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Uzbekistan's Ambitious Reforms



PRESS RELEASE

A Century of Excellence: The Greater New York Dental Meeting



NON PROFIT

Dr. Mayuri Kalyanpad From Patient to Doctor

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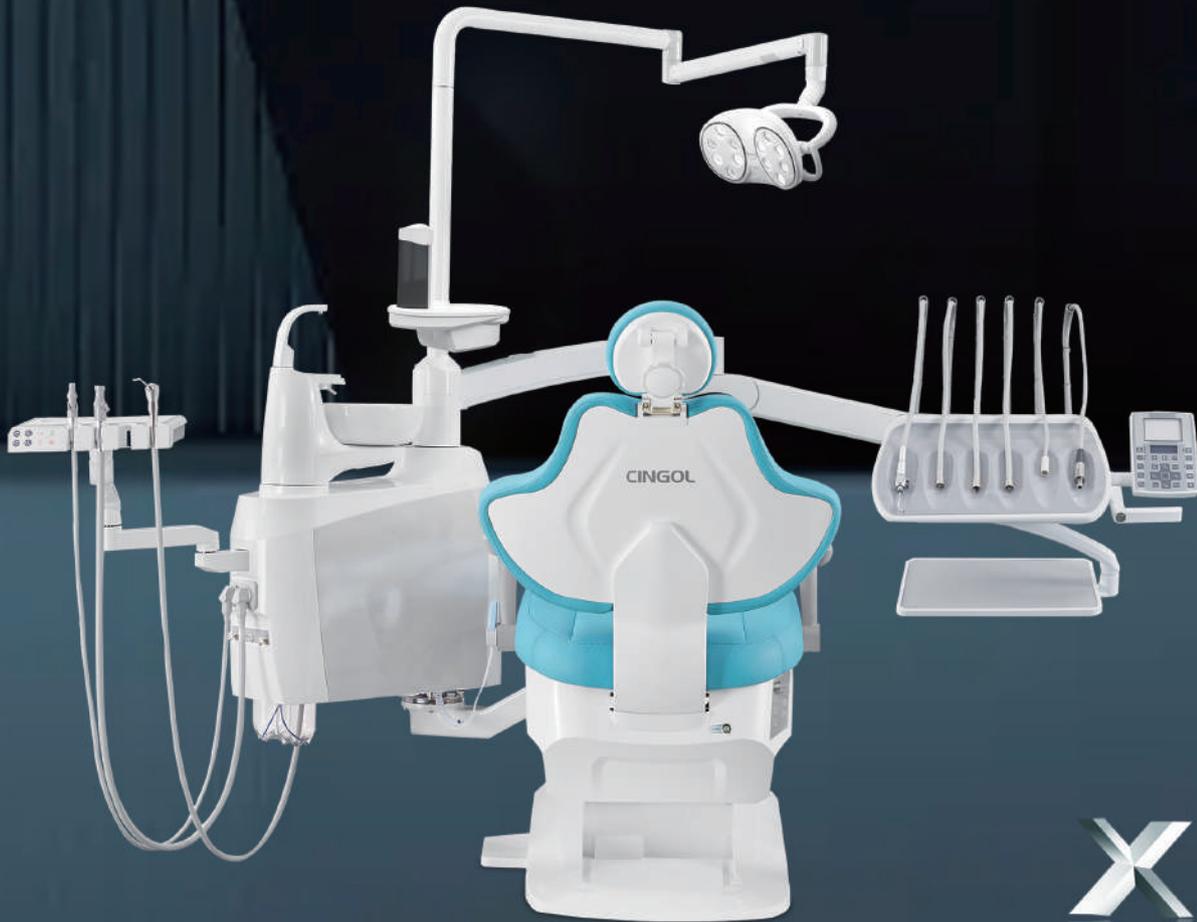


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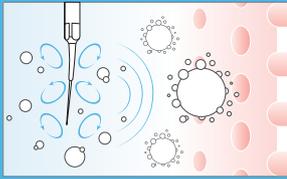


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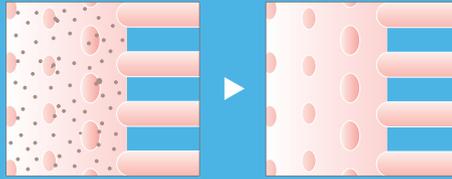


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A Well-Orchestrated Symphony

In today's digital world, effective marketing strategies are crucial for businesses to thrive and stand out. The utmost approach remains integrated marketing that focuses on creating a solid and recognizable brand identity across various marketing channels. Integrated marketing communication is about ensuring all your online and offline marketing efforts work together harmoniously to create a unified brand experience and deliver a consistent messaging across print and digital ads, social media, TV commercials, personalized branding, as well as sponsored events, ensuring your audience gets the same vibe wherever they encounter your brand. Coordinating various marketing channels to work cohesively, like a well-orchestrated symphony, allows you to maximize the impact of your marketing activities, it fosters brand loyalty and builds trust with your customers.



Nonetheless, in a competitive world as it is, social media platforms are not efficient just by themselves and with so many strategies to choose from, it can be overwhelming to know where to start and how to be effective! It is essential to understand how to make effective social media marketing, how to integrate them with other media, and the elements to combine to create a cohesive marketing strategy. When it comes to small businesses, or any business really, it is better to have too many than too few methods for communicating with your customer base. Magazines, mailing addresses, phone calls, emails, and contact forms on websites are all helpful. There are many strategic and creative tactics that you can employ in your approach. It can be challenging to know where to start!

Within the growing digital trends, social media usage remains one of the most popular online activities. With over 4.59 billion active social media users worldwide, it is hard to ignore the potential impact social media can have on businesses, of all sizes. While some business owners may still be resistant to the idea, statistics prove that consumers are on social media; there is a world of opportunity in that realm of hashtags, comments and likes. According to *Statista*, the number of users is projected to increase to almost 6 billion by 2027. Social media has become the new playground that unites all demographics. It is every marketer's dream come true: it offers free access to such a vast audience of potential customers for any product, a cost-effective way to build brand awareness, engage with potential customers, and increase sales. It is safe to say that most marketers are already using social media in their jobs.

To be successful, businesses must have a well-thought-out marketing strategy. But choosing the right marketing approach depends on factors such as resources available, business goals and objectives that resonate with target audience, and the level of integration needed. A communication agency can help businesses create a comprehensive marketing strategy that aligns with all this. Working with an agency can save, especially small businesses, time, and resources, allowing them to focus on what they do best – running their business.

A communication agency can provide businesses with access to a team of experts who have experience creating and executing successful marketing campaigns. By working with an agency, businesses can ensure content is high-quality, engaging, and optimized for each media. Additionally, agencies can help businesses monitor their social media accounts and track the success of their marketing campaigns through analytics and other insights.

As technology and consumer behavior evolve, marketing strategies will also need to adapt. So, keeping an eye on the horizon for new opportunities to engage the audience becomes essential. We, at *Infodent International*, understand that deciding the right marketing strategies can be daunting, especially for small business owners. Our team has extensive experience in B2B communication, highly specialized in the dental sector, and can collaborate with you to develop a cohesive and effective strategy to implement in a timely manner, just like a well-orchestrated symphony!



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ROEN has designed 4 fixation systems for oral surgery, **DUAL PINS** Hybrid pins for membrane and mesh fixation, **S-LINE** screws for blocks and mesh fixation, **FIT-LOCK** screws for mesh fixation, **PINJECT** classic pin.

Kits include manual drivers, CA drivers, burs (except for PINJECT) and refills.

The **autoclavable dispenser** is a valuable tool to complete all systems except for PINJECT PINS.

All screws and pins made in tita-

anium grade 4 and are self threading (except for PINJECT PINS). **S-LINE** and **FIT-LOCK** are cross cut connection and **DUAL PINS** are allen key micro connection.

PINJECT pins have a patented connection with the applicator and once withdrawn from the dispenser they are contained inside the applicator until they are inserted into the bone.

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The **ABA Spiral Implant**, alongside the MOR, RBM, ZYG and numerous other implants, are the testament to our wide range of solutions to dental professionals worldwide, coinciding with our commitment to quick and efficient global delivery with our signature same-day-dispatch shipping method.

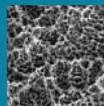
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REF. 100202

TITAN 8 is the first option (ref. 100202).
Distilled Water is loaded directly into the boiler.

TITAN AUTOFILL (ref. 100203) it also has a pump to suck distilled water from an external bottle.

- ✓ Made of stainless steel with high quality components.
- ✓ Digital pressure switch.
- ✓ Full and lack of water indicator.
- ✓ Connection cable with built-in differential switch.
- ✓ Drain tap with safety lock.

Specifications: 100202 and 100203

Height 36 cm • Width 27 cm • Depth 42 cm

Power 2200 W • Voltage 220 V, 50/60 Hz

Pressure 8 bar • Weight 12,5 kg • Boiler 3 L



External bottle not included.

