



Get to know your local 3Shape Rep

July 2, 2021

Sandy Callwood
Event, Date

3Shape Proposal

Account: Smith Family Dentistry

To: Dr. Smith
230 Mountain Avenue
New Providence, NJ 07974
Tom.Smith@gmail.com
908 123 4567

Date issued: June 28, 2021

From: Suzanne O'Connor
Suzanne.OConnor@3Shape.com

Your local 3Shape representative: 3Shape Territory Manager
3Shape TM E-mail

Item number	Description	Quantity	MSRP*	Total*
22003127	TRIOS 4 Wireless Pod Pen	1.00	\$ 34,000.00	\$ 34,900.00
22000204	Dell Precision 15"	1.00	\$3,500.00	\$ 3,500.00
8675309	3Shape Remote Onboarding Training	1.00	\$ 1,200.00	\$ 1,200.00

Total MSRP* **\$ 39,600.00**

Prices in US\$. Shipping, tax, and fees not included.
*Contact your authorized 3Shape dealer for final pricing.
Prices valid for 30 days.

Effective Immediately: The 3Shape Inside Sales team will issue product proposals

3Shape prospects requesting an online demo from 3Shape, who have not specified a preferred distributor partner, will receive a generic MSRP proposal from 3Shape's Inside Sales Team after their demo.

The local 3Shape TM will then work with the doctor to identify a preferred distributor partner to help close the deal.

Your local 3Shape TM may contact you with new lead opportunities.

Leads generated by Straumann Group will remain with Straumann Group .

Benefits: Expedite sales cycle

- Provide end-user with actionable details based off demo and end-user need.
- Guidance for Straumann Group on what to quote without need to repeat convection with doctor

Important Note:
This is not a binding document. Please contact your authorized 3Shape dealer to receive final pricing, promotion, and financing options. All prices at MSRP in United States Dollars. Canadian doctors are referred to their reseller partner for Canadian Dollar pricing. If you have any questions, please contact your authorized 3Shape dealer or your local 3Shape representative listed above.



