



iTero Digital Workflow

Safety across the iTero digital workflow



Access patient details from anywhere, any time

- ▶ You can access existing patient files or create new patient records without needing to interact with the scanner. The MyiTero.com cloud based platform allows you to review files remotely from anywhere, any time.



Make it easy for your staff

- ▶ With sanitizing wipes to disinfect the iTero Element intraoral scanner screen and wand between scans.
- ▶ By avoiding the additional sterilization of dental instruments due to analog impressions between patients.
- ▶ By quickly replacing the iTero single use disposable sleeve.



Make your patient feel reassured

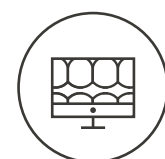
- ▶ By opening the sleeve's pouch in front of the patient as a reassuring gesture or conversation starter on your safety precautions.
- ▶ By avoiding the multiple touchpoints of PVS impressions and eliminating the circulation of potentially contaminated PVS impressions.
- ▶ With one point of contact to perform, edit and send a digital scan to your lab of choice.
- ▶ No harmful radiation.
- ▶ By discussing your in-office cleaning and safety protocols.



Help your lab stay safe

- ▶ By minimizing hand-to-hand interactions and the risk of cross-contamination of sending analog impressions.
- ▶ By submitting digital impressions with the iTero Element intraoral scanner.
- ▶ By streamlining communications via the MyiTero.com cloud based platform.

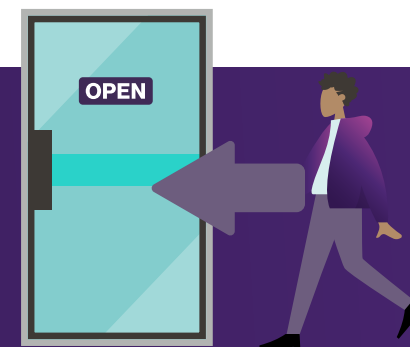
1 Prior to consultation



Engage with patients remotely and get ahead

- ▶ Thanks to the cloud based MyiTero.com platform, remotely review recent scans and cases.
- ▶ To catch up with previous scans.
- ▶ To engage in oral health discussions or prepare for the next appointments.
- ▶ With the iTero Element 5D scanner, the NIRI functionality is also consultable/reviewable remotely.

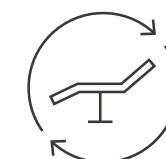
2 Patient arrival



Get administrative work out of the chair

- ▶ By consulting previous scans or creating patient new scan prescription forms on the MyiTero.com platform.

3 Chair time



Scan every patient every time and get the most out of your chair time

- ▶ By taking digital impressions with iTero Element scanner.
 - Digital impressions are 59% quicker than conventional impressions. Use this extra time to engage with your patients, or execute on additional contamination protocols.¹
 - iTero digital impressions submitted for Invisalign aligner production result in 10x fewer rejections when compared to PVS impressions submitted for Invisalign aligner production.²
- ▶ By leveraging the streamlined digital workflows of the iTero Element scanner for restorative or orthodontic treatment.
- ▶ By utilizing the intuitive iTero visualization tools to engage in conversations regarding overall oral health. Just one scan allows you to have a diagnostic aid for interproximal caries, run an Invisalign Outcome Simulation, compare scans over time, or view occlusal contact points.
- ▶ By increasing patient acceptance.
 - GP doctors reported an average of 1.5x more Invisalign treatment patient starts for patients that were shown an Invisalign Outcome Simulation with the iTero Scanner versus patients that were not shown the simulation.³
 - Doctors reported that an average of 60% of patients that were shown an Invisalign Outcome Simulation with the iTero Scanner started Invisalign treatment.⁴
- ▶ By keeping patients' scan history to complement your patient oral health monitoring with iTero.

4 Post visit



Continue providing service and value through remote care

- ▶ By emailing the treatment plans, Invisalign Outcome Simulations, and the visit summary to your patient as a post-appointment follow up.
- ▶ By leveraging the MyiTero.com platform to access scans, cases and communicate with your lab anytime, anywhere.
- ▶ By engaging in easier virtual reviews and collaboration on cases with your colleagues and peers.