REF. 100203

Additional Information: 100202, 100203

They are supplied with the following accessories:

- ✓ Power cord with built-in protection.
- ✓ Fine and long replacement nozzle.
- ✓ Replacement safety cap and 2 gaskets.
- ✓ Funnel and measuring cup (300 ml).

In models with direct connection to the water intake:

- ✓ Necessary hoses for water inlet/outlet connection.

Ref. 100202

- ✓ Manual filling.

Ref. 100203

- ✓ Manual filling.
- ✓ Autofill without previous cooling (**external bottle**).

ANODIZING UNIT

The anodizing unit for titanium is a simple device that allows you to process titanium dental elements quickly, easily and economically. The results are comparable to products belonging to a much higher category.

- ✓ Corrosion resistance.
- ✓ Wear resistance.
- ✓ Better adhesion and surface finish.
- ✓ Less release of metal ions.
- ✓ It works with a solution of water and sodium bicarbonate.

Specifications

Dimension: 207 x 245 x 160 mm • Weight: 2,73 kg

Voltage: 10~65 V • Power supply: AC220~240 V, 50/60 Hz

Power: 100 W • Anodizing time: 5 seconds

Appearance:

The anodic layer can be colored with different shades, giving the titanium a more attractive appearance than the original taupé.



Solution of water (600 ml) and sodium bicarbonate (20 g)



REF. 100295

Video explanation



Dental Tech

TRAY DENTAL TECH: news and restyling



Dental Tech trays, with their ergonomic design, realise the best relationship between the instruments contained and the box itself. They are light, manageable, stackable, compact, capacious and easily transportable.

Furthermore, they guarantee the safety of the instruments contained, preventing them from being lost during handling. The plastic materials used are highly impact-resistant and certified for more than 1000 autoclave sterilisation cycles.

The new **"Tray IM" Surgical Kit** allows the clinician to work with a single surgical instrument kit, regardless of the implant line used.

Only the One-piece implant has a dedicated tray.

Furthermore, Dental Tech provides professionals with a Tray dedicated only to the prosthetic phase to avoid having to use, and consequently open and re-sterilise, all the surgical instruments even if not used.

More information at:
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IAO - EAO - SidP 2024, Level 0 - South Hall, Booth C12
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Spiraling in Control - New NeoDiamond Spiral Burs



Microcopy's **NeoDiamond Spiral burs** are specifically designed to deliver superior cutting efficiency. They enable fast and easy crown preparation and abrasion of different materials such as ceramics, hypermineralized enamel and old metal restorations.

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smoothly. This translates into less clogging and a more efficient cut.

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NEODIAMOND. NeoSpirals



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Chinese Story

In traditional China, every year is assigned an animal 'sign' and it is called Chinese twelve Zodiac. 2024 is Year of the Dragon. All the friends are healthy and happy in the Year of the Dragon!

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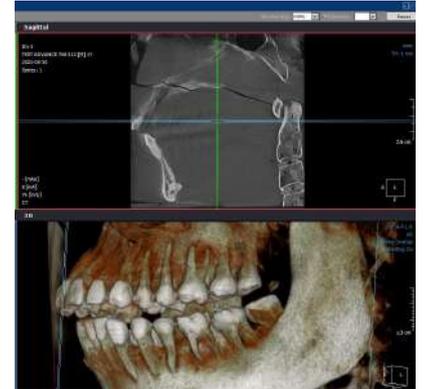
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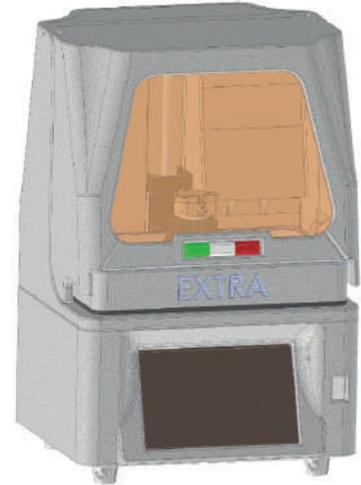
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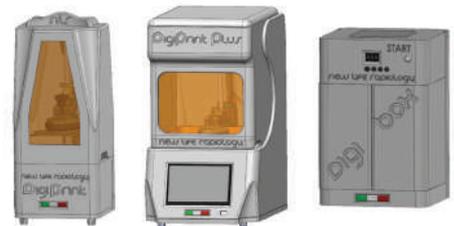
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Talleres Mestraitua

Mestra Eolo Induction aspiration unit Ref. 08053



Its new “brushless” induction motor extends its useful life between 5 and 10 times compared to traditional models, with an innovative double filter system optimized for work in the dental laboratory. It can be mounted with HEPA filter. It easily adapts to the laboratory furniture, filling a minimum space. In addition, the ergonomic design facilitates its use and mobility. The electronic control with LCD screen is equipped with protection systems against overloads or obstructions in the suction mouth and with a visual indicator of the filter filling

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TeKne Dental

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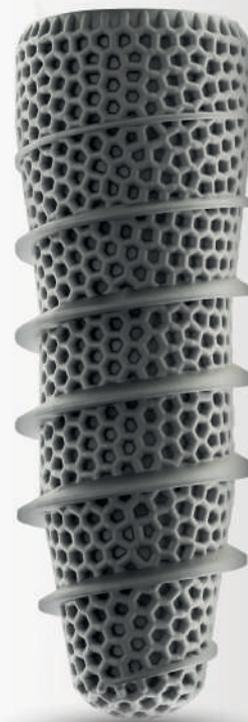


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[1]: D'Ercole, S.; Mangano, C.; Cellini, L.; Di Lodovico, S.; Atalayin Ozkaya, C.; Iezzi, G.; Piattelli, A.; Petrini, M. A Novel 3D Titanium Surface Produced by Selective Laser Sintering to Counteract Streptococcus oralis Biofilm Formation. Appl. Sci. 2021, 11, 11915. <https://doi.org/10.3390/app112411915>

[2]: Gallorini, M.; Zara, S.; Ricci, A.; Mangano, F.G.; Cataldi, A.; Mangano, C. The Open Cell Form of 3D-Printed Titanium Improves Osteoconductive Properties and Adhesion Behavior of Dental Pulp Stem Cells. Materials 2021, 14, 5308. <https://doi.org/10.3390/ma14185308>

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Sia Orthodontic Manufacturer

Simplifying Class II Subdivision Treatment by using the BT2 Device

Experienced orthodontic clinicians often report that severe deep overbites, ranging from 75-120%, are one of the most challenging orthodontic treatments and, according to William Proffit in his "Contemporary Orthodontics," deep bite prevalence varies depending on age, gender, and ethnic group.

In such malocclusions, molars' position on the class II side is the discriminating factor in classifying the malocclusion into two subtypes: a more distal positioning of the mandibular molar is characteristic of type 1, while the class II subdivision type 2 occurs when the maxillary molar drifted more mesial than the contralateral one.

Consequently, in malocclusions of this type, there is always a mismatch between the upper and lower midlines. The teeth disclusion provided by the **BT2s** offers several advantages.

It speeds up teeth movements so that the leveling and alignment phase is faster if combined with a fixed appliance, allowing for the change to subsequent archwires. In addition, BT2s make the correction of asymmetric malocclusions easier by helping reposition the lower jaw.

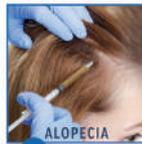
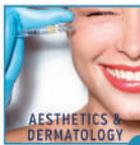
The **BT2 mechanism of action** increases the vertical dimension and reduces muscle hyperactivity. As the bite is opened with the application of BT2s, elastics in a rhomboid pattern (1/4", 4.5oz) are used posteriorly to erupt the buccal segments by lifting the curved archwires occlusal and to intrude the incisors mildly with low resistance in the brackets.



