



Company: Ormco
Product line: Spark
Website: ormco.com/spark
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What specific physical characteristics set your aligners apart from others?

Spark's TruGen material is designed for more efficient tooth movement with greater force retention. In a head-to-head test with the leading aligner brand, Spark aligners are manufactured with 80% better printing resolution, have 19% better contact surface area, and are clearer, more comfortable and stain less. (Data on file.)

What features make your software and/or doctor dashboard unique and efficient?

Spark's Approver Software makes treatment planning efficient and predictable by incorporating innovative features like posterior bite turbos and CBCT integration. In a survey of 61 Spark doctors who have approved 100 or more Spark cases, 75% agreed that Approver Software provided a better user experience than the leading aligner brand's software because it is easier and faster to use. (Data on file.)

Are particular scanners required to submit cases? If so, which brands?

With Spark, doctors can choose their own scanner, including 3M Midmark, 3Shape, Carestream, Denstply Sirona and iTero. Spark also offers an integration with DTX Studio, the software platform from Envista. Doctors who have a Medit scanner can connect to the Spark portal through DTX Studio as well.

Discuss turnaround time, customer service and other logistical advantages of your aligners.

Spark's lead-time commitments are to deliver aligners to customers within 10 business days of case approval, and a case design within three days of submission.

How does your company work with doctors who want to incorporate in-house 3D printing?

Spark allows doctors the ability to download the first three STL files and provides the last STL file from treatment (downloadable from the web). Doctors can use this file to print in-house retainers and have the retainer ready to go on their last appointment.

Provide average doctor cost per full treatment case, and/or volume-based cost tiers.

Spark's list price for Advanced is \$1,649, and offers discounts for doctors who do higher Spark volumes. Doctors who use Ormco brackets receive the Spark Elite price of \$1,195.