



BAYSHORE
DENTAL STUDIO

PROVEN LAB SOLUTIONS FOR PRIVATE PRACTICES,
SMALL GROUPS, AND LARGE DSOs



BAYSHORE

DENTAL STUDIO

WE TAKE THE WORK OUT OF LABWORK

HISTORY

Bayshore Dental Studio is a state-of-the-art dental laboratory that has served the dental community since 1992. We are unique in the fact that we are owned and operated by dentists. This gives us an exceptional advantage of understanding dental practices' needs and drives our passion to meet your high-quality standards. Based in Tampa, FL, Bayshore has been ranked among the top 7% of nationwide dental laboratories by Lab Management Today. In addition, our BayFlex is the only flexible partial featured in the Clinicians Report Best Product Guide to receive a 93% recommendation from skilled clinicians.

MISSION STATEMENT

We understand the importance of 5-star customer service, efficiency, and, ultimately, helping to improve patient clinical outcomes. We take pride in being a leader in dental technology by employing the most motivated and skilled technicians who take pride in their work. We use only the highest-quality products and state-of-the-art equipment available. Our promise to deliver cutting-edge technology coupled with the highest integrity will be evident in every product we deliver.

VISION

Bayshore Dental Studio is committed to bridging the gap between dentist and laboratory. We strongly believe in relationships based on superior communication and constant, never-ending improvement. We strive to provide the perfect blend of technical expertise, personal service, and dependable results. We take the work out of labwork.



THE BAYSHORE DIFFERENCE

Dentistry is changing – and so is Bayshore Dental Studio. In the past, we know dental labs just delivered restorations. In today's fast dental arena, it's all about convenience and a concierge experience. We are better business partners with a solutions-driven resource.

Bayshore Dental Studio sets the standards when it comes to serving the needs of single or group practices. As a full-service dental lab our extensive product line will meet all your lab needs. Your group will benefit from consistent high-quality work, reduced chairtime, and dedicated CDTs to assist with complex case planning.

WHITE GLOVE SERVICE

At Bayshore Dental, we don't understand why other dental labs have left "white glove" service out of their vocabularies. We are dedicated to bringing back white glove service to the industry by championing the interests of quality dentistry and building a better dental restoration people can love. Our 5-star experience begins with an onboarding specialist to fully understand your clinical preferences, followed by a designated account manager and "direct-to-tech" communication with our CDTs.

Every day, we work with thousands of dental business owners across America and help them deliver a quality product to improve patient outcomes. To that end, we're constantly challenging ourselves to raise the bar when it comes to delivering best-in-class service.





CUSTOMER PORTAL

Discover our powerful online portal for convenient multi-location management, accounting, and case tracking. Enhance your lab relationship by having complete 24 hours/7 days a week access to up-to-date case information. Eliminate errors and reduce turnaround time with convenience— everything you need in one online place.

- **Online lab:** Case submission, submit images chairside, digital design approval
- **Robust database:** Access customized reports, history, and status
- **Accounting:** Autopay, balance information by location or group
- **Supply chain management:** Request pickups, order supplies
- **Clinical management:** Impression quality scores and feedback, percentage of remakes per clinician

ONBOARDING

Onboarding is a process, not a one-and-done action. This is where the rubber meets the road! It goes beyond the handshake not only to prove our value over and over, but also to sustain a meaningful, mutually beneficial relationship. We take this first step seriously – we listen.

1. Set up initial case preferences with your onboarding specialist.
2. Client portal walk-through and setup. Designate access and establish multi-location setup. Design your first case with your CDT using our state-of-the-art software.
3. Success milestones: 1st case, 5th case, 10th case, weekly / monthly check-ins. We monitor our success to consistently exceed your expectations.

APPROACH

Clinical successes and ease of communication are directly related. With Bayshore Dental Studio, you always control the outcome. Our desire to be your business partner will always be our vision here at Bayshore. All too often the result of poor dentist-laboratory communication culminates in the “blame game” whereby each professional points the finger at the other for the lack of desired outcome. Rest assured, we take this problem out of the equation here at Bayshore Dental Studio. Only by embracing a close relationship and having a crystal-clear understanding of each other’s preferences can we come close to having the perfect symbiotic relationship.

○ **Real-Time Collaboration:**

Use our online scheduling consultation with your CDT to walk through our digital design process.

○ **3D Proposal Review:**

We send any case for your approval and annotations. Customize your restorations with expert support.

○ **CAD/CAM:**

State-of-the art design and milling center. From initial design to finished restoration, our digital workflow takes the work out of labwork.

○ **Guarantee:**

Just like you stand behind your clinical work, we stand behind our products. Bayshore is proud of every product we provide to you and, ultimately, your patient. Essentially, we have two customers! We offer a lifetime guarantee on all our implant parts with a 5-year guarantee on all crown and bridge restorations.



SIMPLiCiTY™ IMPLANTS

Implants are complex enough. SIMPLiCiTY® is a complete all-in-one package:

CAD/CAM custom abutment, your choice of crown, compatible screw, corresponding analog, soft tissue guidance, all for one package price. We use only FDA-approved material and Grade 5 titanium.

Compatibility that allows us to work with nearly every implant type in the world:

SIMPLiCiTY streamlines your workflow so you can focus on what matters – better clinical outcomes for your patient.

Live Case Planning: Our skilled technicians design custom abutments to create an ideal emergence profile that promotes healthy tissue development and to place margins uniformly below the gingiva.

Soft tissue: To ensure that the emergence profile of fixed abutments replicates natural tooth esthetics, we carefully recreate the gingival margin and measure the thickness of the soft tissue.



Anterior angulation correction: The use of a custom abutment allows corrections to be made in angulation with anatomical structure for better support and crown retention.