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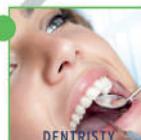
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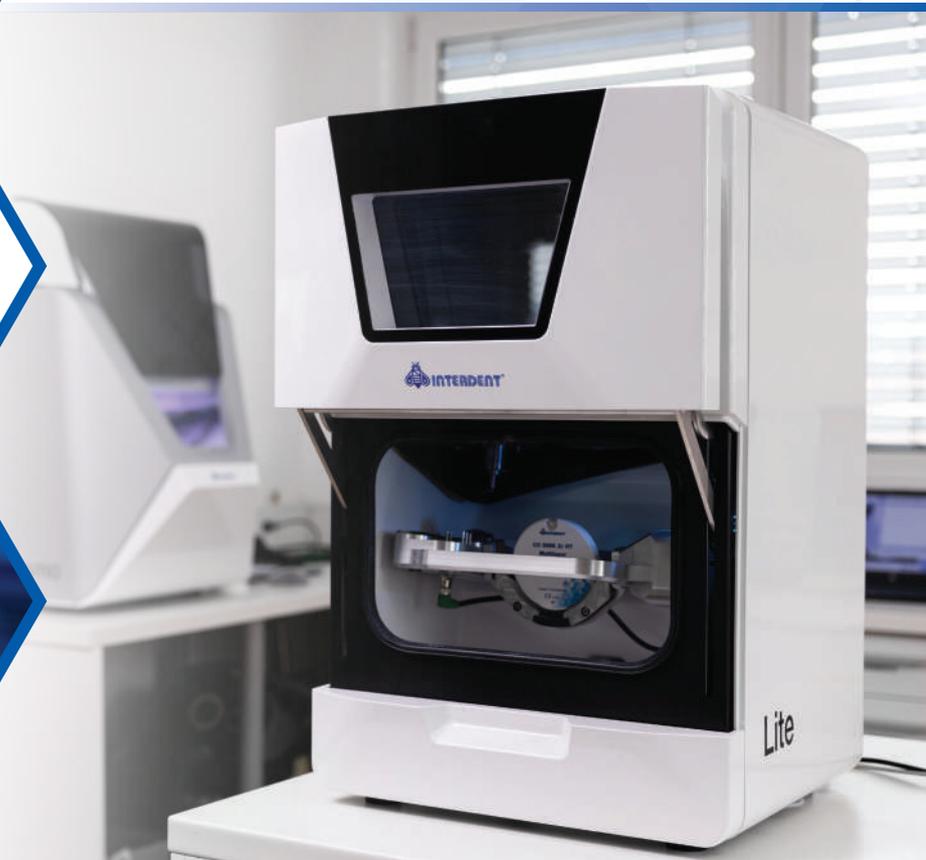
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exocad "Insights 2024", Palma de Mallorca.

4th International Congress for Dentists and Dental Technicians.

The international event will be held in Palma de Mallorca, Spain, on 9th and 10th May, offering a high-level program and many opportunities to connect with the digital dentistry community.

Among the leaders in the sector, we have interviewed prof. Dr. Guilherme Saavedra, Clinical Associate, from Brazil, who at Insights 2024 will be showing us how to create a perfect natural smile.

Dr. Saavedra, you are a professor at the São Paulo State University and Faculty of Dentistry - Lisbon University. What do you like about teaching?

Initially, I would like to thank you for the invitation to participate in this interview. Teaching is gaining significance!

I love teaching because it is the most effective way to learn and overcome challenges. Being a teacher means being willing to share and always learn. The secret is: be willing to accept new challenges. We all want to have good results and success! I seek significance. Success is a fundamental ingredient in people's lives. Do you know the difference between success and significance? Success is the objective that meets your expectations. Significance is that you extend your success to other people. I seek to make a positive difference in this world. The method I use is PBL (problem based learning).

In your dental practice, how do you choose the products you use?

Products are selected based on the companies' concepts and philosophies. I love using products that are aligned with what I believe is best for my patients. The best thing is to make them smile. I work with few companies. exocad changed my professional life, broke paradigms.

What role do the exocad products you use in the treatment play for you?

The most important role: Integration: exocad products support decision making and the construction of a virtual patient. The future of my profession is in software. Because it is through them that we gather all the information, understand the problem (diagnosis), the limitations of the clinical case, simulate different solutions and most



Dr. Guilherme Saavedra

- Clinical Dentist at Saavedra Digital Dentistry Academy
- Associate Professor at Institute of Science and Technology – São Paulo
- School of Dentistry, São Paulo State University – UNESP – Brazil.
- Visiting Professor at the Faculty of Dental Medicine, University of Lisbon, Portugal – FMDUL

importantly, we make the best decision with the patient's participation. It is a powerful form of communication and planning. The professional of the future needs to understand that we will live in the era of the dentist/intellectual technician. In the same way that during the construction of a building the engineer calculates the foundation and the architect defines the correct division of spaces, the construction will be carried out by a professional who only needs to carry out a technical work protocol. The most important thing is not who carries out the work, but who made the decision on what and how to do it. I believe that our profession is heading in this direction. The general

dentist is invading specialties such as orthodontics, implant dentistry, among others. Why does this happen? Because technology supports decision making and execution. It is common to see professionals with little experience performing procedures intended, in the past, for professionals with a lot of experience. This promotes an abrupt change in the job market. I don't want to say whether it's better or worse, but it's different. We live in a phase of constant change and the need to invest in continuing education. Anyone who manages to absorb all of this and adapt could have a fabulous result. Technology enhances our results, both good and bad! You just need to choose your path.

If you had to choose an exocad product. Which would it be? Why?

Do I really need to choose one? LOL. Couldn't it be at least 2?

I confess that I can no longer work without exocad products (exoplan, DentalCAD and ChairsideCAD). I'm a fan of exocad! A company aligned with modern life, human and professional evolution. Define it as the CHOICE that meets our needs and reduces distances at a time when Dentistry is transforming and creating dependence on the speed of procedures without losing precision and the final quality of the work!

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exocad

Innovative Digital Workflow for Implant supported prosthesis



Dr. Ricardo Velazquez

Dynamic Abutment Solutions has recently developed a universal guided surgery kit for implant placement that allows modification of the offset since the design of the guide; allowing the placement of the implants in the prosthetically planned position, thanks to the different lengths of the drills and the specific implant mounters.

The placement of implants at a depth where soft tissue or bone does not allow the entry of mounters with default lengths is a major limitation in the case of fully guided surgical placement.

This article describes in detail how the use of a surgical kit that allows modifications made during the planning offset to be taken to surgery is a very useful tool for fully guided and accurate implant placement and digital tools to further assist in the rehabilitation.

The use of SCAIS (Static Computed Implant Surgery) has become an everyday technique in implantology practice due to its many advantages that have been well documented over the last few years.

One of the main limitations in the case of guided surgery is the planning offset, which will indicate the position of the sleeves or limit as far as our drilling should go. Being the same sleeve the one that will indicate the final position of our mounter and, consequently, of our implant. This offset will be linked to the manufacture of the drills and conveyors of our surgical kit to be used.

However, in specific cases where soft tissues, teeth or the patient's own bone do not allow us to place the sleeve deeper due to a collision with these tissues, it becomes a real limitation that in some cases restricts the final position of the implant.

In some situations we can change the planning offset, and change the length of the drill as well; however, when it comes time to use the mounter to bring the implant into the final position, the mounter is usually only manufactured in a single length according to the original offset with which the system was created. This limits the restrictive guided placement of the implant significantly and the final position of the implant.

This article describes how the use of a universal surgical kit can solve this type of limitation and make the most of our guided surgery.

CLINICAL CASE

60 year old male patient visits the clinic with the desire to restore his oral health in a fully comprehensive manner.

Upon physical examination we found absence of teeth in both jaws and remaining teeth with recurrent caries, advanced periodontal disease and mobility; with a poor prognosis for function and aesthetics. We proceeded to take all the preparatory records such as: scans, photographs, x-rays, tomography and other diagnostic elements for the planning of rehabilitation by means of dental implants.



Fig. 3



Fig. 4

According to the prosthetic planning in the co diagnostix software, it is decided to extract the remaining upper teeth, leaving two teeth temporarily for stabilisation of the surgical guide and as a reference for the immediate scanning after the placement of 4 single-stage implants (Fixo. Oxy. Italy).

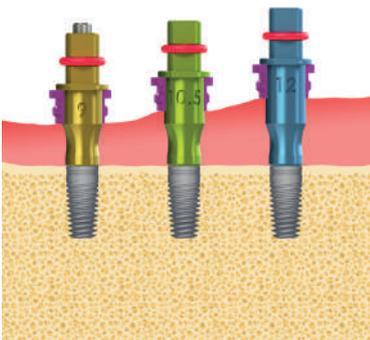


Fig. 1

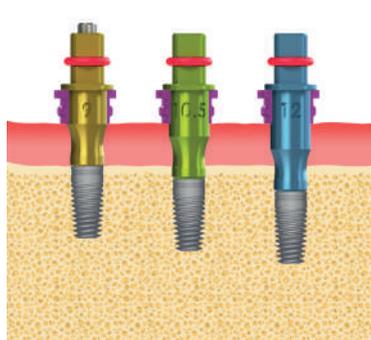


Fig. 2

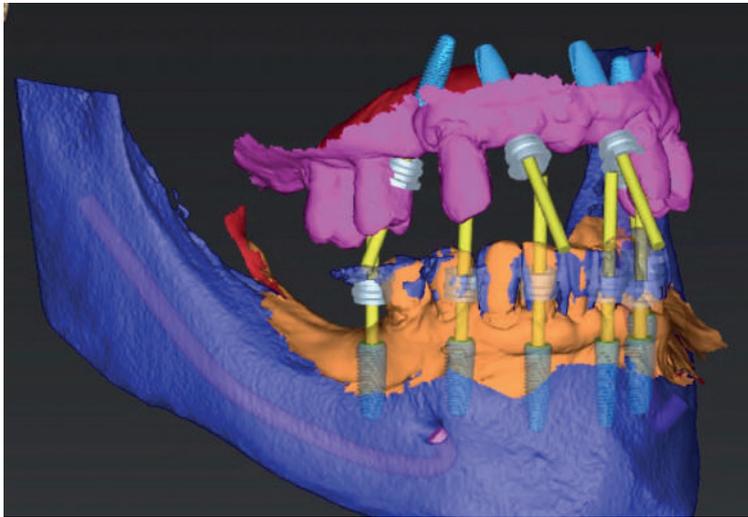


Fig. 5 Benjamin Mancilla (Lab.Trascendent)

In the lower part the extraction of the remaining teeth is planned and the immediate placement of 6 implants (dynamic hex. Cortex . Israel) and the immediate placement of Multi Units Abutments (MUA. DAS. Dynamic Abutment Solutions. Spain). However, when planning for the lower implants at the same level, there is a collision of the sleeves with the bone that prevents the placement of the implants at the same level (fig. 6), so the offset of the anterior implants is modified to ensure the correct position in the guide, avoiding interference with the bone and placing the implants at the same level (fig. 7).