3Shape Field Sales team



Brian Young

Zone Director West

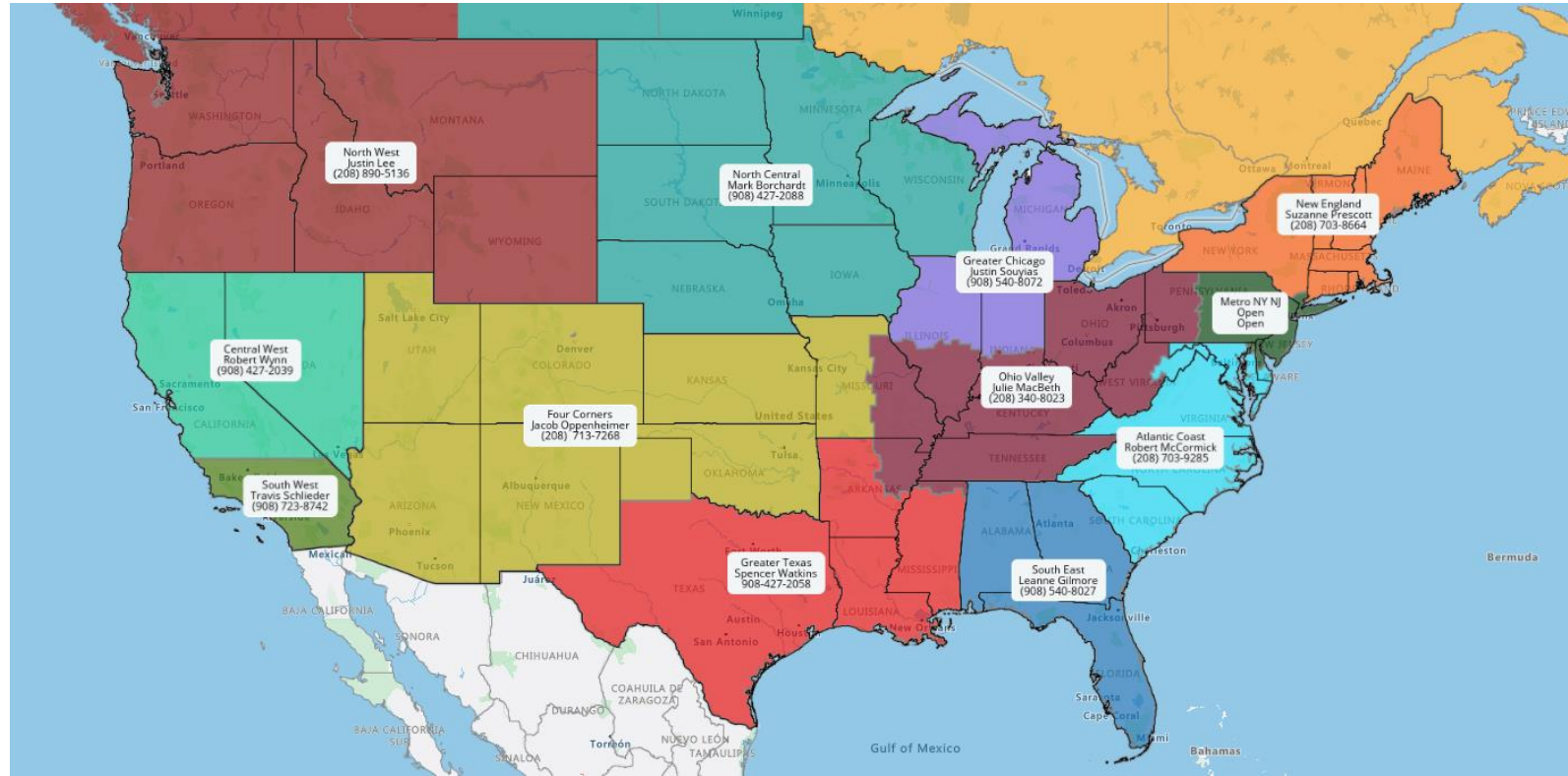
Brian.Young@3shape.com
(208) 996-5401



Michael Maccaquano

Zone East Director

Michael.Maccaquano@3Shape.com
(208) 867 6724



West	North-West	Justin Lee	Justin.Lee@Shape.com	208 890 5136
	Four Corners	Jacob Oppenheimer	Jacob.Oppenheimer@3Shape.com	208 713 7268
	N. Cal & Nevada	Robert Wynn	Robert.Wynn@3Shape.com	908 427 2039
	Greater Texas	Spencer Watkins	Spencer.Watkins@3Shape.com	908 427 2058
	North Central	Mark Borchardt	Mark.Borchardt@3Shape.com	908 427 2445
West	SoCal	Travis Schlieder	Travis.Schlieder@3Shape.com	908 723 8742
	New England	Suzanne Prescott	Suzanne.Prescott@3Shape.com	208 703 8664
	Metro NY NJ	Suzanne O'Connor	Suzanne.OConnor@3Shape.com	908 427 2088
	South-East	LeAnn MacDonald	LeAnn.MacDonald@3Shape.com	908 540 8027
	Greater Chicago	Justin Souyias	Justin.Souyias@3Shape.com	908 540 8072
	Ohio Valley	Julie MacBeth	Julie.MacBeth@3Shape.com	208 340 8023
	Atlantic Coast	Robert McCormick	Robert.McCormick@3Shape.com	208 703 9285
	Eastern Canada	Mario Duguay	Mario.Duguay@3Shape.com	908 867 0144

[LINK TO INTERACTIVE MAP](#)



