my laboratory, an astrologist did a reading for me and he said I would have a patent, though he did not say when. The idea of the patent remained in mind for another 20 years until 'the idea' appeared. One night, while I was sleeping, the image of a

new concept came into my mind: a new attachment that would solve many problems - what would later become the 'Dynamic Abutment' - one of life's little gifts that would change my professional and private life.. I took my crazy idea to an implant factory called 'Ilerimplant' and, after a year of work, designs and tests with Antonio Coso and his team, we managed to make that dream come true - out of which the angled system was born.

It was not easy to introduce a new way of working: screwing at an angle created a lot of distrust and many people said NO to me. In 2005, still working in my laboratory and having begun to sell a few units of the system, I went to the IDS fair in Cologne with my briefcase (filled with successful cases and the first dynamic abutments) to proudly show off my idea to the most important implant companies in the world. It was a very tough week: **nobody believed in the idea.**

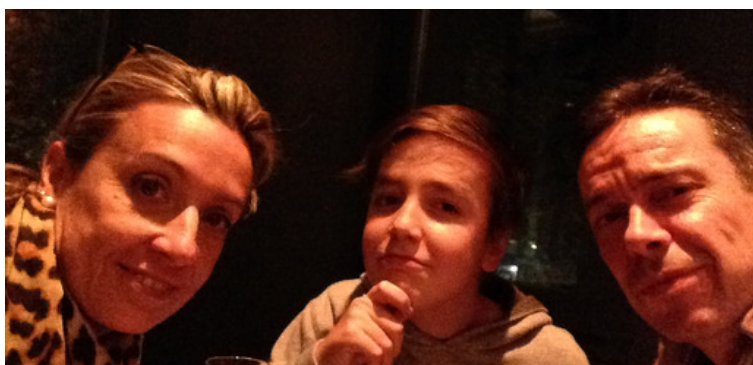
As Captain Jack Sparrow says:
*The problem is not the problem.
The problem is your attitude
towards the problem.*



'I'm not interested' was the response in meeting after meeting. I even began to think it was a bad idea. **Yet, one of life's quirks and ironies:** it is now an idea and philosophy that everyone wants to copy and follow.

This rejection by the industry and my wife's unconditional support led me to continue onward with the project. So, I closed my laboratory and created Talladium España to develop and commercialize the dynamic system.

We have had 12 very intense years in which we have worked with the sole intention of helping technicians.



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"Nobody believed in the idea. 'I'm not interested' was the response in meeting after meeting. This rejection by the industry and my wife's unconditional support made me even more determined to continue onwards with the project."

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This idea, this new project in my life, has led me to travel half the world (conferences, fairs, seminars) putting the new concept out there and presenting the solution - now present in over 30 countries.

Meeting technicians from around the world has helped me to an even better understanding of the needs of the dental sector, inspiring me to develop new ideas and solutions. I feel very lucky to have met excellent professionals and even better people around the world. Many of these are now friends and these friendships have given me love, energy and knowledge.

HS: What is the concept of the dynamic system?

EX: The idea was and is very simple. When an implant is unfavorably positioned, the exit for the screw is determined by the direction of the implant, leading to aesthetic and functional problems when this exit is through the vestibular or the functional top of the prosthetic tooth. The Dynamic Abutment allows this exit to be corrected by up to 28° meaning it can be placed in the lingual or non-working areas and new prostheses can be created without limitations.

The Dynamic Abutment is comprised of a chimney which rotates on a base to the maximum 28° angle and can be screw-retained - with the angle fully guaranteed thanks to the hexalobular screw-screwdriver system specially designed for the system.

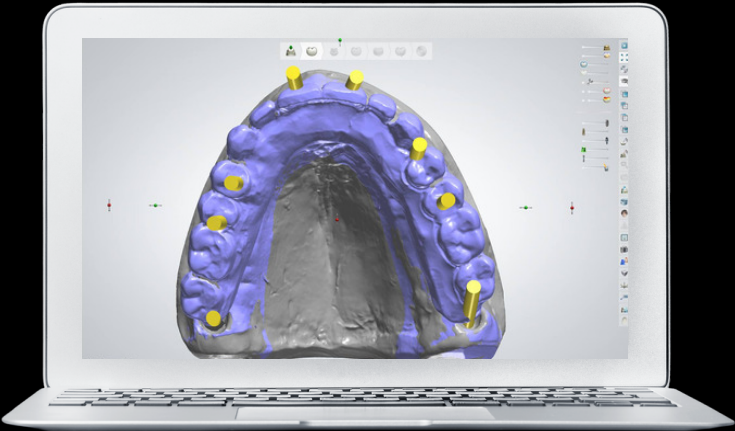
The arrival of the Cad-Cam systems have led to new challenges. Computers and software cannot correct the position of an osseointegrated implant. Thus, we work on the idea of introducing the philosophy of the dynamic system into the virtual world, so as to create the dynamic titanium base which can correct up to 30°.