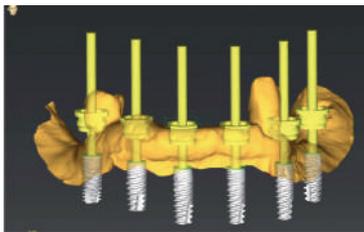


Fig. 6

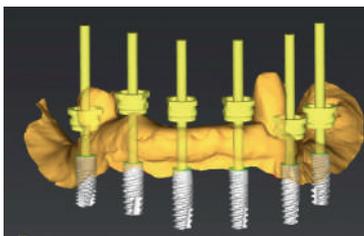


Fig. 7

Dental extractions are carried out, temporarily leaving some teeth that will help to stabilise the guide in a correct position at the moment of placing the implants, as well as being a reference at the moment of matching the scans for the immediate prosthesis.

Once the surgical guide is stabilised, the osteotomies and placement of the lower posterior implants are performed, while the length of the anterior implants is changed in the drilling sequence according to the modified offset, which corresponds to the moulder, colour-coded according to the length of the offset.

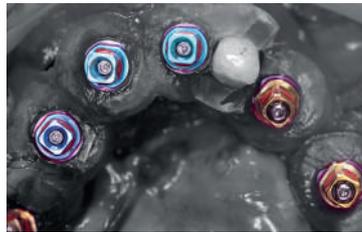


Fig. 8

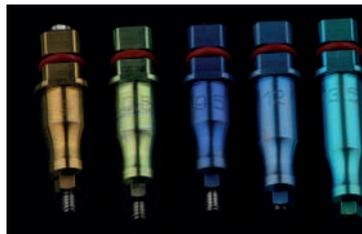


Fig. 9

Immediately after implant placement, the MUA Abutments are placed (Dynamic Abutment Solutions)



Fig.10

In the maxillary case, the implants with integrated MUA Abutment (monoimplantes fixo . oxy italia) are placed and scanning is performed before extractions of the remaining teeth that will serve as a reference for the scan and the position reference in the design software.

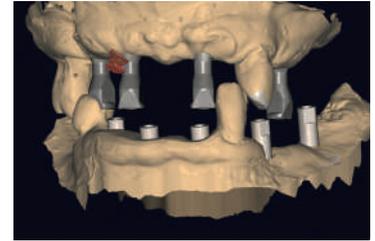


Fig. 11

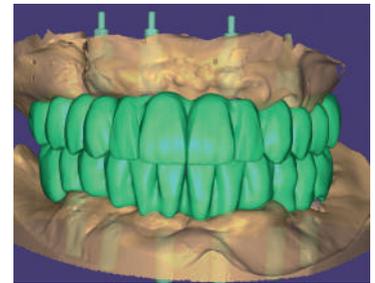


Fig. 12



Fig. 13 a-b

The immediate prostheses are milled in PMMA and fitted on their corresponding bases, adjusted and radiographically checked for proper seating.

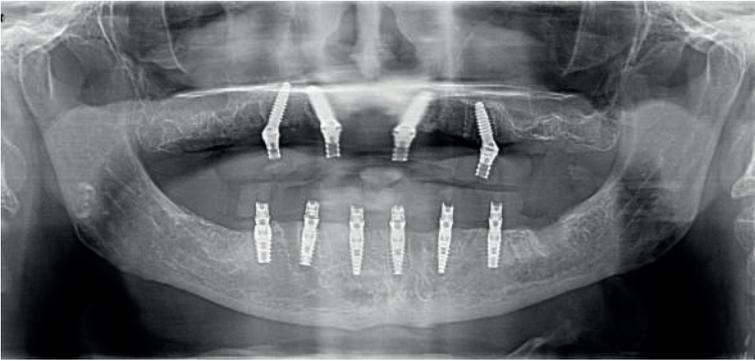


Fig. 14



Fig. 16 Lukas Wichnalek, Rafael Díaz (Soul Dental Arch)



Fig. 17



Fig. 15

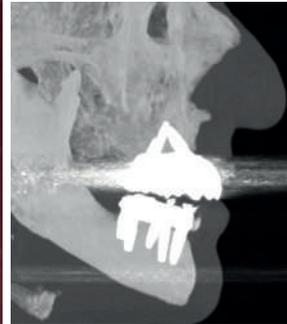


Fig. 18

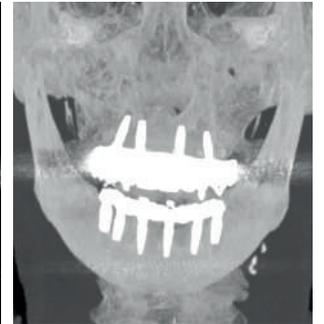


Fig. 19

After 6 months the patient returns and records are taken for the final prosthesis.

In this case the lower prosthesis is made of a titanium bar and a PMMA superstructure and the upper part is made of a titanium substructure and a zirconia structure.

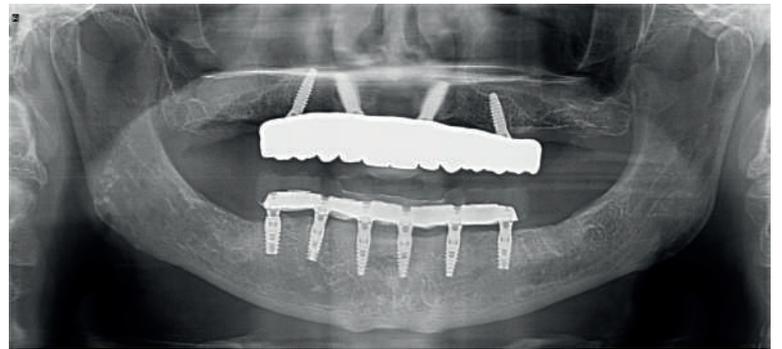


Fig. 20

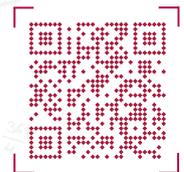


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Focus

Market of 35 million people

By far the most populous country in Central Asia, with strong rate of population growth. Much is under 35 years old, leading to higher propensity to consume. The middle class constitutes an important segment of the population with good entrepreneurial vitality.

Gateway to a market of over 300 million people

Toward CIS countries, with reduced transport costs, due to its geographical centrality, as regards exports from Europe.

Uzbek Market Potential

A good industrial structure (automotive, hydrocarbons, electronics, chemicals, pharmaceuticals, food) placing strong emphasis on modernization and acquisition of high technology. However, competition is very tough, especially with China.

At the heart of Central Asia

It plays a key role in both the economic development and the security of the region and is thus an important partner country for Europe and other world countries in terms of development cooperation.

Key reforms

Aware of the country's imperfect record, the government has made the fight against corruption and respect for the rule of law one of the reform's cornerstones. According to transparency International, in 2019, the country ranked 158th out of 180 countries.



Uzbekistan's Ambitious Reforms

focus



Author: Silvia Borriello
Editorial Director
silvia.borriello@infodent.com

After a long period of standstill, Uzbekistan's President, Shavkat Mirziyoyev, elected in 2016, has embarked on an ambitious course of reform aimed at turning the country into a democratic market economy and is putting a focus on regional and international cooperation. Looking to the future, such an evolving country, recording discrete rates of economic growth, could play an important role for international trade.

