

The business of dentistry – data, figures, concepts, outlook

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Abstract

Dentistry is a significant business factor, not only in developed societies and countries. To understand that we will look at the different insurance systems, self-pay options and investigate into the average spending in selected countries. Key figures (like population, their age and rate of requesting dental service) will be evaluated as well as demographic changes. The digitalization of the patient (the request of patients for digital services) will be set into context of the globalization and regulatory requirements.

Finally scenarios like „The patient of tomorrow“ and the „Clinic of tomorrow“ will deliver into what to expect in and plan for the future.

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Biography:

Ingmar gained an MBA (Master of Business Administration) with the OUBS (Open University Business School) in UK. Prior to that he gained an BBA (Bachelor of Business Administration) with VWA (Verwaltungs- und Wirtschaftsakademie) in Germany. He started his career with a vocational training for which he later became a Trainer (AEVO). He has 25 years of experience in the Medical Device Industry including Sales and Marketing positions in General Management. He is an expert in international Business with intensive market expertise in Europe, Middle East, Africa and India.