



Paolo Kalaw
CEO, Evident Inc.

AGM & CE Lecture | Saturday, April 27, 2019
Lecture by Paolo Kalaw

How to Grow in a Digital World

The dental lab industry may be one of the last to jump on the digital bandwagon, but like so many industries before us, inevitable change is happening now. Join **Paolo Kalaw** as he covers trends in the industry, how digital information flow will change how you do business, and an introduction to his latest brainchild – the Evident IOS System.

Paolo Kalaw is a leading Canadian entrepreneur in the healthcare technology industry. He moved with his family from the Philippines to Vancouver in 1982. In 1989, Paolo graduated with a degree in microbiology from the University of British Columbia.

In 1997, Paolo took over a five-person dental lab and transformed it into one of the largest dental lab operations in North America. Over a nine-year period, Paolo and his team acquired and operated dozens of stand-alone laboratories, many of which generated north of 30% earnings, and the company grew to be one of the largest lab groups in the world.

After the sale of the business to a private equity group in 2006, Paolo took Frontier Dental Laboratories under his wing. With established labs in both Canada and the United States, Paolo utilized Frontier Labs' success to create Evident Software, which helps labs grow by offering them marketing tools and facilitating the transition to a digital workflow.

In just three years, Evident has become the leading healthcare management software with over 15 million patients and 110,000 dental practices worldwide. Paolo's most recent innovation is the Evident IOS System, a revolutionary service offering intraoral scanners to Evident customers on a monthly subscription to make intraoral scanners more affordable and reliable.

This session is free for DTABC members in good standing. Non-members are welcome to attend the lecture for \$50.00 plus tax. Participants will obtain two continuing educational credits.

Please register in advance to help us plan accordingly.

Date	Saturday, April 27, 2019
Location	Holiday Inn Vancouver Airport Richmond 10720 Cambie Rd., Richmond, BC
Check-in & registration	8:30 a.m.
Annual General Meeting	9:00 a.m. to 10:15 a.m.
Coffee Break	10:15 a.m.
Paolo Kalaw Lecture	10:30 a.m. to 12:30 p.m.

To register, please email office@dentaltechniciansofbc.com. You may also call 604-278-6279 or 1-888-495-4566. Visit www.dentaltechniciansofbc.com for more information. ●