Uzbekistan is a landlocked country with a long history of protectionism and state interventionism in all economic sectors that have, for decades, slowed down economic growth and isolated the country's productive system from international demand. **Although its economic-commercial system remains conditioned by pervasive control by the authorities on every type of activity, mainly aimed at strengthening national production, President Mirziyoyev's ambitious reformist agenda includes a substantial opening towards foreign countries.** The aims of his "Development strategy for a new Uzbekistan 2022-2026" include increasing the effectiveness of the

President Mirziyoyev has approved several measures to reform the economic sector, that have improved the investment climate, removed key market distortions, and unlocked the potential of private entrepreneurship (reducing the weight of the State, most specifically in economic-productive activities and in terms of the regulatory and control framework). Among the reforms, are grants to foreign investments (taxes frozen for 5 years from the registration of the Company), in particular in the three existing Free Economic Zones (Navoi, Angren and Jizzah, to which four others have been added), where they will enjoy customs exemptions (for the import of goods not produced in Uz-

” After Uzbekistan became independent in 1991, it was under the authoritarian rule of Islom Karimov for 25 years. After Karimov's death in 2016, Shavkat Mirziyoyev, for many years the country's Prime Minister, was elected as the new president and reelected in 2021.

Population	35.7 million
Government	Presidential Republic (with most important political powers in the hands of the president)
Language	Uzbek official language; Russian remains a vehicular language
Religion	Islam (96.5%)

	2020	2023 est.	2024 est.
GDP per capita at current prices (US\$)	1,796	2,486	2,600
Unemployment rate (%)	7.5	6.4	6.1
Export of goods & services (% of GDP)		30.4	
Import of goods & services (% of GDP)		43.5	

administration, strengthening the rule of law, and developing a free civil society, developing the private sector, stimulating domestic and, above all, foreign investments, and improving the social protection system. Since his elections in 2016, aware of the need to improve the general climate to stimulate investments,

Uzbekistan) and tax (for 3, 5, 7 or 10 years depending on the amount). The first positive effects of these reforms are already visible. Among other things, a ban has been imposed on using children and forced laborers in cotton harvesting. Measures like these have paved the way for Uzbekistan to be included as one of ten countries

worldwide in the European Union's GSP+ system of trade preferences. And there have been other remarkable achievements. For instance, the expenditure on drinking water supply has quintupled, giving 73% of the population access to clean drinking water, the number of kindergartens has tripled, giving 60% of children access

The Autonomous Republic of Karakalpakstan is in western Uzbekistan. In July 2022, violent protests broke out, leaving several people dead and wounded. The protests had been sparked by the constitutional changes planned by the Uzbek government. According to these changes, the constitution should no longer explicitly mention the sovereignty of Karakalpakstan, which is currently enshrined in the constitution, including the right to secede from the Republic of Uzbekistan. In response to the unrest, President Mirziyoyev sealed off the region and declared a state of emergency. After the plans to amend the constitution were dropped, things calmed down again.

Karakalpakstan covers nearly 40% of Uzbekistan's territory; the autonomous republic has about two million inhabitants.

to pre-school education, and thanks to scholarships the share of young people with a secondary education has increased from 9 to 25%.

In its foreign policy, Uzbekistan is committed to neutrality and non-alliance. Its heavy economic dependence on Russia makes it difficult for Uzbekistan to take a clear stance on Russia's war of aggression against Ukraine. **The country is working to expand Central-Asian cooperation and is scaling up its activities in regional and international organizations.** In July 2022, the European Union and Uzbekistan concluded negotiations on an Enhanced Partnership and Cooperation Agreement which includes new areas of

cooperation and significantly improves the regulatory framework for trade and economic relations.

Not excessively affected by international recession of recent years, the country, according to official figures that need, however, to be considered cautiously, has recorded a constant growth rate of around 8% (only interrupted by the COVID-19 health crisis in 2020). **According to figures, Uzbekistan's economy has become more dynamic, witnessing a 7.4% GDP growth rate in 2021, driven by a surge in domestic and foreign investments and a recovery in domestic consumption.** Within a framework of stable political situation, there is much expectation for the reforms,

which remain crucial for the stability of the country socio-economic factors (in response to the tumultuous demographic growth, which is not absorbed by the labor market; improvement of living conditions of the population; reduction of regional gaps). Government projections show a possible acceleration of economic growth in the coming years, due to further expansion of domestic and foreign investments, greater access to credit, greater domestically driven demand due to wage increases, further price liberalization and greater exports. In 2020, Uzbekistan ranked 69th in the World Bank Doing Business Ranking, with a continuous improvement compared to the past.

President Mirziyoyev, re-elected in 2021 after a first term in 2016 (succeeding Islam Karimov who ruled the country since independence in 1991), has set up a broad reform program for a New Uzbekistan for the period 2022-2026, which includes seven priority areas:

1. GDP per capita expected to increase 1.6 times over the next five years, due to high growth rates.
2. Abolition of monopoly on electricity supply and introduction of market mechanisms, as part of the energy sector transformation process.
3. To attract 120 billion dollars of investments, of which 70 billion dollars of foreign investments, over the next 5 years.
- 4 Exports volume expected to increase to \$ 30 billion by 2026 and share of private sector in exports up to 60%.
5. Farmers' income expected to increase at least twice, ensuring at least 5% annual growth in agriculture.
6. Implementation of five-year programs in districts and cities, ensuring an equal development of provinces by increasing provincial economy by 1.4-1.6 times.
7. Volume of services expected to increase 3 times in the next 5 years, with the creation of 3.5 million new jobs in the sector. Informal service sector economy expected to decrease by 3 times (now exceeding 50% of GDP). The number of domestic tourists expected to increase to over 12 million, foreign tourists to 9 million and to double number of people employed in tourism to over 500 thousand.

Uzbekistan's Progress in Reforming its Healthcare System



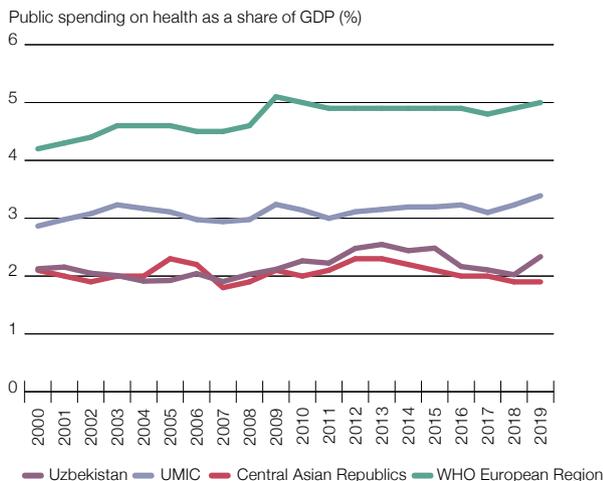
Just as most former Soviet Union countries, Uzbekistan's health sector has suffered since the loss of the former Soviet Union government's subsidies and support. The quality of its healthcare declined and emigration deprived the health system of many practitioners. Since then, the country has rolled out several key health schemes to enhance productivity and simultaneously ensure proper accessibility. Furthermore, in recent years, it has embarked on an ambitious process to modernize and expand its health system and make progress towards universal health coverage. These developments have laid a robust foundation for future changes and have increased capacity to develop a more efficient and responsive national health system.

Over the past twenty years, Uzbekistan's health system changed drastically from the inherited Soviet health system. Healthcare provision in the country is primarily public, with a national healthcare plan which guarantees citizens the right to access free healthcare. **A basic benefits package is paid for and**

provided by the state and officially free of charge to all citizens but, for most of the population, many health services (including many primary, secondary, and tertiary services) fall outside the scope of this package. Between 2017 and 2019 government spending on health increased quite sig-

nificantly, but so did out-of-pocket expenditure, now accounting for over half of health spending. The package includes primary care, emergency care and specialized care for groups of the population classified by the government as vulnerable. It also includes care for certain "socially significant and

Public spending on health as a percentage of GDP is higher than in Central Asia overall

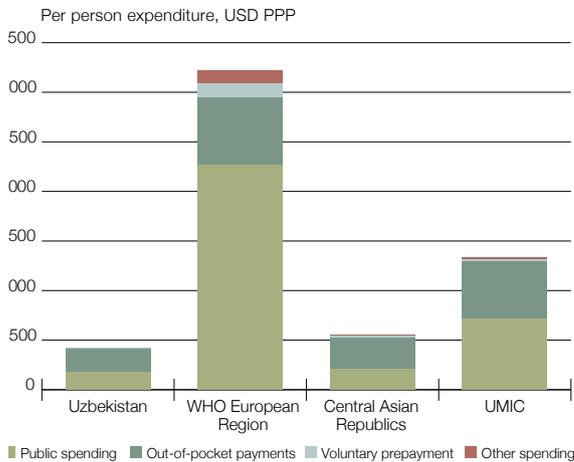


Notes: GDP: gross domestic product; UMIC: upper middle-income countries in the WHO European Region; averages are unweighted.

