



# CANARAY SATELLITE CLINICS

REQUIREMENTS AND OPTIONS

Updated 12 June 2024



# CANARAY + YOUR CLINIC

## **Earn additional revenue from your imaging equipment**

Maximize existing assets, boost practice profitability, and enhance patient care effortlessly. Fully utilize your machines.

## **No upfront cost**

Becoming a Canaray Satellite Clinic means you can enhance your practice without the financial burden of large initial investments.

## **Minimal space requirements**

Integrate new services without major renovations or additional space, saving costs and reducing disruptions while enhancing your practice

## **Digital workflow**

Modernize your practice, streamline operations, and improve accuracy and patient care with faster, more precise diagnostics and treatments

# AT A GLANCE



## STAFF REQUIREMENTS

- Medical radiation technologist – hired and trained by Canaray
- Onsite dentist (4 days+ / week)
- Canaray maintains its patient scheduler for each clinic



## TECHNICAL REQUIREMENTS

- Carestream CS9600 with CEPH or Morita X800 with CEPH – supplied by Canaray
- Kiosk in the reception area
- High speed internet Shared with facility, or added by Canaray



## CLINICAL REQUIREMENTS

- 1x CBCT/CEPH room (10x8)
- 10x10 room min. for exclusive use by Canaray staff and patients
- Signage inside/ outside building and inside office

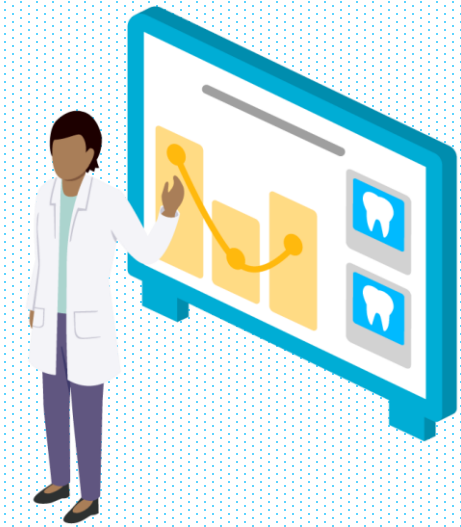


## FINANCIAL REQUIREMENTS

- Pure rental arrangement plans (usually for high patient count practices)
- Shared fee arrangement plans (usually for smaller community clinics)

# STAFF REQUIREMENTS

Dental staff responsibilities



# ONSITE DENTIST

## RCDSO requirements for CBCT scanners

- One or more onsite dentists must be present as the “prescribing dentist”
  - The onsite dentist's name will appear on Canaray’s insurance claim forms for CBCT scans.
  - The “prescribing dentist” is responsible for ensuring that all imaging is justified and appropriate.
  - Canaray referral system checks to ensure imaging is justified and appropriate. This means ***minimal effort for the prescribing dentist***, since patients are vetted before their clinic visit to confirm the suitability of the referral and necessary imaging
  - The ***onsite dentist must possess a CBCT user permit***, which is obtained by taking the Small Field CBCT course



# MEDICAL RADIATION TECHNOLOGIST

- Only Dentists and Medical Radiation Technologists may operate CBCT scanners
- At Canaray, *all imaging is performed by Medical Radiation Technologists*
- Canaray is responsible for hiring medical radiation technologists and staffing the clinic
- Canaray manages its own patient scheduler for each clinic, planning appointments based on clinic busyness and overall MRT availability
- Medical Radiation Technologists are fully trained by Canaray to be able to operate fully independently of the host clinic.



# TECHNICAL REQUIREMENTS

Imaging Equipment, Software



# CBCT SCANNER

## Equipment Details

Carestream CS9600 or Morita X800 including CEPH arm

## Room Requirements

- X-Ray room must be large enough to comfortably accommodate equipment, **Min size:** 6.5ft wide by 9 ft deep, **Ideal size:** 10ft x 10ft
- A lead door with a lead window will likely be required
- Lead lining in the walls of 1.8mm lead equivalent or more
- The CBCT room is exclusively for CBCT, Pan, and CEPH functions.
- Power transformer required for CS9600
- Rewiring of electrical and data to facilitate scanner installation
- Cabinetry for sundries and storage and wall mounts for PCs





# OFFICE FOR CANARAY REQUIREMENTS

## Physical Infrastructure

- 10ft x10ft room (or larger) for exclusive use by Canaray staff and patients
- May require:
  - Cabinetry for additional storage for Canaray sundries
  - Additional electrical outlets and ethernet jacks in specific regions
  - Dedicated fibre internet connection if the host office has a low-speed internet connection

