



# WHY THE CHAMELEON

We like chameleons because they are a symbol of **evolution** and – due to their colour-changing ability – **transformation**. You could point out that it is a slow and almost prehistoric animal: true!

But if we stick with the metaphor, what is more ancient and innate to the human being than **developing skills, and therefore knowledge**, in a perpetual motion of sorts?

After all, it is precisely this **thinking and rethinking** of our experiences and new learning details that enables us to **generate progress** as well as a certain **resilience**.



And let us not forget that **binocular vision** represents omniscience and wisdom, to be pursued with **determination** and **authenticity**, **adapting to changes of scenery** to **produce useful and profitable results...**

In other words...

**THE  
CHAMELEON**  
**IS THE** PERFECT TOTEM ANIMAL FOR  
FOR OURS AND YOUR GROW UP!  
A GOOD OMEN, OF COURSE.



# KEEP CALM

AND

Imagine if the **digital revolution** of our day-to-day life were,

## to magically **DISAPPEAR**

If a **back to basic** of colossal proportions were to absurdly force us to cut back - in both our work life and free time - the possibilities of simplification and interconnection offered to us by technological and digital progress.



# LOVE CHAMELEON

**This would surely be a nightmare!** A “no vital functions” signal of sorts... even if this meant we could sit back and enjoy our comfort zone, far from the continuous unhinging of our habits, which in actual fact – let’s admit – is the most annoying and frustrating thing we need to deal with every day.

Assuming therefore that a return to our origins is not what we want, and that complaining is not a strategy (rather, it would seem to make us even less seductive!)

**the only thing left to do is  
KEEP UP WITH THE TIMES**



and keep changing our skin so as not to lose even an iota of this transformation ...



Il camaleonte ci piace perchè a livello simbolico rappresenta l'**evoluzione** e - data la sua capacità di mutare colore - la **trasformazione**. La sua visione binoculare ci fa pensare all'onniscienza e alla saggezza, da per seguirsi con determinazione ed autenticità, adattandosi ai **cambiamenti**.

**Scenari** per produrre risultati utili e proficui...

Perfetto animale totem per Grow Up, incarna la nostra volontà di **pensare**

**e ripensare** ad **esperienze** e nuovi dettagli di apprendimento per porci nelle condizioni di generare **obiettivi di progresso** e sviluppare **nuove abilità**

**e conoscenze**

# GROW UP





Because, by refocusing on business and production, digitalisation and technologies in general tend to generate positive results, and no shortage at that!

And since for us, these tools have come to be part of our daily life, we have understood that to make them work better – and by better we mean more fluidly and efficiently – we need to create a culture of knowledge and independence!

Over the years – so to speak – of New Ancorvis training, which

**IF YOU DO  
THE MATH ADD UP TO 20!**

Cantoni (the New Ancorvis CEO n.d.r.) has nurtured a strong intention... which is to enhance the digital skills of each player in our supply chain, that is, dentist, technicians, and the industry in general, creating a work environment in which to express – each within their own field of expertise – their relative abilities, relying on tools able to simplify and optimise times and results.



So, to reiterate the concept: the industry can truly constitute a phantasmagorical **PLUS** for clinical and technical teams, only and exclusively when all 3 of these key players are united by the mastery of the digital sphere applied to our industry.

**Introducing GROW UP... a colourful world entirely dedicated to training.**



# Hey you... I CAN SEE YOU

I saw you raise your eyebrows and think to yourself...  
yeah whatever, the usual story... they tell you a couple of things,  
then kick a long ball and hope for the best!



**But no!**

**Grow up** is a path of development and evolution that focuses on the digital sphere, featuring educational contents permeated by New Ancorvis' 20 years of experience, the result of formidable research and development activities conducted by **Team Grow Up**, which tests, stresses, and analyses the most efficient methods to ensure an optimal digital workflow and develops all the step-by-steps to guarantee simple and efficient procedures. To verify the validity of the course contents, Team Grow Up interacts with third-party dentists and technicians, who validate – in vitro and in vivo – solutions and ideas, continuously suggesting concepts, tests, and analyses to be proposed in the course and to the market.





Pragmatic like never before, in **Grow Up** we seek to offer simple and practical formulas to solve even the most difficult equations.

So, lots and lots of practice, a tips and tricks approach, and tailor-made training in a location with all the bells and whistles where clinicians and technicians – together with their staff – can learn, try first-hand, and experiment Grow Up style solutions on the field.

This means you can find all the answers you need, improving and further developing your protocol!