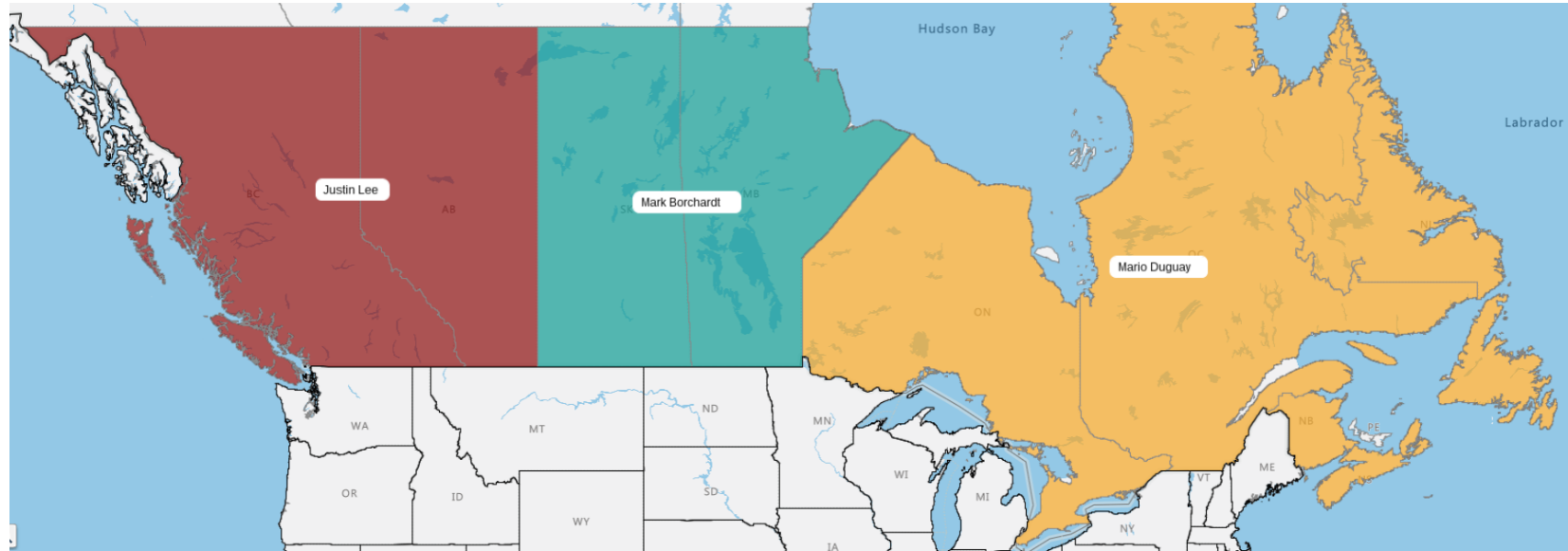
3Shape Field Sales team



Brian Young
Zone Director West
(208) 996-5401



Michael Maccaquano
Zone East Director
(208) 867 6724



Territory	Name	Email	Phone
Eastern Canada	Mario Duguay	Mario.Duguay@3shape.com	+1 (514) 910-3975
Central Canada	Mark Borchardt	Mark.Borchardt@3shape.com	+1 (908)-427-2445
Western Canada	Justin Lee	Justin.Lee@3shape.com	+1 (208)-890-5136

Zone West Director
Brian Young
Brian.Young@3shape.com
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[LINK TO INTERACTIVE MAP](#)

Zone East Director
Michael Maccaquano
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3Shape Inside Sales team



Suzanne O'Connor
Inside Sales Manager

Bing Moreno
3Shape Software Specialist

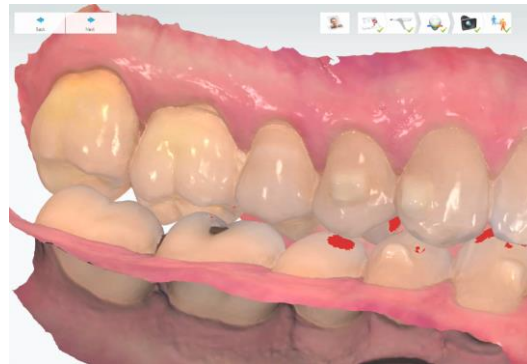


Chuck Sargent
3Shape Software Specialist

You can't be in two places at once,
let the 3Shape online demo team **work for you!**

We can demo just about anything you can do with TRIOS!