Optimization across the iTero digital workflow

Optimising the Invisalign Digital Experience with Digital Treatment Planning tools

Optimising the Invisalign Digital Experience with Practice development Digital tools



Invisalign Photo Uploader

Step 3 Take digital records

Take digital photos using Invisalign Photo Uploader.



iTero intraoral scanner

Use an iTero intraoral scanner to take digital records of your patients in a more convenient, efficient and patient-friendly way instead of PVS impressions.

iTero Best Practice:
Give patients peace of mind and avoid cross contamination by cleaning and disinfecting the iTero intraoral scanner's touch screen and wand in front of each new patient. Open a new single use wand sleeve pouch and place the new sleeve on the wand in front of each new patient.

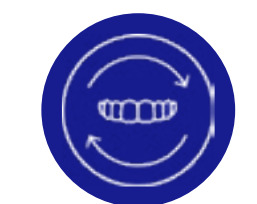


Invisalign Outcome Simulator

Step 4 Show patients their potential smile with the Invisalign Outcome Simulator and increase case acceptance

Improve treatment acceptance rates and aid chairside communication by allowing patients to visualise their potential treatment outcome via the Invisalign Outcome Simulator, available exclusively on the iTero Element intraoral scanner.

- Best Practice Using iOSim:**
- Free chair-time by using MyiTero.com to show the simulation and removing patients from dental surgery and using a separate dental room.
 - Possibility of creating additional leads by sharing the simulation through email with the patient.



ClinCheck Pro with 3D controls

Step 5 Elevate treatment planning with ClinCheck Pro

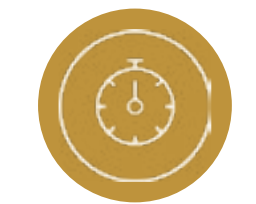
Create a personalized treatment outcome thanks to the enhanced user interface, the cloud flexibility across different devices and an improved efficiency with more precise 3D controls.



Progress Assessment

Step 6 Show patients real-time progress with Invisalign Progress Assessment

Makes it easier to inspire confidence and reward compliance with their tailored treatment plan for the patients as they will know exactly how treatment is progressing.



Progress Assessment

Step 7 Monitor changes with iTero TimeLapse technology

Changes in oral health can be hard to monitor over time, and even harder to illustrate without clear visuals to support. Enable proactive discussion of treatment options with iTero TimeLapse technology.



SmileView (if available in market on Invisalign website)



SmileView In Practice

Step 1 Engage patients with SmileView tool

Allow your patients to try on a new smile in just 60 seconds. **SmileView** is a new visualisation tool designed to make a difference to you, your practice and your patients.



Consultation app

Step 2 Elevate chairside consultation with Consultation App

The Consultation App guides the potential patients through a systematic discussion about Invisalign treatment and allows you to identify your patient's needs and treatment goals.

[Link to App](#)



My Invisalign App for patients

Step 8 Improve overall patient experience through My Invisalign app

Elevate patient experience and compliance with custom aligner tracker, reminders, save photos to smile gallery and progress video.

¹ Emir Yuzbasioglu, Hanefi Kurt1 Rana Turunc, and Halenur Bilir. "Comparison of digital and conventional impression techniques: evaluation of patients' perception, treatment comfort, effectiveness and clinical outcomes." BMC Oral Health. Published online January 30, 2014. n = 24 in a study comparing polyether with Cerac.

² Rejection calculated based on cumulative submissions of PVS and iTero scans from Jan 2017 to June 2018. Data on file at Align Technology, as of July 2018.

³ Based on a survey of n=60 General Dentists (from U.S., Canada and U.K, in July 2018) who used the Invisalign Outcome Simulator in the past year and were asked to compare the percentage of patients that started Invisalign treatment in their practice for those patients in which the Invisalign Outcome Simulator was shown versus patients in which a simulation was not shown.)

⁴ Based on a survey of n=101 Orthodontists and General Dentists (from U.S., Canada and U.K, in July 2018; GP=60, Ortho=41) who used the Invisalign Outcome Simulator in the past year and were asked, "For the patients who were presented the option of Invisalign treatment in the past 12 months, and for whom you have used the Invisalign Outcome Simulator, what percentage of these patients started Invisalign treatment?"