

CASE STUDY



CDS Doubles Patient Volume and Revenue with LuxCreo's 4D Aligner™ System



“Implementing LuxCreo has been one of the best decisions we've made for our practice.”

Dr. Anthony Bordas, DDS
Executive Director, Complete Dental Solutions



Key Results at a Glance

- **Revenue Boost:**
From \$480K to \$1.3 million ARR
- **Patient Satisfaction:**
From weeks to hours, dramatically improved patient experience
- **Operational Efficiency:**
Doubled case volume without additional staff

About CDS

CDS, Complete Dental Solutions, a leading dental practice in Downey, California, is a well-established dental practice led by Dr. Anthony Bordas. With a reputation for providing exceptional care, the practice had been striving to offer comprehensive dental solutions to a broader range of patients.

However, like many practices relying on traditional aligner and retainer treatment methods as well as outsourcing, CDS faced challenges that were hindering its ability to grow financially and maintain a high level of patient satisfaction.

Part 1: The Challenge

Long Lead Time and High Cost

Like many dental offices, CDS struggled with the drawbacks of traditional aligner and retainer treatments and production services in the market today. Patients sometimes faced **long wait times**, **multiple appointments**, **inaccurate appliances**, and **higher costs**. According to Dr. Bordas, patients often waited over one month to receive their aligners, resulting in **“at least 50%”** of patients asking where their appliances were.

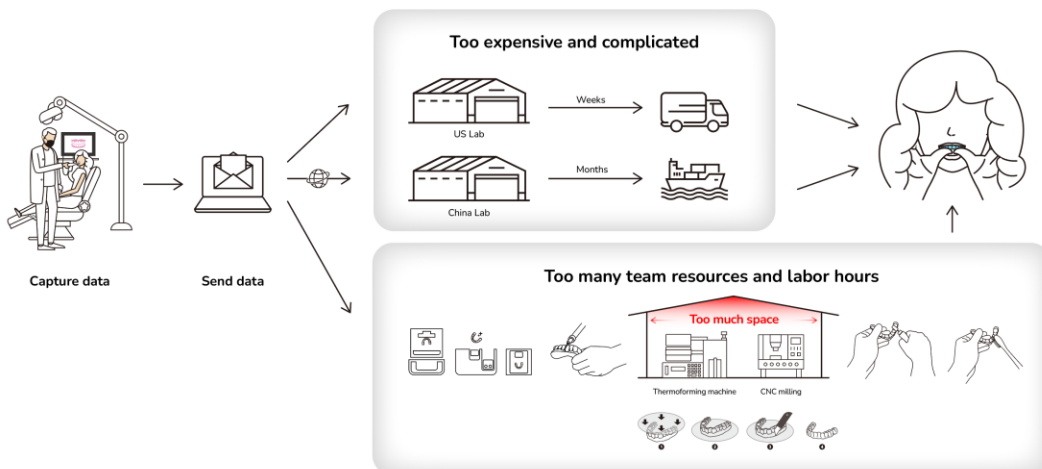
The practice also experienced bottlenecks in its workflow, limiting the number of cases they could handle effectively. The practice outsourced their aligners from a major U.S. aligner brand and suppliers in Asia. Both options were too costly and too time-consuming, often resulting in delays or making the aligners unaffordable in the market.

>50%

Patients unhappy with treatment time

Faced with these challenges, Dr. Bordas knew something needed to change if CDS was to expand its patient base and deliver better care, all while maintaining profitability. **That's when the practice turned to LuxCreo's revolutionary 4D Aligner™ System, a better clear aligner for in-clinic same-day delivery.**

Challenging Decisions To Grow with Clear Aligners



Part 2: Solution

4D Aligner™ - A Better Clear Aligner System

LuxCreo's innovative direct-print, 4D Aligner™ workflow offered CDS a better clear aligner system and the breakthrough answer they needed.

This cutting-edge technology leveraged advanced printing and material science to create custom aligners in-office as opposed to outsourcing them from overseas. LuxCreo's unique approach enabled faster treatment times, a more seamless workflow, higher quality outcomes for patients, and of course, financial success.

