

# Course Outline\*

Revised 04.30.24

Digital Lab  
Coordinator  
Academy

## Module 1: The DC Defined

- Classifying your Digital Practice
- Evolution of the DC
- “Tech” vs “Coordinator”
- The 5 Roles of a DC

## Module 2: Scanning for Gold

- The Importance of Quality Scans
- Scanning Hardware
- Oral Hygiene Preparation
- Pre-Scanning Basics
- Palates & Arches Please

## Module 3: Software

- Case Submission 101
- Platform Rundown
- In-house Treatment Plans
- Setting Up Like a Pro
- Selling with Software

## Module 4: Printing

- Printing vs. Fabricating
- Printer Types
- Setting Up Your Build Plate
- The Power of Templates
- Working *with* the machines, not *against* them

## Module 5: DC Treatment Planning

- Giving Back Doc's Nights & Weekends
- Becoming an Extension of Your Doc
- Highest, Best use
- Maximizing Efficiency

## Module 6: Fabricating

- The 7 Steps of Proper Fabrication
- Tips/Tricks for Build Plate Removal
- Stop Washing Away Money
- Curing Your Cure Time
- Keep Your Thermal Forming from Sucking
- Workflow Efficiency

## Module 7: Packaging & Shipping

- Saying Goodbye to Ziploc Bags
- Turning Packaging into Marketing
- Upgrading the Patient Experience
- Shelf Space Management
- Tracking & Logistics like the Big Boys

## Module 8: Maintenance & Ordering

- Machine Care and Handling
- Cleaning & Machine Life Extension
- Price vs Quality
- Warranty Awareness
- Stewarding Doc's Resources Well

## Module 9: Outsourcing & Vendor Relations

- When to Outsource & Why
- Leveraging Supplier Support
- Keeping the Trains Running on Time
- Establishing Your Backup Protocols

## Module 10: Practice Communication

- Internal vs External
- Scripting & messaging
- Next-Level Reporting
- Team Participation & Setting Patient Expectations

## Module 11: Marketing Strategies

- Selling What You Have
- Promoting Yourself First
- Custom Printing Ideas

## Module 12: What's Next?

- Measuring Your Success
- Where Are You Now, Where Do You Want to Be?
- The Value of Moving In-House (Time & Cost Savings)
- More Than a Tech, the future of the DC

## BONUS Module: Tech Report (Annually)

- Our favorite things
- Latest developments
- News & Updates

\*EDITOR'S NOTE: *Provisional outline, subject to change prior to publication!*