## **Sounds good, right? So what are you waiting for?**

Be curious to know everything you can about Grow Up and its new way of doing training: you'll love it... and remember

**#growupthechameleon and #lovechameleon**



THE TOP-OF-THE-RANGE  
OF OUR  
**TRAINING  
COURSES**

We're talking about  
**IN STAFF**  
Training

designed specifically  
for the whole **DENTAL TEAM**  
which is both modular  
and customisable.

Find out all the details  
in the following pages!



# **Training IN STAFF studio-lab Intra Oral Scanner and flows**

Learning Level





## DURATION

2 days

The course dates can be viewed online at [www.growupteam.eu](http://www.growupteam.eu)



## WHO FOR?

The whole team.

■ **Dentists** with the following scanners:

Trios 3Shape, CS 3600 Carestrem, Element I-Tero,  
Scanner CARA I-500 Medit

■ **Technicians** with the following CAD software:

Exocad, 3Shape, DentalWings



## WHERE?

Grow Up Centre, Ambra Room and Smeraldo Room, a common room set up for both Clinical and Technical Education.



## METHOD

Total interactivity between attendees and Grow Up trainers, and 90% of practical exercises on a mannequin and CAD workstations.



## AIM

We will work with the attendees to learn more about the digital tools already in their possession, as well as the procedures to get the best out of their workflow. The different teams, with up to a maximum of 4 people, can choose the topics they'd like to explore before the start of the course, which will be customised to suit their needs. During the course, we will create an effective training ground to try all the steps until the goals that each participating team will have set for themselves have been reached.

# RULE OF ENGAGEMENT

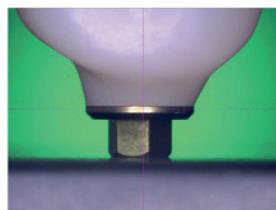
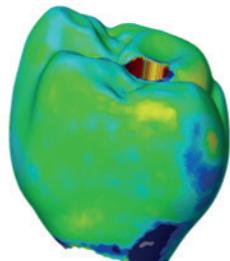
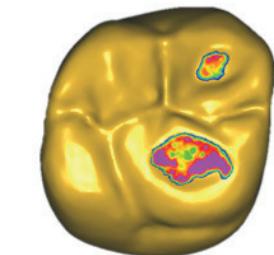
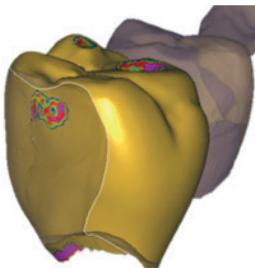
- To make the intra-oral scanning workflow a success, we firmly believe it takes all the skills combined of the clinical and dental teams. This is why we have thought and studied in detail this course, called: Intra-Oral Procedures IN-Staff
- For the Grow Up team, these two days represent a huge responsibility: to give our all and transmit everything we can to make your daily digital experience more efficient. This can only be achieved if both the Dentist and Technician participate together.
- We don't want to seem too rigid or pretentious, but we will not accept registrations from only clinicians or only technicians: for us, it is too important to give you the best we can, and therefore transmit to both figures, at the same time, all the contents of the course.

## Programme

- Definition of the personal objectives of each team and continuous checks during the course of their achievement
- Scan Principles and Musts: the positive behaviour of intra-oral scanners to be exploited
- Principles and Musts of CAD software in intra-oral scanner file management
- Scanbody and implant libraries: insights
- Choice of native scan flows and need to customise the sequence of scans and the flow with the Lab
- Analysis and approach to the problems most encountered in the New Ancorvis daily practice

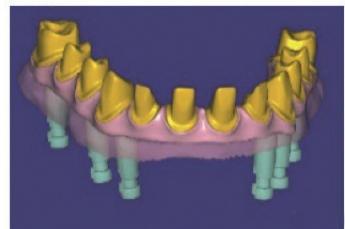
## Training ground for Clinical team

- Scanning exercises: centring, alignment, focal distance, rotations, impasse scan, acquisition front and video-hands correlation
- Exercises on simulator: no-prep arches, single elements and bridges on dental preparations, bite registration and control of results
- Exercises on simulator: acquisition of single and multi-element scan bodies with control of results
- Exercises of extra-oral scans with intra-oral scanners



## Training ground for Technical team

- Exercises: file alignments, additional scans, general parameters, file cleaning and edge tracing on partial and total preparations
- Exercises: from file package to choice of library and marker alignment, control and creation of virtual model
- Exercises: single-step abutment-crown design, bridge and crown (screw-retained and cement-retained) in relation to the transgingival profile and angulated screw channel management