Source: European Observatory on Health Systems and Policies, WHO Europe, Susannah Robinson. Reference Numbers ISBN: 978 92 890 5922 0

” One of the consequences of poor employment prospects is high labor migration, particularly to Russia. In 2021, migrants sent home remittances for a total of about 8 billion US Dollars, the equivalent of almost 12% of Uzbekistan’s GDP

Health expenditure per capita is slightly below the Central Asian average



Notes: 2019 data. PPP: purchasing power parity; UMIC: upper middle-income countries in the WHO European Region; averages are unweighted.

Source: European Observatory on Health Systems and Policies, WHO Europe, Susannah Robinson. Reference Numbers ISBN: 978 92 890 5922 0

hazardous conditions”, including diseases such as poliomyelitis, tuberculosis (TB), leprosy, HIV/AIDS, and syphilis, and certain noncommunicable diseases such as cancer. **The de facto package largely excludes secondary and tertiary care, as well as outpatient pharmaceuticals, for significant parts of the population.** This can create incentives for patients to visit emergency care, which is provided free of charge, and generally considered to be better provided with equipment, medical aids and devices, and medications than other publicly run health facilities.

Inpatient public facilities are permitted to charge fees for services provided outside the state-funded package. As voluntary health insurance is not common, shortfalls for health needs not met by state-funded services are usually paid for fully out of pocket by individuals (especially the chronically ill), with consequences for financial protection and access to services.

The Ministry of Health is the lead agency in organizing, planning,

and managing the health system, and regulation is almost exclusively managed by the government. The system has three levels: national, regional, and district or city level. Having been an extremely centralized system under the former Soviet Union, Uzbekistan has gradually been introducing elements of decentralization to regional and district levels, especially on administrative issues. State health services are funded through national taxation, and health workers in the public sector are salaried employees.

Addressing health inequity - Uzbekistan has started a far-reaching and ambitious process of health system reform, that includes fundamental changes in service delivery and health financing arrangements, as well as digitalization of the healthcare sector, with an overall objective for Uzbekistan to improve the health of the whole population through universal health coverage (UHC). **Comprehensive health service delivery reforms are currently under way, to bring health services closer to the pop-**

ulation, following the “Concept on health development of the Republic of Uzbekistan 2019–2025”, adopted in 2018, with plans to revise the package of services and medicines, including a presidential resolution establishing mandatory health insurance. This concept is being put into practice, since 2021, through a pilot project in Syrdarya oblast (region), with the intention to expand the new system to other regions and eventually implement planned reforms throughout the country. The government’s intention is to scale up these reforms to the entire country by 2025.

Scan the QR Code for the full article



World Oral Health Day 2024: Empower Everyone, Everywhere to Value and Care for Oral Health

By Ms Saima Wazed,
Regional Director, WHO South-East Asia Region



20 March 2024 - On World Oral Health Day on 20 March 2024, the World Health Organization is calling for action in countries of the South-East Asia Region and among partners to promote oral health and reduce the burden of oral diseases.

Oral diseases are among the most common noncommunicable diseases worldwide. Despite being largely preventable, there were estimated to be more than 3.5 billion cases of such diseases and other related conditions globally in 2019. It is unfortunate that between 1990 and 2019, estimated case numbers of oral diseases in the world increased by more than 1 billion - a 50% increase.

These diseases impact health systems, economies, and individuals in participating in society and achieving their potential. They cause physical symptoms, functional limitations, and a detrimental impact on emotional, mental, and social well-being.

Against this backdrop, WHO Member States at the Seventy-fifth World Health Assembly agreed to adopt a global strategy on oral health, including a framework for tracking progress with targets to be achieved by 2030. The global strategy sets the bold vision

of universal health coverage (UHC) for oral health, reaching all individuals and communities by 2030. This enables people to enjoy the highest attainable state of oral health and live healthy and productive lives, including by tackling social and commercial determinants and risk factors of oral diseases and conditions.

Among the six WHO regions, South-East Asia reported the highest number of oral diseases and conditions in 2019 - approximately 900 million cases - reflecting the Region's large population. Our Region also has the world's highest oral cancer incidence and mortality, with the estimated age-standardized mortality for males at 8.1 per 100 000 being more than double the global average of 3.7 per 100 000.

The incidence rate for males and females at 14.4 and 4.5 per 100 000 respectively are also more than double the global average. Across our Region, the oral disease burden also shows strong inequalities, with higher prevalence and severity among poor and disadvantaged populations who generally have lower access to prevention, care, and rehabilitation.

Fulfilling its commitments to technical guidance, WHO provided actionable guidance and technical support to all countries through the Action Plan for oral health in South-East Asia 2022-2030. The Action Plan focused on addressing the burden of oral diseases and conditions specific to the Region and the inequalities in access for vulnerable groups.

Four countries in our region have formulated national plans aligned to the Regional Plan which was approved in 2022. The key actions that are being adopted by countries include:

- developing packages of essential oral health services that meet priority needs to be delivered in primary health care settings
- designing innovative and effective workforce models with the engagement of both public and

private oral health providers to address shortages and distribution imbalances in the workforce, and

- expanding oral health promotion in schools, workplaces and other community settings to engage, empower, and instill life-long oral hygiene practices

Contributing to the global target of environmentally sound oral health care, Thailand is one of three countries selected by WHO and UNEP globally to build capacity in the environmentally sound management of associated wastes under the Minamata Convention. A series of four online courses on oral health is being launched on OpenWHO to support countries build capacity of non-oral health and oral health professionals on essential services.

Interventions to reduce the burden of risk factors for oral diseases which are also common to noncommunicable diseases, through the implementation of WHO technical packages, continue to be priorities in the Region. These risk factors include tobacco use, the harmful use of alcohol and diets high in sugar.

I am pleased that all Member States are implementing the WHO Framework Convention on Tobacco Control and the WHO MPOWER package. The Regional Office launched the Quit Tobacco app, the first of its kind by WHO, which targets all forms of tobacco and helps users to identify triggers, set targets, manage cravings, and stay focused on quitting. Five countries have enforced taxes on sugar-sweetened beverages.

While pledging the continued technical support of WHO, I urge all stakeholders to leverage the guidance to accelerate progress towards a South-East Asia in which all people are empowered and enabled to lead healthy and productive lives and enjoy the highest attainable state of oral health.

About World Oral Health Day



On the 20 March every year, we ask the world to unite to help reduce the burden of oral diseases, which affect individuals, health systems and economies everywhere. World Oral Health Day aims to empower people with the knowledge, tools and confidence to secure good oral health.

Why is World Oral Health Day important?

Oral diseases are a major health concern for many countries and negatively impact people throughout their

lives. Oral diseases lead to pain and discomfort, social isolation and loss of self-confidence, and they are often linked to other serious health issues. And yet, there is no reason to suffer: most oral health conditions are largely preventable and can be treated in their early stages.

Who is World Oral Health Day targeted to?

- individuals to take personal action
- schools and youth groups to deliver learning activities about oral health
- oral health professionals and the wider healthcare community to educate the populations they serve
- governments and policymakers to champion better oral health for all.

How to get involved?

FDI relies on individual action worldwide to roll out World Oral Health Day in each country and create a truly global movement. We encourage you to use your local expertise to create awareness and roll-out WOHD in your community. Whatever you decide to do, however big or small, contributes to improving the oral health of populations globally.

www.worldoralhealthday.org

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Non-Verbal Communication

This new and unique column addresses how business owners, company executives, and sales personnel can improve their communication and business skills to be more successful in sales and in conversations with their clients.

Silvia - Welcome Dr. Edwab. It is so nice to speak with you today so we can discuss how people in the dental and medical industries can improve their communication talents and be more successful. Briefly, tell us about yourself for those that do not know you.

Dr. Edwab - Hi Silvia. It is great to be here. I have been in the Dental and Medical field for over 40 years both as an Oral & Maxillofacial Surgeon in New York and currently as an event organizer and manager. For over 20 years I was the former Executive Director of one of the largest healthcare events in the United States. In addition, I am a full Professor at the Jack Welch Management Institute Online MBA Program and sit on many Boards of organizations. That is why I feel I have so much to offer to help others improve their communications and be more successful with their clients.

Silvia - So let's begin with this month's topic that you feel affects everyone's career; "The Importance of Non-Verbal Communications".

Dr. Edwab - Nonverbal communication can be 75% of a conversation. Actual words account for only about 25% of our interaction. Nonverbal communications involve the actions our body demonstrates when in a conversation with others. Posture, facial expressions, arm positions, and eye contact are examples of nonverbal messages. We all use these cues in daily conversation, many times involuntarily.

Silvia - I never realized how important nonverbal actions are when dealing with clients. Please tell us more.

Dr. Edwab - If you walk into a meeting with your team or to meet a client and your back is straight up and your head is held high, you are smiling and make eye contact, you exude power and con-

fidence. You project nervousness and uncertainty if you're slumped over with your eyes on the floor. Even your handshake is judged if it is strong or weak and sweaty.

Silvia - Now I see what you are saying. How you come across is so important.