Key Benefits of LuxCreo's 4D Direct-Print Aligner Solution:

Single-Visit Dentistry:

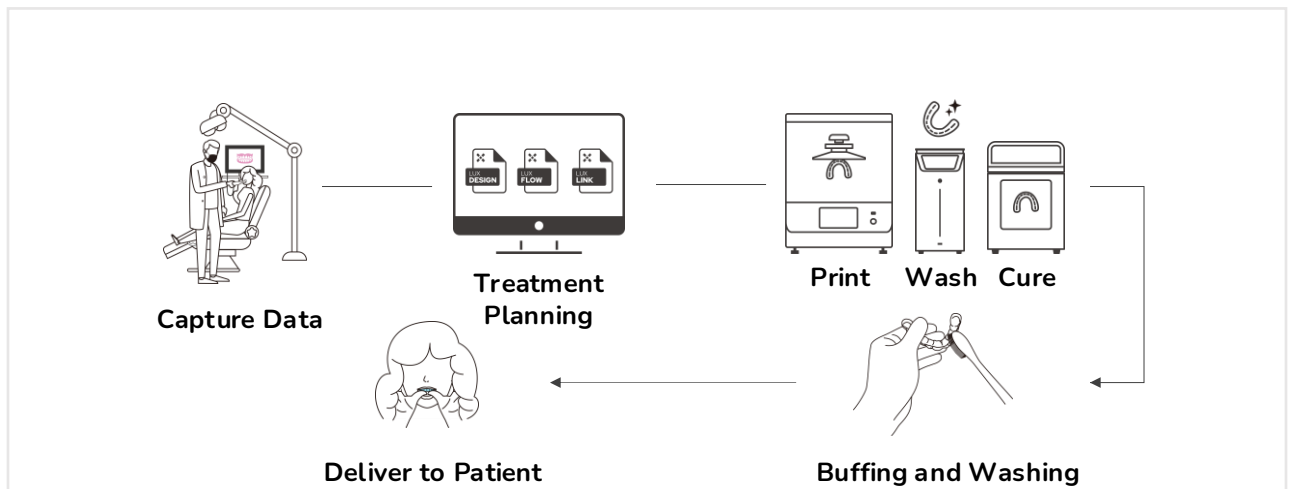
Patients can be scanned and fitted for their aligners in a single visit! Traditional thermoformed and/or outsourced aligners often required multiple appointments and weeks, sometimes months of waiting. With LuxCreo, the process was reduced to a matter of hours, dramatically improving patient satisfaction.

Twice the Accuracy and Multi-Thickness Deliver More Effective Teeth Movement:

LuxCreo's direct-print aligners offered improved control over tooth movement, leading to better, faster results. The precision-engineered aligners delivered more predictable outcomes by gripping teeth better than traditional treatments, giving patients straighter teeth in less time. In fact, Dr. Bordas treats less than 50% of his patients with attachments compared to almost 100% before LuxCreo.

Cost-Effective for Patient and Practice:

Not only did patients see reduced costs due to fewer appointments and faster treatment, but CDS also experienced savings. The reduction in overhead and labor combined with increased case numbers allowed the practice to improve its profit margins while offering more competitive pricing and better patient care. Additionally, producing in-house, direct print aligners proved more cost effective than outsourcing and shipping from China.



Part 3: 4D Aligner™ System

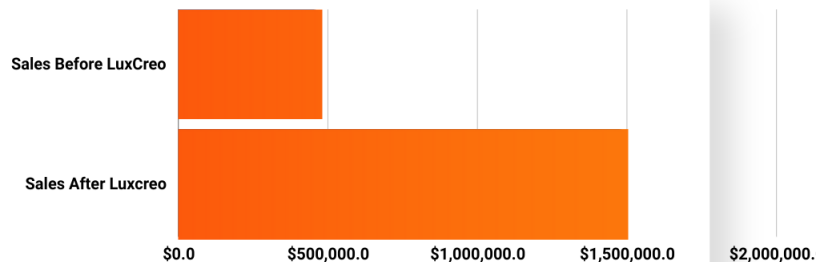
Solving Clear Aligner Challenges

The advantages of the 4D Aligner™ System for CDS extended beyond enhancing patient care—it **also laid the foundation for financial growth**. By integrating the 4D direct-print aligner workflow, Dr. Bordas was able to treat a wider variety of patients more efficiently, filling the practice's schedule with additional cases that previously would have been too time-consuming or costly to handle. With LuxCreo, CDS has been able to double the number of cases they can do in one month.