## Menu [clinician]

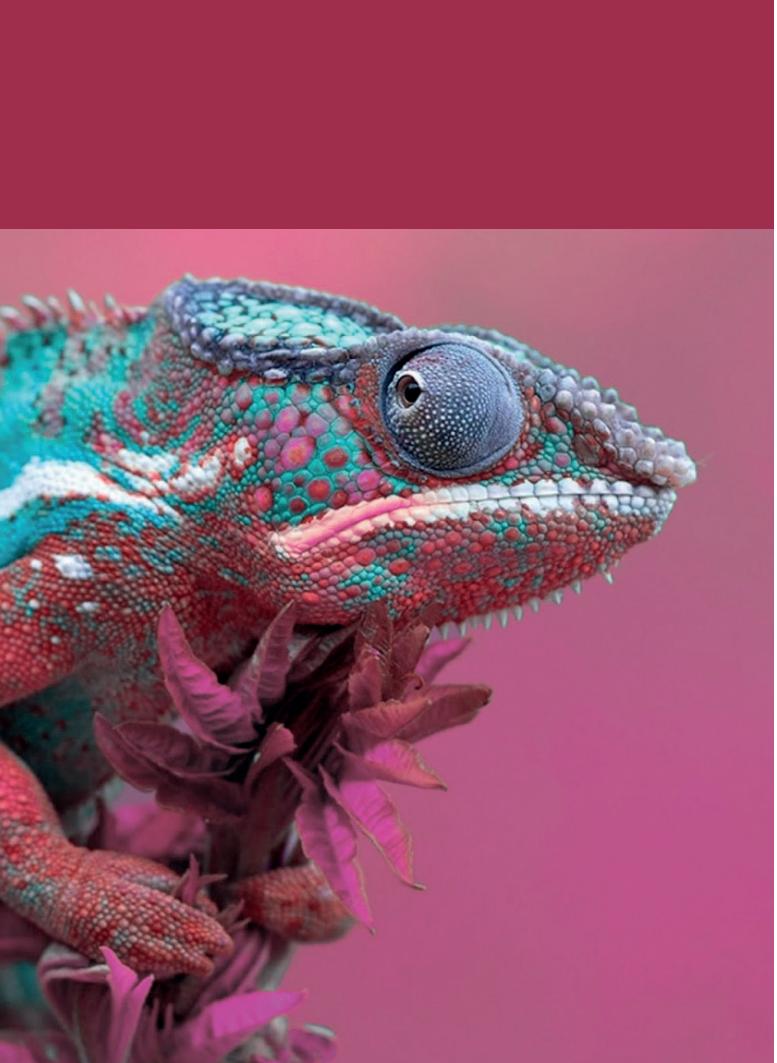
Those attending the course can choose from the following list of topics to be explored according to their needs:

- Practical factors affecting intra-oral scanning
- Scanning strategies: correct Quality / Timing ratio
- Control of the scanning field: tricks and role of the assistant
- Scanning of complete arches with teeth: protocols and exercises
- Acquiring the key information of a tooth preparation: protocols and exercises
- Detection of bite registrations (also with DVO) and management in the laboratory
- Knowledge and management of digital components: scanbody and T-base
- Protocols and exercises for the intra-oral detection of scanbodies
- Prosthetics on implants: step by step and flow with the laboratory
- Partial and total restorations with full-digital flow
- YES models NO models: selection and operation criteria
- Digital language: what are STL, PLY, proprietary files etc ...
- Transfer of transmucosal profiles in Digital
- Combining of scans and analyses (Gom)
- Temporary scans and prototypes in extra-oral mode
- Full arch scan on implants: exercises and analysis results
- Main error sources in intra-oral scans

## Menu [technician]

Those attending the course can choose from the following list of topics to be explored according to their needs:

- Laboratory management of bite registrations (also with DVO)
- Knowledge and management of bonding components
- Scanbody and Libraries: insights
- Works on implants: step by step and workflows
- Digital language: STL, PLY, Proprietary files etc ...
- CAD modelling: virtual conditioning of tissues
- Management of additional scans in the laboratory
- Preparation of the file for milling and printing
- Combining of scans and analyses (Gom)
- Double File Protocol: double file of customised abutment with direct crown, reinforced provisional restoration
- File cleaning and marking of the margin from intra-oral scan
- Partial and total restorations with full-digital flow
- Software-based occlusal and interproximal contact points
- YES models NO models: selection and operation criteria
- Full arch scan on implants: limits and approaches of intra-oral scan flow



