

# 3Shape Expands Business Possibilities Every Single Year



## About Paco Mazo Dental

Paco Mazo Dental is a dental laboratory founded in 1987 in Vitoria, Spain.

For over 25 years, the lab has largely focused on fixed prostheses restorations and today is highly recognized as experts in this area.

With 3Shape, Paco Mazo Dental can use advanced software and precise scanners that allow dental technicians to combine their own expertise with digital technologies.

## Key Selection Criteria

- Intuitive interface and accurate scanners
- A provider with support and training programs
- A provider that would listen to feedback, new ideas, and special needs
- An open system for flexibility to work with any milling center
- Efficient support in local language
- Variety of unique tools and functionalities
- A CAD solution that will remain competitive long-term

3Shape Dental System™ allows Paco Mazo Dental to make very impressive restorations no matter their complexity. Creating bars and locators was once complicated and time-consuming, but now 3Shape's digital workflows have made these tasks easy.

## The Challenge

Paco Mazo Dental takes pride in providing prostheses of high quality. However, while results were usually satisfactory, the time and effort spent on each case was far from optimal in relation to overall profitability.

Paco Mazo Dental wanted to increase their productivity without compromising the quality of their results by using CAD/CAM technologies.

The lab required a system that was intuitive and easy to use, while at the same time supported various complex restorations and cases. The accuracy of a passive adjustment, for example, was something technicians had been trying to improve for some time, and they needed a competent and reliable system to help them.

Paco Mazo Dental tested several systems on the market. One major requirement was to find a provider with close relations to the prosthetic business and its technicians. The laboratory was seeking an open system that would allow independency in relation to a particular milling center.

## The Solution

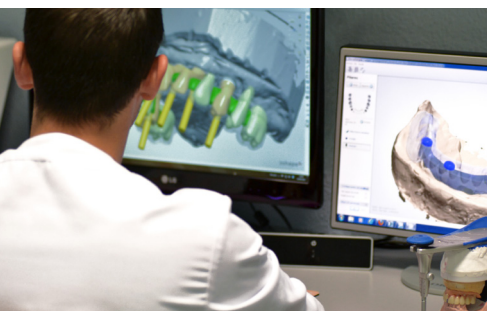
Paco Mazo Dental chose 3Shape Dental System™ because it provided a wide range of functionalities, an intuitive interface, plus fast and accurate dental scanners. The lab's technicians appreciated the variety of useful tools that made their work both easier and more precise at the same time.

Paco Mazo Dental sought to work closely with 3Shape and offered to supply technician input and new ideas to help make the software even more complete.

# Paco Mazo Dental Dental Laboratory

Source: Paco Mazo, Owner

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## ROI Benefits

- Significant productivity improvement and immediately increased profits
- Improved quality of results due to better accuracy and fit
- Advanced tools and functionalities have expanded business opportunities
- 3Shape LABcare provides the latest technology as soon as they are available on the market
- 3Shape LABcare support ensures maximum uptime
- 3Shape LABcare learning channels ensure high technician skills

## About 3Shape A/S

3Shape specializes in the development and marketing of 3D scanners and CAD/CAM software solutions. 3Shape's more than 130 developers provide superior innovation power and their systems are applied in thousands of labs worldwide. Innovation is our DNA.

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## The Results

Paco Mazo Dental soon discovered that traditional methods cannot compete with CAD/CAM workflows. Due to increased production and the high restoration quality, 3Shape's digital workflows brought higher profits to the lab.

The 3Shape Dental System™ enabled technicians to make passive adjustments of such high accuracy that they before never thought possible. Comfort and confidence in the high-quality prosthesis increased customer satisfaction and enhanced their loyalty.

Paco Mazo Dental expressed appreciation for the way in which 3Shape cared for their success through efficient support, learning channels, and continuous upgrades. 3Shape has listened to the lab's technician feedback and many of their ideas were implemented by 3Shape in new releases.

With 3Shape's Dental System™, Paco Mazo Dental could choose the right milling center and materials for each case according to both business and clinical considerations.



We bought a system that grows stronger year after year due to 3Shape's annual upgrades through their LABcare package. This business model ensures that we can expand our business possibilities with new technologies that I can rapidly use in the market. My competitors? I can't say I have any... My cooperation with 3Shape has made me the main competitor in the area."

*Paco Mazo, Owner.*

## 3Shape Solution at Paco Mazo Dental

**3D model and impression scanning**

3Shape D700 scanner

**CAD Design**

3Shape Dental System™ including add-on modules: Abutment Designer™, Implant Bars and Bridges, Removable Design.