The high accuracy, consistency and productivity achieved using 3Shape systems has enabled CMR Dental Laboratories to develop a new business model to providing greater value to their customers while increasing their productivity potential. CMR has gained a versatile, user-friendly and intuitive design tool that merges the valuable knowledge and skills of its technicians with the newest technology breakthroughs.

The Challenge
CMR’s position as a knowledge- and education-base for the Dental lab industry requires that it keeps pace with the latest technologies – including CAD/CAM. CMR Dental services and products include high quality posterior restorations and, as orders continued to stream in, they sought a way to become more productive in this business area. They needed a technology solution that would speed up their workflow, yet enable them to continue achieving high aesthetic standards and optimal fit for every patient.

Additionally, CMR Dental provides a wide range of indications, and this requires their work-association with various partners in relation to materials and milling. For their in-house design processes, CMR needed a flexible system that could cope with this arrangement, so they wouldn’t need to invest in different software to provide inputs for different applications.

The Solution
For CMR Dental Laboratories, any worthwhile CAD/CAM investment had to provide one or more business advantages, such as better products, shorter processing times or more accuracy. They found all of these advantages, and more, with 3Shape’s Dental System™.

CMR Dental also found it easy to integrate the 3Shape system with existing equipment and interface with CMR’s outsourced partners for materials and manufacturing.

Technicians experienced the ease and speed of 3Shape’s intuitive design software, and it didn’t take long for them to learn how to use the system and initiate efficient production. The screen-interfaces and tools enabled them to adjust position, view cusp-fossa relationships, and maintain control over functional occlusion with only a few mouse clicks.

CMR Dental applied the 3Shape Dental System™ mainly in their Posterior Restoration services, and soon discovered that the CAD/CAM process radically speeded up their normal manual design workflows. Additionally, technicians could work in parallel – with one scanning models while the other worked on the design in the software.

The system was not only fast, but it also ensured consistent quality of CMR’s end products. Milling results were highly accurate and predictable. Post-milling adjustments to the restoration were predictable and consistent to provide a perfect fit and occlusion on the physical model.
The Results
CMR set up an advanced business model based on digital design of posterior restorations, and this is proving very successful, both in terms of client satisfaction and increased order volume. Investing in 3Shape solutions not only helped CMR Dental meet many of their business goals, but also enabled them to consider completely new ideas for enhancing their laboratory business.

“It’s simple math,” says Matt Roberts, CMR Dental. “3Shape Dental System-TM enables us to produce 10 crowns in the time it took us to wax only 2. This means the production potential of 20 crowns every hour in an 8-hour workday, creating an opportunity for a fairly high dollar-return while maximizing the potential of our highly trained technicians.”

Productivity was not the only great improvement brought by 3Shape-Dental SystemTM. The milling results achieved through the digital data are highly accurate, reliably giving predictable fits and aesthetic results for the patient – ensuring that CMR Dental’s customers build their respective businesses and in turn, create more business for CMR. It’s all about providing more value for the customer and this is what creates the opportunity for growth.

About 3Shape A/S
3Shape A/S is a Danish company specializing in the development and marketing of 3D scanners and CAD/CAM software solutions. 3Shape’s more than 65 developers provide superior innovation power, and their systems are applied in thousands of labs in more than 60 countries worldwide.

www.3shape.com

3Shape Solutions at CMR Dental Laboratories

<table>
<thead>
<tr>
<th>3D model and impression scanning</th>
<th>3Shape Dental System™ / D700, 3D Scanners</th>
</tr>
</thead>
<tbody>
<tr>
<td>CAD Design</td>
<td>3Shape Dental System™ / DentalDesigner™, AbutmentDesigner™</td>
</tr>
</tbody>
</table>