Currently, we are the only company in the world to provide a comprehensive angled solution in Cad-Cam, with a library of over 250 compatibilities in Cad - compatible with Exocad, 3Shape, Dentalwings, Imetric and EGS Dentalcad software - and integrated into Cam software, including Work NC dental, Hyperdent and Sum3D.

With angled screw designs that are compatible with over 50 implants, we cover a broad spectrum of the market.

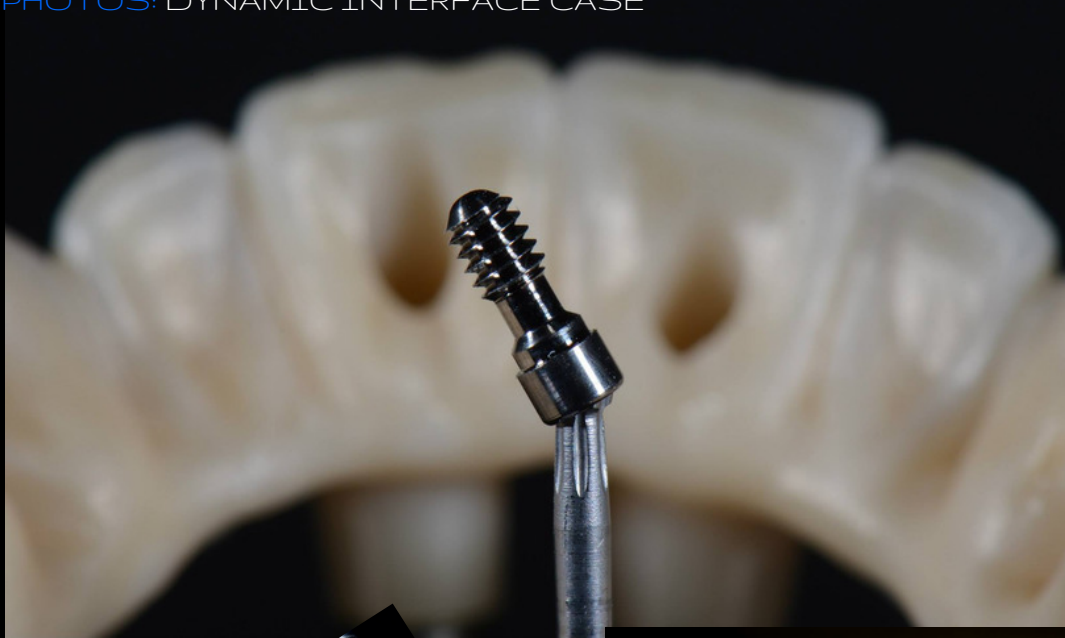
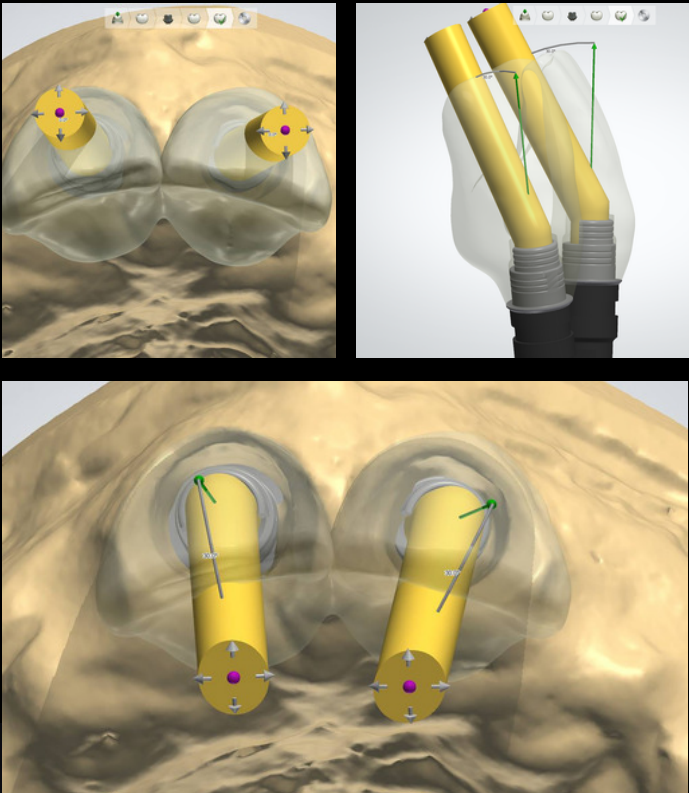
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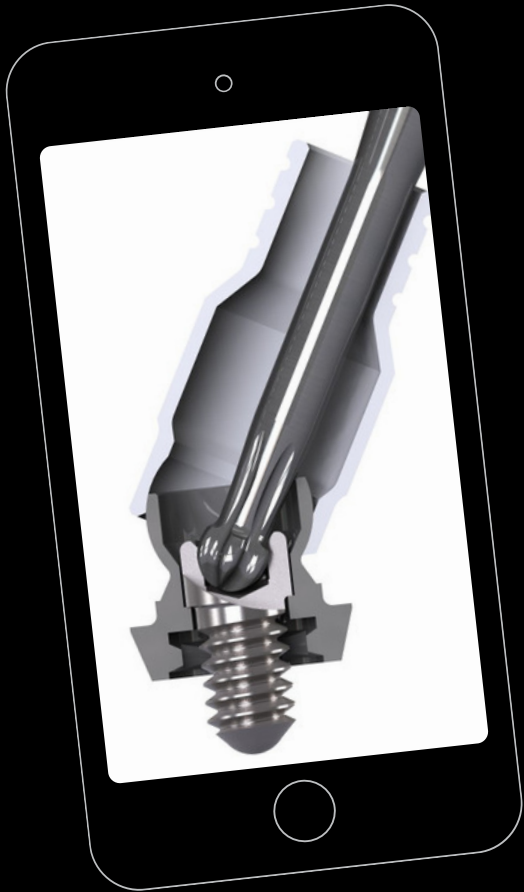




