

In-Office Scanning Technology: Problem Solved!

**By Howell Schorr
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Labs**

Scanning Technology Problems

Over the course of the past 20 years many “technology” companies have offered solutions aimed at capturing the exact image of the foot. Not only did the image have to be exact but there also had to be software that would take the image and convert it into data that could be used by an orthotic lab to fabricate the correct custom made orthotic. The data collected had to be accurate but the overall in-office system had to also be very user friendly and provide the doctor with a custom orthotic that was precisely what he needed for the patient’s foot care therapy; doctors did not want to “settle” on a milled shell or a choice of only one or two types of orthotics that were made from the same basic shell type.

Over the past 20 years I have personally evaluated upwards of 15 technology companies offering in-office foot scanners. Some used laser scanning devices and many used pressure mats to scan the foot. The bottom line is that each and every one had limitations—i.e., too burdensome to capture data, took too long, difficult to “calibrate”, inaccurate/unreliable data, too expensive and, the most predominant problem of not being able to accurately duplicate a scan due to the number of variables (lighting, pressure, position, etc).



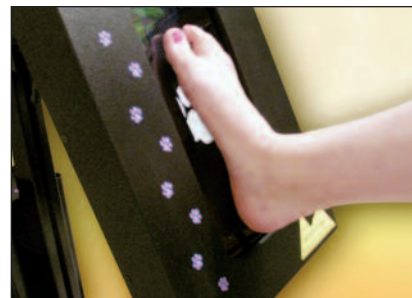
Our Solution

Our solution is the Tom-Cat Foot Scanner: the in-office scanning technology that works as well or better than traditional casting. No more messy casting, eliminates prepping and shipping casts, reduces turnaround by as much as 3 to 5 days, easy to train (plug and play), easy to operate with no calibration required, portable from room to room and easy to electronically transmit orders to our lab; saves time, saves money. This is the system that will completely change your mind about scanning technology.

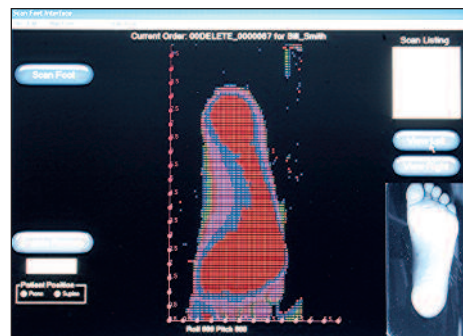
Tom-Cat introduced their in-office scanner almost 4 years ago and have thus far processed almost 100,000 scans with a perfect track record of never having a system returned.

From the moment the meticulously packed system is opened you can see the quality and care that goes into each Tom-Cat. Clear concise instructions, real time telephone support for the set up and any ongoing questions that may pop up 24/7. The system comes complete with the stand, scanner, a laptop computer and all of the cables and instructions needed (a network cable or wireless internet service is required). Once logged in, patient data is recorded and our ComfortFit interactive prescription form pops up. The feet are scanned (approximately 9 seconds /foot), the prescription form completed and with the push of a button all of the data is sent to the lab in just seconds and orthotic fabrication begins.

Circle #153



Easy Nine-Second Scan per Foot



Onscreen Prescription and Data



Finished Product

ComfortFit Tom-Cat User Testimonials:

Marilyn Henderson, DPM from Pennsylvania writes: “I have been using the Tom cat scanner since its inception in both of my offices. The quality of my orthotics equals or exceeds that of my plaster casts. Patients love the “high tech” approach and there is less mess than with plaster. The learning curve was short and except for a few “glitches” that were easily solved with a phone call, I am very pleased with my scanners!”

PROFILES

Comfort Fit...

Jason K. Rosenblum and Fred Diel, D.P.M. of Hammond Clinic Podiatry Department, Munster, Indiana write: *"We have been using ComfortFit Orthotic Labs' excellent orthotics in our practice for many years. With the assistance of the TOM-CAT scanner, which takes accurate scans of a patient's foot and immediately sends the image through the internet, we are able to dispense and deliver top grade ComfortFit orthotics to our patients quickly. The TOM-CAT scanner also eases the task of organizing and maintaining patients' orthotics records since the records are on the computer and assist us in explaining the benefits of each individual's orthotics. Finally, our patients just love to see scans of their feet!"*

ComfortFit Labs is proud to be a Tom-Cat partner and provide podiatry with this new fast, accurate, reliable, clean and simple to use technology. If you would like additional information or our "Getting Started" video, please contact our office and ask for Tom Calagna (888.523.1600) or Howie Schorr (888.362.2021), visit www.comfortfitlabs.com, email comfortfitlabs@aol.com, or circle #153 on the reader service card.

ComfortFit Orthotic Labs, Inc. is now celebrating their 10th anniversary and is still America's fastest growing orthotic lab.

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Lemi Usa's latest creation designed to meet the needs of its customers is the Sonium: a podiatry chair, characterized by a new and innovative design. The Sonium is thoughtfully configured for both the patient and doctor. Its soft mattress with lumbar and cervical support ensure maximum comfort for each patient and the adaptable height gives easy treatment access by adjusting to a minimum of 20". **Sonium, the podiatrist's choice.**

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