Dr. Edwab - Yes. Remember, you are judged within 10-seconds of meeting someone. Your initial appearance and actions are how they are evaluating you.

Silvia - You mentioned being evaluated?

Dr. Edwab - Yes. If you don't make eye contact with the person, they lose trust in what you are saying. There's a reason many of us prefer face-to-face communications as we are able to see someone's body language which helps us understand their true feelings. Understanding every type of nonverbal communication can also help your career. You can show your confidence, passion, and expertise through small nonverbal communication cues. This is true whether leading a team meeting or delivering a presentation. The Austrian-American author and educator Peter Drucker had it right when he said, "The most important thing in communication is hearing what isn't said".

Silvia - Can nonverbal communications help in other ways with your clients?

Dr. Edwab - Nonverbal communications builds trust and clarity as these signals are far more subtle than words and extremely important. Your body position, facial expressions, eye contact, and hand positions reveal the true meaning of what you are saying. It also encourages inclusiveness and diversity. Nonverbals help you engage and connect with others which helps everyone better understand what you are saying and helps get everyone into the conversation.



Mrs. Silvia Borriello
Editorial Director
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Dr. Robert Edwab
Successful Global Congress
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Jack Welch Management MBA Program;
Numerous Membership Positions

Silvia - Since our dental and medical industries are international, can it help with sales across different languages?

Dr. Edwab - Have you ever tried to interact with someone that didn't speak your language? There was probably a lot of gesturing, facial expressions, and posturing. Those are your nonverbal communication skills at work. It also helps with language gaps and different cultures as body language can help foster a connection and understanding.

Silvia - Obviously, the more clients and perspective clients you speak with the better chance you have of making a connection and furthering the relationship.

Dr. Edwab - Definitely, just think how you feel when someone has their hands crossed on their chests; or they are looking somewhere else while you are speaking or looking at their phone during a conversation. It indicates you are not their primary concern at the present time. To be an effective communicator, make continuously eye contact, nod your head that you understand, smile, and keep your hands in front of you or at your sides.

Silvia - This sounds universal.

Dr. Edwab - Most importantly it can help advance your career. When talking with your boss, coworkers, and clients, or giving presentations, you can use nonverbal communication to gain a competitive edge.

Silvia - As always, thank you so much Dr. Edwab for your discussion on improving one's communication skills so they can be successful in business and their personal lives. I know we are all looking forward to our next interview and another topic so we all can become better leaders.

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32.

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Interview with Gianfranco Berrutti, member of the UNIDI Board of Directors Delegate for Internationalisation Projects



What are the future projects that UNIDI has planned for 2024/2025 in some countries on the African continent?

The most important project we are working on is surely IDEA (International Dental Exhibition Africa). This event will be held in Dar Es Salaam from 10 to 12 December 2025, and aims to establish itself as the most important dental event on the African continent and a reference point for local professionals. In this regard, I must mention the very strong cooperation with local dental associations, with whom we are working to organise the best cultural and scientific programme. From 11 to 13 December 2024, also in Dar Es Salaam and thanks to a collaborative partnership with the Embassy of Italy in Tanzania, an important preview will be held: the Business Forum Italia Tanzania (BFIT), which will feature the Italian health system and allow the best possible accreditation with political, academic and professional institutions.

Who is the Africa project 'Italians do it better' aimed at?

The project is aimed at Italian and European industries, which can approach markets directly, identifying local dealers and initiating production training and specific training courses for the dental professions.

Tell us a bit about your past and future projects in detail: how they are organised, which countries you intend to cover, which governmental organisations you work with and local industry associations, etc.

Since the start of the IDEA project, a complex and rigorous collaboration with all the local professional associations of the dental world, political institutions (in particular, the Ministries of Health) and the academic world, has been indispensable. In addition, we wished to emphasise the key role played by all local dental and medical professionals. Collaboration is always pursued on an equal basis.

What must Made in Italy companies do to participate and what expenses will they face?

Access costs in terms of customs documentation and certification are not particularly onerous; similarly, most of the maritime freights that sail to the African continent are reasonably priced. The investment required for companies to meet hundreds of dealers from all over sub-Saharan Africa is still being studied but may be estimated at a couple of thousand

euros, with a particularly advantageous and attractive contact cost.

Why did you choose Africa as one of the strategic targets to implement the Made in Italy fair?

For obvious demographic, economic, development and geopolitical issues, Sub-Saharan Africa is, without a doubt, the area with the greatest growth opportunities in the medium term, and it is therefore crucial for Italian industry to be present right now.

Which companies have participated in the past and what was their feedback?

The companies most closely related to African markets are those focused on the production of consumables, sterilisers and dental units.

After the missions in Africa baptised 'Italians do it better', are you planning to organise other missions in the future in strategic markets such as India or the Far East?

As a preparatory step, UNIDI has already carried out an itinerant mission to Ethiopia, Kenya and Tanzania in September 2023, which saw the presence of a dozen Italian companies and the incredible participation of around 300 dealers from the above-mentioned countries as well as Uganda and Rwanda.

UNIDI will also organise a mission to Southeast Asia in July 2024, to Vietnam, to continue the market research project that had to be suspended due to Covid.

About UNIDI

UNIDI (Italian Dental Industry Association) associates the best of Italian Dental Industry: more than 100 high-calibre manufacturers of equipment and consumables for dentists and dental technicians.

UNIDI was set up in 1969 and in 48 years of activity it has made an all-important contribution to the growth of the Italian Dental Industry. Today, it is one of the world leaders, among the first for volume of business, technological innovation and exports.

UNIDI represents the Italian Smile Industry, that is appreciated throughout the world for the reliability of its components, its avant-garde technological solutions and pleasing design. We support our Companies promoting them in Italy and abroad, and we contribute to the growth of the sector with the organization of the most important Italian dental event: Expodental Meeting is the showcase of the Italian dental excellence.

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Celebrating a Century of Excellence: The Greater New York Dental Meeting

As we mark the centennial celebration of the **Greater New York Dental Meeting (GNYDM)**, it's a fitting moment to reflect on the remarkable journey that has brought us to where we

education. This integration of exhibitor-attendee interactions and networking experiences paved the way for sales opportunities and propelled the GNYDM to new heights.

dentists, 2,793 dental students and residents, 2,027 dental assistants, and 2,320 dental hygienists from 139 countries. Our exhibit floor offers special discounts and giveaways, with dental professionals visiting over 1,020 exhibit booths.

But it's not just about the numbers – **it's about the quality of education and experiences we provide.** With over 265+ seminars and hands-on workshops, including programs in Spanish, Portuguese, Russian, and Chinese, we strive to meet the diverse needs of our attendees. Additionally, our meetings for specialists cover a wide range of topics, from implant dentistry and orthodontics to pediatric dentistry, sleep apnea, and oral cancer.

As we look back on a century of excellence, we are grateful for the support of our attendees, exhibitors, and partners who have helped us reach this milestone. Here's to another century of advancing oral health and transforming lives through the **Greater New York Dental Meeting!**



stand today – as the largest dental convention and event in the United States.

Our story began humbly in the **1920s**, with just a few hundred attendees and a couple of educational programs. It was the collective efforts of a group of dentists from Brooklyn, Staten Island, and Manhattan that laid the foundation for what would become an iconic event in the field of dentistry.

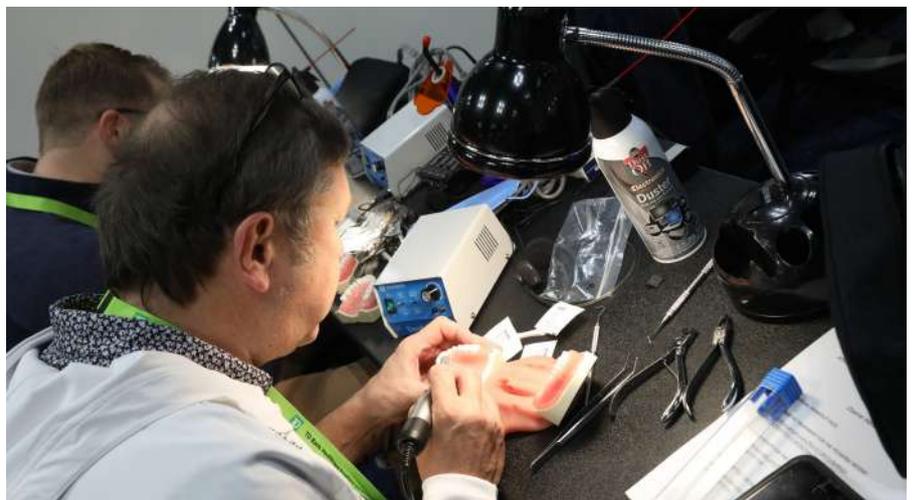
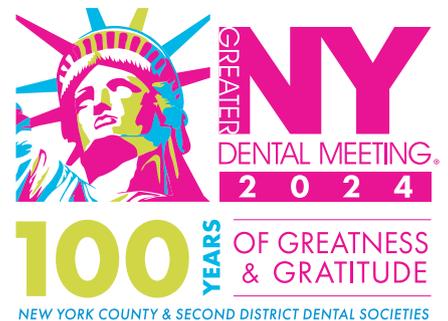
The **1940s** brought with it new challenges as the United States faced the threat of war and the possibility of air strikes. Dentistry found itself at a crossroads, with a new need for dentists to become more active auxiliary surgeons, treating facial injuries during World War II. This period marked the beginning of a new era in which Americans recognized the importance of proper oral health care, the need for dental reform, and access to care.

