



ORTHO2

President's Perspective

A New Partnership

As many of you have probably heard, Ortho2 announced a partnership with Henry Schein, the world's largest provider of health care products and services to office-based dental, animal health, and medical practitioners, earlier this year. Since this announcement, I have heard from many of you wondering what prompted this decision. This 50-50 partnership was not something we at Ortho2 took lightly, and was in fact years in the making. But we think it makes sense for a lot of reasons.

As you may know, Ortho2 has been a completely independent company throughout our 35 year history. We watched other companies be acquired, have their names changed, their management teams swapped out, and, all too frequently, cease to exist.

But we also watched as the medical and general dental industries evolved and consolidated, largely crushing the independent holdouts. More recently, we saw that this trend was moving into orthodontics. We did not want to follow an independent path if it was going to inevitably lead to Ortho2 being squeezed out of relevance.

We are delighted to be joining forces with Henry Schein. We're proud of what we've accomplished in our 35 years as an independent company, however the ongoing technology explosion and evolving orthodontic market now makes joining forces with Henry Schein an important step for us and, more significantly, for you. Not only will it assure that we remain stable and there for you for decades to come, but it also means we will be able to leverage Henry Schein's huge ecosystem to help us innovate new and exciting benefits for you!

Dan Sargent, Ortho2 Senior Advisor and past President, adds, "This relationship is the end result of a long and thoughtful process. In Henry Schein we found the right combination of strength, integrity, and common culture that made us feel good. It was important to me that we retain the people and practices that have helped us

succeed all these years. With Henry Schein we gain the things needed to assure our long-term stability to be there for you, while retaining the things that make us, us."

Stanley M. Bergman, Henry Schein Chairman of the Board and Chief Executive Officer, also comments, "We look forward to offering advanced software solutions to orthodontists, just as we currently do on a global basis to general practice dentists. We welcome our new Ortho2 colleagues to Henry Schein, and look forward to continued success together."

Finally, I would like to thank you for your support! I look forward to continuing the adventure with you! Our mission, as always, remains: To help our orthodontic partners succeed. ☺



Amy Schmidt

Amy Schmidt, Ortho2 President

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