



European Regional Organisation of
the Fédération dentaire internationale



WG ERO Parity

Report

Dear Mr. President, dear Board members,

In the following pages I would like to inform you about the work within the WG Parity.

First I would like to mention all the WG members and consultants. The list of the WG members changed slightly. We started with these members:

Krainhöfner Jörg, Austria
Anna Lella, Poland
Gerhard Seeberger, Italy
Edoardo Cavalle, Italy
Vesna Barac-Furtinger, Croatia
Rodica Aldica, Romania
Bedros Yavru-Sakuk, Armenia
Ralf Wagner, Germany
Simona Dianišková, Slovakia

In the last period the Austrian member turned into consultant, Gerhard Seeberger left the group last year because of enormous work load in other REO working groups, Edoardo Cavalle was replaced by ANDI for the same reason by Bartholomeo Griffa, Rodica Aldica didn't participate in any meeting nor personally or by e-mail contact and the Romanian representation was so replaced by Voicu David. The responses from Germany were consulted and provided with Dr. Ralf Wagner and Mrs. Barbara Bergmann – Krauss.

Current WG members:

Anna Lella, Poland
Bartholomeo Griffa, Italy
Vesna Barac-Furtinger, Croatia
Voicu David, Romania
Bedros Yavru-Sakuk, Armenia
Ralf Wagner, Germany
Simona Dianišková, Slovakia

There were various sessions and consultations meetings where the WG members worked with the questionnaire. There was an informal meeting in the FDI congress in Montreal between Slovakia, Austria and Italy, where the basic questions and aims of the study were created and justified. In that time, the questionnaire had a special part where the prices of basic dental performances in various countries were examined. In Bratislava, in early May 2006, a consultation meeting with an Austrian delegate took part. The main topic was the relevance of requested data and possibilities of evaluated data use and possible misuse by other institutions. Next meeting of the WG was held on 24.05.2006 in Porto at the occasion of Plenary session meeting. Present were representatives from Poland, Romania, Croatia and Slovakia. The form of the questionnaire was set and consequently presented to the General Assembly in Porto. Within the presentation developed a very lively discussion on this matter. Major part of ERO delegated expressed objections against the part of questionnaire where the prices for dental treatments were listed. On the other hand there was an overall agreement with that part of questionnaires which investigated the expenses of dental practices. Resulting from the discussion at the Plenary meeting, Dr. Ralf Wagner from Germany has been appointed by the German delegation to give his valuable knowledge obtained by designing and evaluating similar questionnaires within Germany. The questionnaire gained after this meeting its latest form and was divided into 3 parts. Short description as it was sent to all the member associations with the request to fill it out follows.

Questionnaire no. 1 is titled "**Average dental practice**" and is divided into 5 pages. Page 1 contains questions on definition of an average dental practice in particular country. In pages 2 – 4 are the questions on costs analysis in average dental practice included. The last page is dedicated to investment costs by establishing of a new dental practice.



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Questionnaire no. II is titled “**Minimal dental practice**”. The aim is to examine minimum requirements on personal and material – technical equipment in dental practice. It contains 3 pages.

Questionnaire no. III is titled “**Internationally used dental materials**”. The purpose of this questionnaire is to make a price comparison of widely used selected materials in dental practice in European countries. Please feel free to add some other materials that you consider as representative.

And even WG members were concerned about the very detailed information required. In most of the requested countries there is no availability of such complex data.

Until today we obtained a fully filled questionnaire with relevant data only from Germany and Slovakia. After the discussion in ERO Board in December 2006 and reporting about problems with gathering the data, the Swiss dental association represented by Philippe Rusca proposed to take a simple table as template for data gathering. In this table which has a working title – Questionnaire part IV, only the percentage distribution of expenditures in practice is examined.

WG Parity - Questionnaire no. IV. - Dental practice turnover - expressed in %

Country:		
Year:		
Turnover	%	
Technical equipment and material	%	
Expenses (brutto, in %) 1	%	
Personal costs	%	
Expenses (brutto, in %) 2		%
Space costs	%	
Rental costs	%	
Overhead	%	
Insurance costs	%	
Energy, water, etc.	%	
Administration costs	%	
Marketing and other costs	%	
	%	%
Income 1	%	
Financial charges	%	
Income 2	%	
Write-off value	%	
Income 3	%	

We would propose in our WG meeting in Munich, that is planned for 09.02.2007, that only this questionnaire will be repeatedly sent to member organizations with the aim to get highest possible number of countries participating in the project. The original 3 part questionnaire will be evaluated only as a comparison between two countries – Slovakia and Germany. Beside this we will compare the prices of overall used dental materials, as offered by dental distributors in various countries (including internet market). As outcome of this actions we expect, there will be given a template (by original questionnaires I – II) for relevant data gathering in member organizations that think that it might be useful for themselves within their own country to investigate the



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situation. Further the part III (Price comparison of internationally used dental materials) can give us an overview if there is really a difference between prices of offered dental materials. From the part IV (Dental practice turnover in %) we hope to get an information how is the range of expenses distributed and if there is a significant difference between various European countries.

Simona Dianišková
Chairwoman WG Parity