## Patient Interaction and Services

- Patient check-in and check-out performed here
- Digital impressions performed here by Canaray staff
  - 3Shape TRIOS scanner



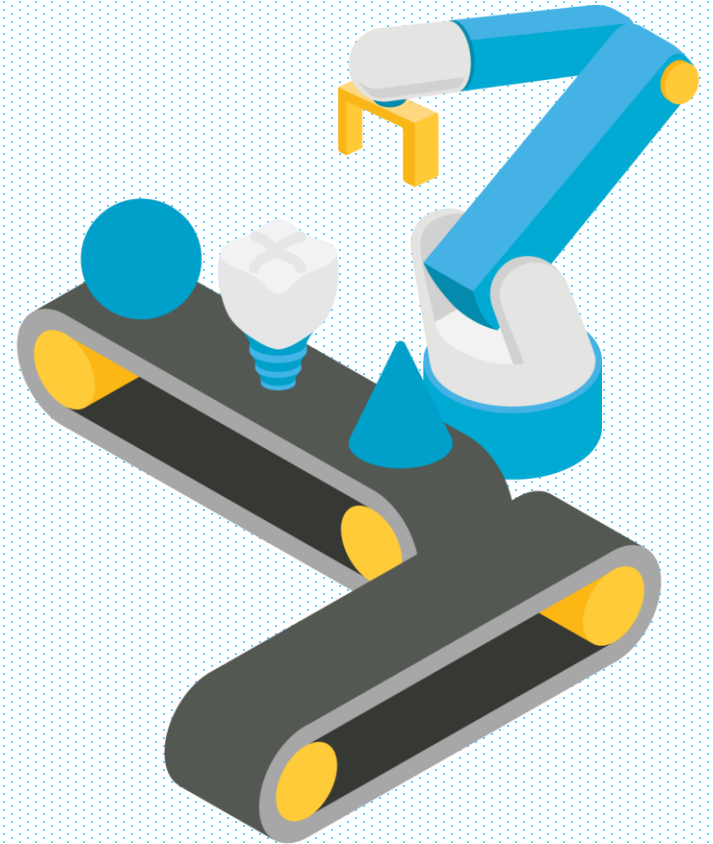
# OFFICE FOR CANARAY REQUIREMENTS

## Technology and Equipment

- Canaray does not use any practice management software of the host office
- Canaray does not use any payment processing of the host office

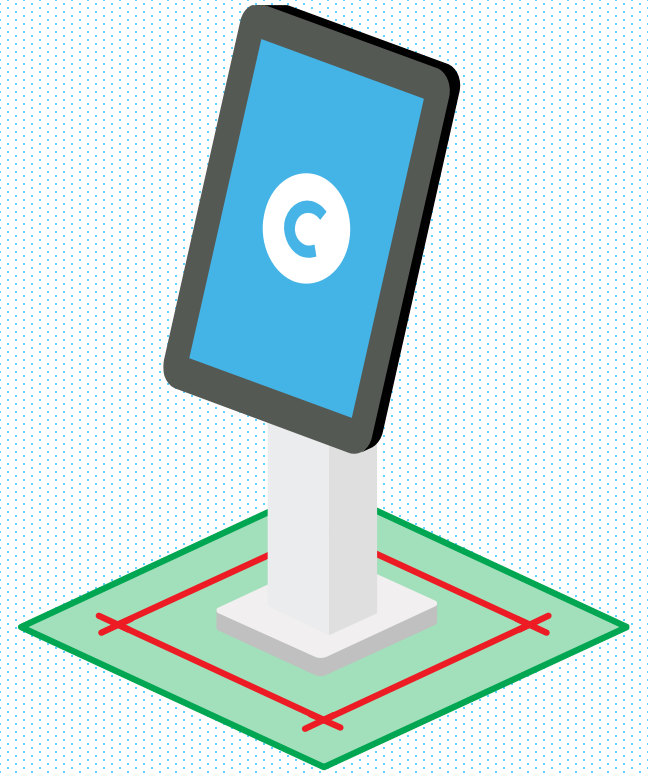
## CBCT Facility Permit

- Canaray will procure the CBCT facility permit
- Canaray will identify and supply a radiation protection officer for this CBCT facility
- Canaray will supply all the documentation necessary to satisfy the permit requirements
- Canaray will handle all inspections of the facility
- CBCT user permit (FACT or CFCT)