With less than 1,000 attendees from the tri-state area, the Greater New York Dental Meeting began at the Hotel Pennsylvania in New York City. The concept was simple yet groundbreaking: create a platform where dental professionals could come together to learn, share ideas, and advance their profession.

In **1975**, the GNYDM moved to the Hilton Hotel, expanding to incorporate exhibits and dental product companies alongside dental

In **1987**, the GNYDM signed papers with the Jacob K. Javits Convention Center, marking a fresh beginning with new prospects. Recognizing its responsibility to both attendees and exhibitors, the GNYDM became the only dental meeting chosen by the United States Department of Commerce to help manufacturers succeed in a global marketplace. Today, we remain the U.S. dental industry leader in international trade and commerce.

In **2023**, the GNYDM registered a record breaking 36,081 attendees, including 13,302



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2024 Dental South China International Expo was successfully concluded

The 29th Dental South China International Expo (hereinafter referred to as “Dental South China”) was successfully held on 3-6 March 2024 at Area C of China Import and Export Fair Complex, Guangzhou.

Build a platform for international exchange and business cooperation

With the concept of “global vision and industry perspective”, Dental South China invited international organizations, associations, experts, company representatives and professional visitors to participate in this event, which built a professional platform for international exchange and cooperation. In 2024, 1050 high-end dental brands and manufacturing enterprises from more than 20 countries and regions participated, highlighting the brand effect of the exhibition. International buyer delegations from Bangladesh, Brazil, India, Malaysia, Pakistan, Philippines, Russia and other countries came to visit Dental South China. 29 New Product Launch Events were held during the exhibition, which introduced the vitality of industry development, the passion of industry innovation, and the future development path of the industry.

227 seminars promoted high-quality development in dental industry

227 stomatological seminars were held during the exhibition. Experts from home and abroad were invited to attend, providing an important platform for practitioners to learn the latest developments, which is important to improve



the operational technique of clinicians and promote the high-quality development.

International Training Workshop on Dental Technology for ASEAN Countries

Dental South China made efforts to promote international academic exchanges. The 6th International Training Workshop on Dental Technology for ASEAN Countries attracted 17 dentists from Malaysia, Myanmar, Philippines and Singapore. During the 15-day train-

ing, candidates gained insights into dental technologies and practice, learn the dental equipment history and cutting-edge technology research, which encouraged technical exchanges, international friendship and the development of the whole industry.

Cross-border integration and convenient service

Dental South China explored various forms of cross-border integration in order to boost new vitality. The Digital Dental Art Exhibition and the World Dental Device Museum presented the development history of dental equipment and technology in the world, allowing visitors to immerse themselves in the past and future then explore the sustainable development path of the industry.

In 2025, Dental South China will celebrate its 30th anniversary and will relocate to the Area D of China Import and Export Fair Complex, Guangzhou. We will continue to gather international resources to improve innovation and promote high-quality development of the dental industry.



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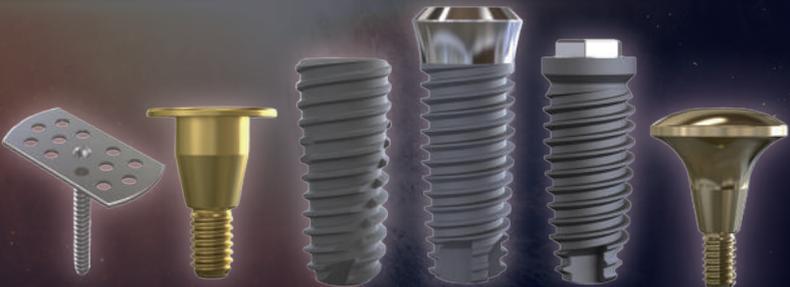


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Dr. Mayuri Kalyanpad From Patient to Doctor



25

She's been on the journey. Now she's dedicated to making the way easier for others

Dr. Mayuri Kalyanpad from Maharashtra, India, was a Smile Train patient as a teenager and just became a doctor herself! In honor of International Women's Day, we asked this cleft heroine to share her story in her own words. She is our inspiration today and every day, and once you hear her story, we know she will be yours, too.

My cleft came as a surprise to my family because we have no history of clefts. We didn't have much money, but my father still saved every rupee he could to give me the surgeries I needed as a small child. I am forever grateful. Though he did manage to pay for my initial cleft surgery, it did not happen at the earliest possible time. One of the side effects of that is that I struggled to speak until my parents dropped me off in preschool. Being around other children all day turned out to be just the speech therapy I needed, and I learned to speak very fluently there. I never really had trouble making friends as a child, but my nature has

always been toward introversion, so I never felt sure whether people accepted me for who I am or not.

I only ran into problems when I went to boarding school for secondary school. There was discrimination there in favor of the "good-looking" students, and they just did not give me any attention as compared to others, no matter how bright I was.

My cleft also began causing problems for me outside of school at this time. I love chess, but my sports teacher wouldn't allow me to play at the national or even the local level. He always said you don't have medical fitness, so you can't play chess. The same thing happened with dance. I was good at dance (I love it now also!), but I couldn't do it in front of so many people; I would only do a few steps inside when no one was watching.

I always had issues with communication as well. One of my friends is a very great speaker. She can just go on and go on, so I asked her to speak for me when she's with me. Whenever we

meet, I give responsibility to her to speak for the two of us.

Changing Tracks

It wasn't until I was in ninth grade that my doctor told my father about Smile Train. I still needed another surgery on my upper lip, so we went to Bembde Hospital, our local Smile Train partner, and were extremely happy with the results and grateful that it was free.

It is probably no accident that, the very next year, my father inspired me to change my focus from math to biology. I was always mad for mathematics and had spent my whole life wanting to be an engineer. But my father said that I was treated by really good doctors, and not everyone is so lucky. My whole family agreed. It was a hard transition for me at first; math is all logic and calculations and biology felt to me like it is all made up, but I stuck with it and was thrilled when I was accepted into medical school.

I felt at home in medical school right away. Though there was no one else in my school with a cleft or any other kind of facial difference, all the people there knew about the condition and understood it, so I never had a problem making friends or getting along with my peers there.



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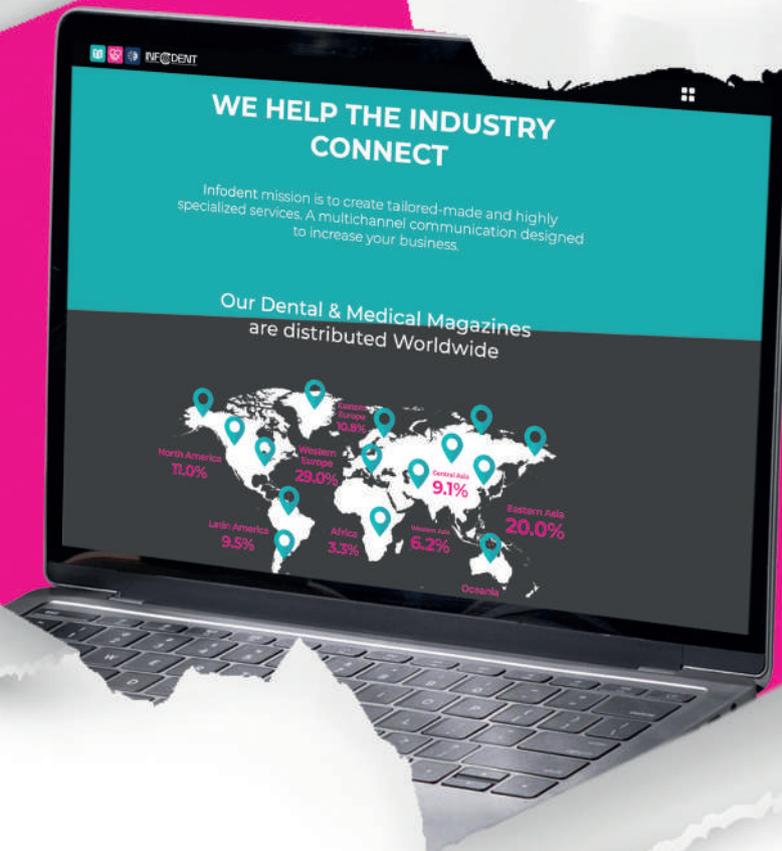
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