# TRAINERS

## Fabio Ferri

Graduated as a Dental Technician from the L-Dehon Institute of Bologna in 1989. He has worked in the dental industry all his life, starting out in the sales and marketing area of companies, such as Sweden & Martina and Novaxa. From 1997 to 2018, he worked for 3M Oral Care, initially in the role of Scientific Affairs manager: with the goal of developing projects and building relationships with opinion leaders and universities, as well as helping to spread the word about the technical and scientific aspects of dental materials; he was a speaker at workshops and training courses; he also took on the role of Head of Scientific Marketing and Education throughout Italy. Over the last eight years of his career, he has mainly been involved in taking an in-depth look at the aspects related to Intra-Oral Scanning and Digital Workflows, taking part in task forces with the research and development team on the optimisation of scanning paths, as well as educational activities, acting as a trainer for the intra-oral scanner. He joined New Ancorvis in January 2019 and has been focusing on the development of the Grow-Up project.

**CLINICAL TEAM  
MAX 2 PEOPLE**

**€ 790 + vat**

Dental practitioner: the dentist can bring a collaborator (observer only) at no extra cost

**TECHNICAL TEAM  
MAX 2 PEOPLE**

**€ 480 + vat**

CAD technician: the technician can bring a collaborator (observer only) at no extra cost

**TOTAL COST  
OF TRAINING**

**€ 1270 + vat**

Each course will be held with a maximum of no.4 complete teams

European customers not registered with VIES will be charged Italian VAT at the prices indicated

## **Marco Ortensi**

Marco graduated from the Marcello Malpighi Institute in Dental Technology in 2010. He had already begun working in the family laboratory in 2007, taking a keen interest in new technology and, in particular, the use of CAD-CAM in dental technology. In 2013, he opened his own laboratory where he worked as a freelancer, mainly dealing with CAD-CAM processing. In 2015, he obtained the Higher Education Certificate for Specialisation in Digital Dental Technology at the Guglielmo Marconi University of Rome. Since 2013, he has been collaborating with NEW ANCORVIS as an external design centre. From 2015 onwards, he has worked with NOBIL METAL, holding training courses for digital dental technology. He has collaborated with several professionals as a speaker in courses and congresses and in the publication of specific articles on CAD-CAM processes. From 2017 onwards, he has worked with the Exocad software house, where he was gained "Train the trainer" certification. Since 2017, he has been a partner of the Centro Odonto tecnico Ortensi Gianni & C.

## **Franco Schipani**

High school diploma in dental technology from the Edmondo De Amicis Institute in Rome in 1986. Higher Education Certificate for Dental Technician Specialisation in Fixed Mobile and Implant Prostheses at the University of L'Aquila in 2012/2013. AHigher Education Certificate for Specialization in Digital Dental Technology at the Guglielmo Marconi University of Rome in 2014/2015. Certified as Exocad International Official Trainer in 2014. Owner of the Sudent Dental Laboratory in Cesena from 1991 to 2015. Technical Consultant for Nobil Metal Company since 2010. Technical Consultant Coordinator for Nobil Metal digital solutions in 2013. Lecturer in the Advanced Training Course for Specialisation in Digital Dental Technology at the Marconi University in Rome since 2014. Sinergia Project Manager for Nobil Metal and New Ancorvis since 2016. Speaker at various national and international congresses. Author of publications in specialised sector-based publications. Speaker at specialisation courses.

# **REGISTRATION, METHODS, AND RATES**

It is possible to register for the course only through the relative **online platform**.

Without prejudice to the right of withdrawal\*, in case of inability to attend the course - with written communication sent by email to info@growupteam.eu within and no later than 14 days before the start of the course - it is possible to request a change of course date from among those available. In the event of inability to attend the course even on the alternative date, the contract shall be considered terminated for reasons attributable solely to the Client, without any obligation for Grow Up to reimburse the registration fee.

**In case of non-payment of the registration fee by one of the attendees of the Clinical Team or Technical Team in accordance with the methods and time frames indicated during registration, it shall not be possible to attend the course.**

\* Pursuant to art. 52 of Legislative Decree no. 206/05, the person attending the course, within the limits of art. 59 of said law, may exercise the right of withdrawal within fourteen days from the completion of registration, without having to provide any reason and without incurring any costs other than those provided for by article 56, paragraph 2, and article 57

# CONTACTS

## GROW UP

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# NOTES