The streamlined workflow meant that the practice could see more patients in the same amount of time, with fewer follow-up appointments required for aligner adjustments or revisions. This allowed the practice to scale its services without needing to increase staff or add significant overhead, driving profitability. Dr. Bordas' practice saw sales skyrocket, clearing \$480K ARR (annual recurring revenue) before LuxCreo compared to \$1.3 million ARR with 4D Aligner™.

“We used to worry about outsourcing aligners and patient wait times, but now what used to take multiple visits now only takes one.”

Sales Per Year Before and After LuxCreo



As a result, CDS increased its case volume substantially, seeing a rise in both new patient consultations and completed treatments. With the ability to offer same-day aligners and reduced treatment time, the clinic attracted patients seeking faster, more affordable solutions. This shift set Dr. Bordas on track to generate **\$200K in annual recurring revenue** solely from the new aligner cases.

By adopting LuxCreo's 4D direct-print aligner workflow, Dr. Bordas not only solved the logistical and efficiency issues that were hindering the practice but also positioned CDS for long-term financial success. The entire solution paid for itself in less than one month. With the ability to offer patients faster, better, and more affordable treatment options, the clinic has become a leader in orthodontic care.

Part 4: Impact

Predictable and profitable sales growth

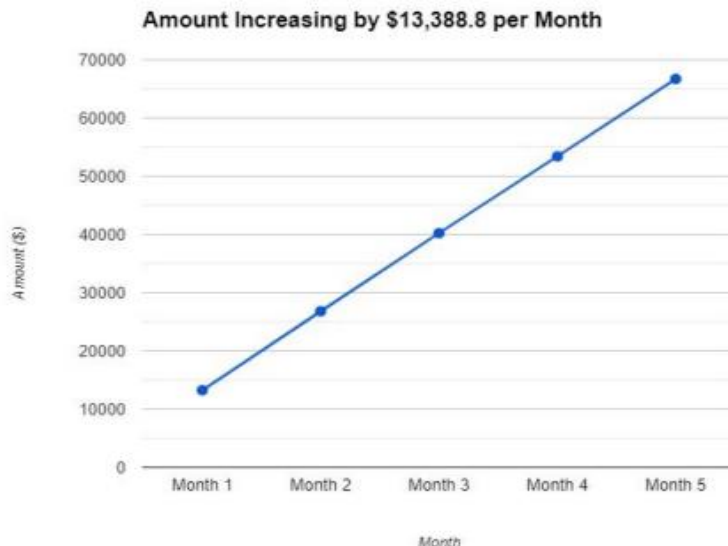
LuxCreo's technology continues to pave the way for innovative dental practices like CDS to thrive in a competitive landscape, offering both enhanced patient outcomes and substantial financial returns.

On how LuxCreo empowered his practice, Dr. Bordas enthusiastically said:

“LuxCreo’s 4D Aligner™ System has allowed us to take on more patients, reduce treatment times, enhance patient outcomes, and set us up for significant financial growth.”

With the ability to produce aligners in-office and in a single visit, CDS was able to treat more patients, increase satisfaction, and generate new revenue streams. LuxCreo's solution not only improved the quality of care by ensuring more precise and comfortable treatments, but also transformed the practice's operations, freeing up time and resources while cutting overhead costs.

For Dr. Bordas, LuxCreo's technology has become a key part of achieving both clinical excellence and financial growth. By integrating cutting-edge digital workflows, CDS is now positioned to continue delivering top-tier care to a broader patient base, all while staying on track for long-term profitability. LuxCreo has proven that innovation in dental technology can create a win-win scenario—better healthcare for patients and stronger financial outcomes for the practice.



About LuxCreo

Leading platform for personalized medical and dental devices

LuxCreo is the leading platform for personalized medical and dental devices, dedicated to transforming patient care through innovation, speed, and customer success. We empower doctors to design, create, and deliver same-day treatments that enhance smiles, health, and well-being for a wider number of patients.

Our unique ecosystem supports dental and medical professionals with onsite, scalable solutions and flexible production with laboratory design and production services. LuxCreo helps doctors grow their practices and improve patient care by delivering more customized and effective treatments with convenience and precision.

Return On Investment

10 cases = \$40k in profit

4D Aligners™ per case: 14

Revenue per case: \$4,200.00

Cost per case⁽¹⁾: \$ 168.00

Profit per case: \$4,032.00

⁽¹⁾ \$12 x 14 aligners = \$168



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more about
LuxCreo?**

**Book a Free
Demo Today!**

**Contact Us
for more
information**

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