TRIOS Scan



Engagement apps



Studio Apps



Sign up your doctor at:
Go.3Shape.com/3Shapedemo

*Customized reseller partner links available

3Shape Strategic Accounts



Ashley Green

Strategic Account Director

Casey Silvas Howell

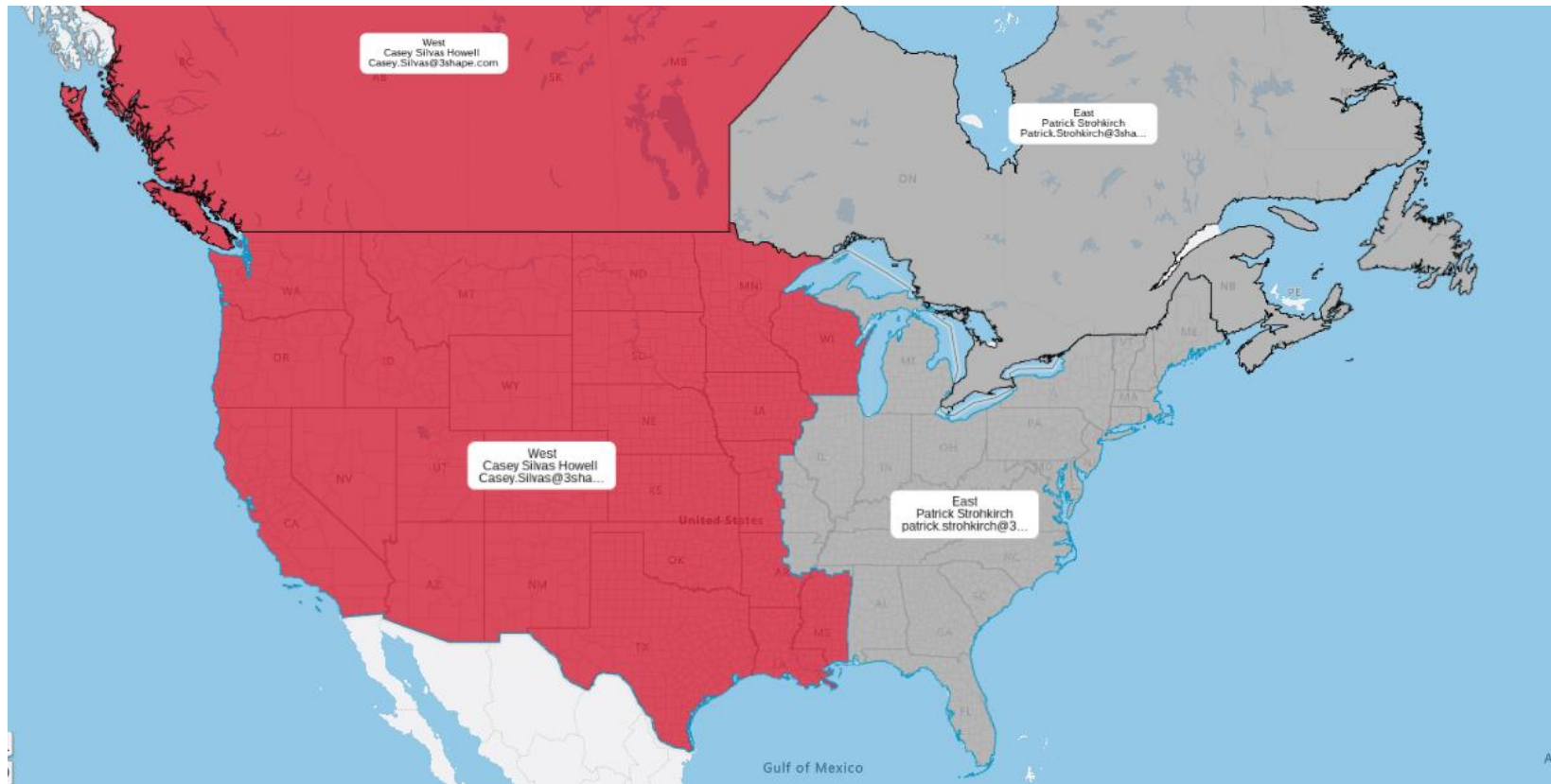
Strategic Account Manager
West



Patrick Strohkirch

Strategic Account Manager

East



Territory	Name	Email	Phone
Western and Central North America	Casey Silvas Howell	Casey.Silvas@3shape.com	+1 (908) 723 5997
Eastern North America	Patrick Strohkirch	Patrick.Strohkirch@3shape.com	+1 (908) 771 2224

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Thank you