CLEARFIT™ ALIGNERS



Easy as 1,2,3.



1. Impression: ClearFit works with digital files or traditional impressions.



2. Review the plan: Your case will be evaluated and planned by our certified team of orthodontists. Once complete, you will be able to review and approve the case before production.



3. Receive Clearfit Aligners: Your ClearFit Aligners will be delivered within 15 business days from the approval date.

Experience the ClearFit difference!

Now all dentists can offer clear aligners. ClearFit was created and supported by a team of certified orthodontists. We partner with our dentists to provide detailed treatment planning and treat a wide range of malocclusions. Each and every case is evaluated and planned by a ClearFit orthodontist. The dentist has the ability to review and approve before production begins.



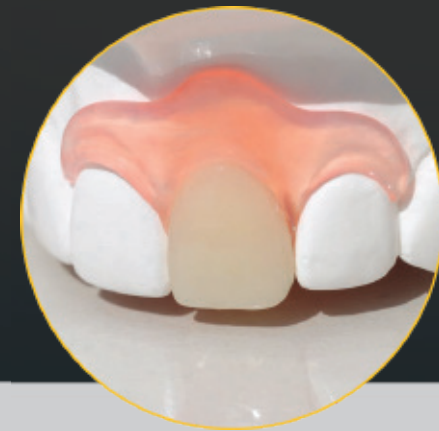
ClearFit believes that satisfied dentists result in better clinical outcomes for your patients. We provide superior support and customer service to guide you every step of the way.

Avoid the costly registration fee of other aligner brands – **ClearFit does the heavy lifting for you!**

BAYFLEX PARTIALS

Our signature Bayflex product line offers unrivaled quality with a perfect degree of suppleness, true-to-life esthetics, and a remarkably precise fit. Provide your discerning patient with a clinically unbreakable, perfectly shaded, and practically invisible Bayflex partial. Bayflex is lightweight, durable, and esthetic. It is biocompatible for patients with monomer sensitivity. Bayflex Single Tooth makes an ideal implant healing appliance. Our proprietary Bayflex™ material allows us to rebase or add teeth to existing appliances. Patients appreciate this long-term value and versatility. Chairside adjustment is rarely necessary, but Bayflex™ can easily be modified to suit your unique patient.

Options include: Single and multiple teeth and as a hybrid. Hybrid has esthetic clasps and is ideal for patients who are edentulous in the posterior region.

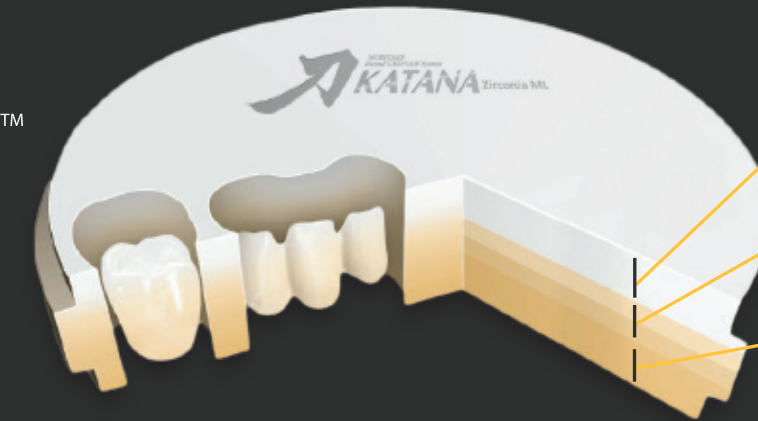


BAYFLEX™
Single Tooth
Healing
Appliance

Also available in
hybrid CR/CO frame



Available in 5 Gingival Shades



Enamel Layer (35%)

Transition Layer (15% + 15%)

Body Layer (35%)

ANTERIOR & POSTERIOR

Bayshore has defined a new zirconium standard. We blend a mixture of art, science, and cutting-edge technology to our crown and bridge restorations. Ultra High Translucency with Multi-Layer Technology created with Kuraray Zirconia.

Offer your patients beauty equivalent to pressed e.max combined with the strength of Zirconia. e.max-like translucency, 15-20% more translucent than traditional Zirconia. 30% stronger than e.max, with a higher fracture toughness than lithium disilicate.



Zcrown is a biocompatible, esthetic Zirconia with multi-layer technology. Our Zcrown is an excellent option for anterior implant applications with limited clearance. Perfect for anteriors yet strong enough for posteriors.





GROUP BENEFITS

As part of our partnership with your organization, we offer individualized pricing. Partnering with Bayshore Dental Studio, you're guaranteed consistent quality restorations, personalized service, and prices that make sense for your bottom line. We will prepare a specialized analysis for your group based on your current needs.

Special pricing:

Preferred group partners receive exclusive rate options.

Save \$:

Volume pricing allows your group more savings on quality lab work.

Profit:

Increase your profit margin and revenue cycle management by partnering with Bayshore.



GIVE BACK LOCALLY

Since our founding, Bayshore has cultivated a people-first culture and a spirit of philanthropy. We continue to do all we can to use our skills and core competencies to give back to the community. We have developed long-term cooperative relationships with stakeholders, including local governments, schools, and non-profit organizations, emphasizing the value of local experience and ensuring resources are put to the most effective use.

That is why we are proud partners with the Donated Dental Services (DDS) program. This program provides free, comprehensive dental treatment to our country's most vulnerable people with disabilities or who are elderly or medically fragile. These are people who cannot afford necessary treatment and cannot get public aid. Since its inception in 1985, the DDS program has surpassed \$378 million in donated dental therapies, transforming the lives of 120,550 people.





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