# CLINICAL REQUIREMENTS

Spatial amenities of your clinic



# WAITING ROOM

## Canaray Appointments

- Typically spaced far enough apart that patients will not require the use of the waiting area.
- In almost all instances, a patient will be seen as soon as they arrive
- The waiting area will never be full of Canaray patients

## Canaray Kiosk

- Installed in the waiting area with payment terminal There is no burden on the host office's reception staff
- Patients will self-check-in or have assistance from a Canaray staff member
- Connected via wireless internet - a wired connection will be necessary if the quality of internet is poor



# SIGNAGE

## Outdoor Signage

- Opportunities are available: Canaray will attempt to procure outdoor signage

## Indoor Signage

- The host office's indoor signage for the building will require updating in order to accommodate Canaray
- The front door of the office will have a Canaray vinyl sign
- The private consult room of Canaray will have a Canaray sign
- The CBCT room may have a Canaray sign



# AMENITIES

## Sterilization

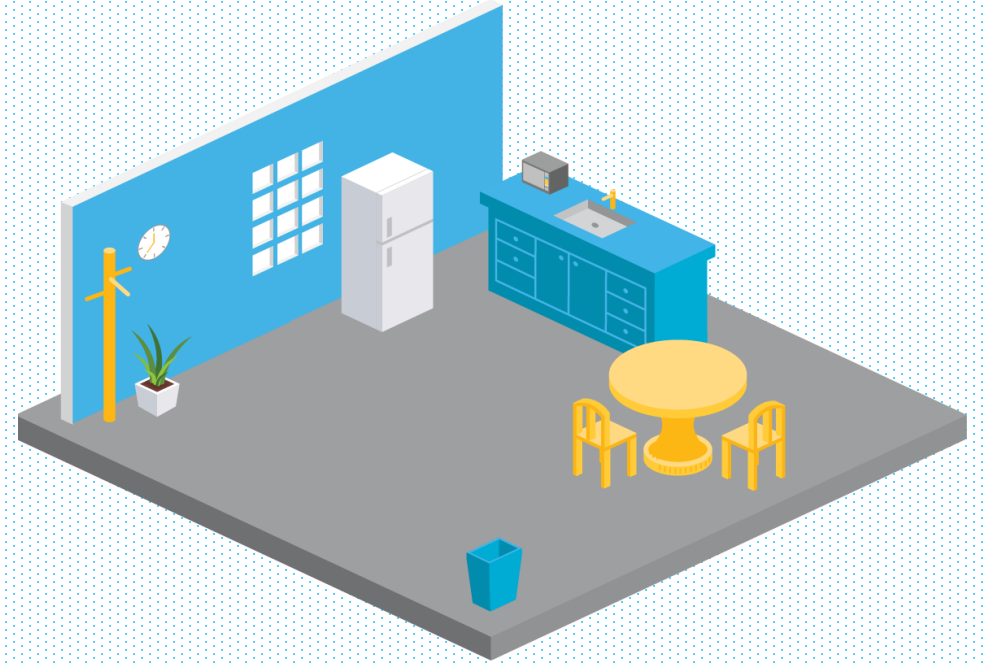
- The host clinic will supply sterilization of Canaray equipment
  - Typically includes trios digital impression tips, pan sticks
  - Only a minimal amount of Canaray equipment requires sterilization

## Staff room

- Canaray staff will use the host clinic's staff room and follow the host clinic's rules

## Washrooms

- Canaray staff and patients will use the washroom facilities available to the host clinic



# FINANCIAL REQUIREMENTS

Flexible options for your practice



# AVAILABLE FINANCIAL PLANS

## Pure Rental Arrangement

- Canaray will pay the host facility an agree-upon amount of rent to use the facility space and amenities, and for the “prescribing dentist” services of the onsite dentist
- Rent is based on patient loads and is automatically adjusted when patient loads exceed thresholds
- Facilities in *smaller communities* that will likely never see a full imaging patient load tend to select a pure rental arrangement

## Shared Fee Arrangement

- Canaray does not pay the facility any rent
- The host clinic accepts a measure of risk
- The host facility is paid a fixed amount on a per-patient basis
  - This payment covers the use of the facility space, amenities and covers the “prescribing dentist” service of the onsite dentist
- Facilities in *busy locales* with high patient loads (either from internal or external referrals) tend to select a shared fee arrangement.



# INTERESTED IN BECOMING A SATELLITE CLINIC?

**If your practice seems like a good fit, we'd love to have a chat!**

Contact our team to schedule a call for us to review how becoming a Canaray Satellite Clinic can unlock your practice potential.

Email: [grow@canaray.com](mailto:grow@canaray.com)

Telephone: 1 877 498 9729