IMAGES COURTESY OF:
GARBIDENT-PROTESIS DENTALES (Spain):
application of the 3.0 Dynamic Titanium Base with
Cad 3Shape.

PHOTOS: DYNAMIC INTERFACE CASE





IMAGES COURTESY OF:
Technician Joaquín Madrueño (Spain)
PHOTOS: DYNAMIC ABUTMENT CASE



THE INSIDE SCOOP!

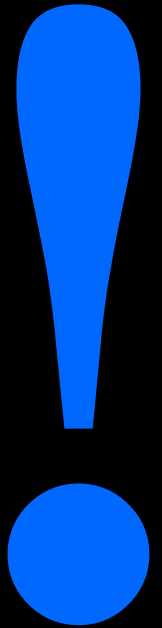
HS: Why do you think people around the world are so interested in you today?

EX: I do not think people are particularly interested in me, I am just a technician who works for technicians. I worked in a dental laboratory for 20 years and I have met technicians from around the world. I know and am aware of the problems involved in this profession and, together with my team, I try to provide simple and quick answers - solutions that make everyday work easier. I think that is where the interest lies. It is exciting: we are creating to help others.

How do you balance a family life and a global career?

It is very difficult... my family is the most important thing to me and it has been difficult to achieve a good balance between my private and professional lives. I would have liked to spend more time with them, but it has been impossible. Fairs, seminars and conferences have taken me away from them but life is not just about the work. So, a year ago, I decided to change my circumstances in order to spend more time with them. I worked to achieve a professional dream and they supported me unreservedly, waiting patiently. Now, it is my turn to make up for my absences.

FACTS ABOUT ESTEBAN XAM-MAR



WHAT'S NEXT?

HS: So tell us, what's next for Esteban Xam-mar?

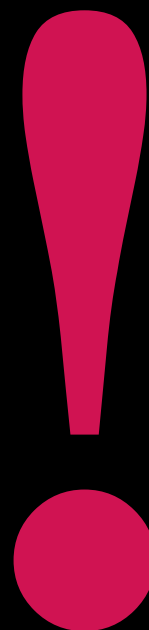
EX: To continue to be number 1 in angled dynamic solutions. 2016 is going to be very exciting: we have a long list of projects to undertake. The digital world has opened up new possibilities: technology requires new solutions which are yet to be designed, but I can say that these IDEAS are in development.

Also, to anticipate future needs by developing solutions for intraoral scanners, with excellent, top-quality products. Design simple accurate working systems that guarantee a prosthesis is successful. Working on customizing implants and their components are some of the projects which will see the light of day in 2016 and beyond.

I feel very lucky and grateful to be doing something I love and to have come as far as we have. I am fortunate to work with a great team who inspires me to grow personally and professionally every day.

One image, one single idea changed my life: I believed in it and made it happen. We work to help and while there is still someone out there saying 'I could do with...', we will continue to create.

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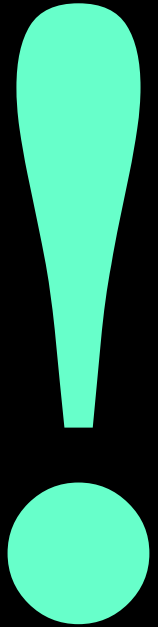


THE FACT IS...

1. The Dynamic Abutment gave me the opportunity to know 40 countries and the best technicians in the world.
2. The Dynamic Abutment liberated the technicians from the pressures of day-to-day prosthetics.
3. There was a time that dentists treated technicians poorly and no one knew the artist behind the work. Implants & CAD/CAM changed the relationship between the two because you have to have a protocol in place and this requires intimate communication.



FACTS ABOUT ESTEBAN XAM-MAR



WORDS TO LIVE BY...

1. Sometimes you just got to put it all on the line.
2. The best kept secret: Confidence in your mind and in yourself.
3. All your dreams can come true if you have the courage to believe in your idea and work towards it relentlessly.

FINAL THOUGHTS...

1. Be yourself and do what you like, never give up and learn continuously.
2. NAMASTE.