

Crossing Borders

Official Opening Speech

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PLANMECA GROUP
Better care through innovation

Aalto alumni

- Background
 - Aalto university (TKK) 1988-93
 - M. Sc. (Tech)
 - Power Electronics
 - International Marketing and Business Strategy
 - Research and Development
- Early stages of venture startup accelerators
- The evolution of Nokia

Planmeca Group

Founded 1971 in Helsinki, Finland

Now the largest privately owned dental manufacturing company in the world

One of the world's largest providers of dental equipment – and growing



Planmeca Group in numbers

Turnover target

€ 1bn

in 3-5 years

OVER 100

quarters of
consecutive
growth

2,700

employees
worldwide

550

distributors in

120

countries

98%

of products
exported around
the world

One of the largest
product ranges
in the industry

100,000

shipments per year
from Helsinki

Always one step ahead

- Our strong commitment to R&D guides everything we do
- We are at the forefront of our industry and driven by innovations
- We have an in-house team of researchers and designers dedicated to emerging technologies

Over
400
global patents

Up to
10%
of annual
turnover goes
to R&D



Design principles

Efficient workflow



Healthy medical team



Relaxed patient



Long lasting aesthetics



Design principles

Efficient workflow

- Optimised patient flow and value-added diagnostics
- Business intelligence for medical professionals through big data
- The Internet of Things to ensure uptime
- Thorough understanding of clinical workflows



Design principles

Healthy medical teams

- Advanced chemistry
- Material technology, Nanotech
- CleanTech
- Hazardous waste management



Design principles

Relaxed patients

- Welcoming, approachable design
- Easy accessibility
- Pain and fear control
- Low dose imaging
- One size does not fit all:
Individually and culturally
distinctive solutions



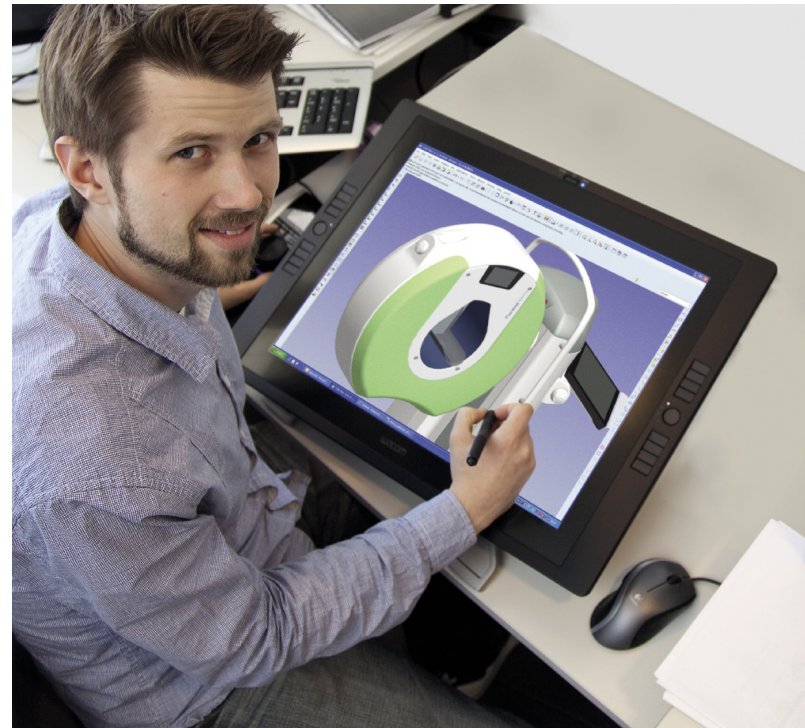
Design principles

Aesthetics



Synergy with Aalto University

- Thesis project workers
 - Manufacturing technologies
 - Research projects
 - Product development, lifecycle management
 - Cost-optimisation
- Specific course case studies
- Student club cooperation
- Research projects
- Potential for teaching cooperation in the future

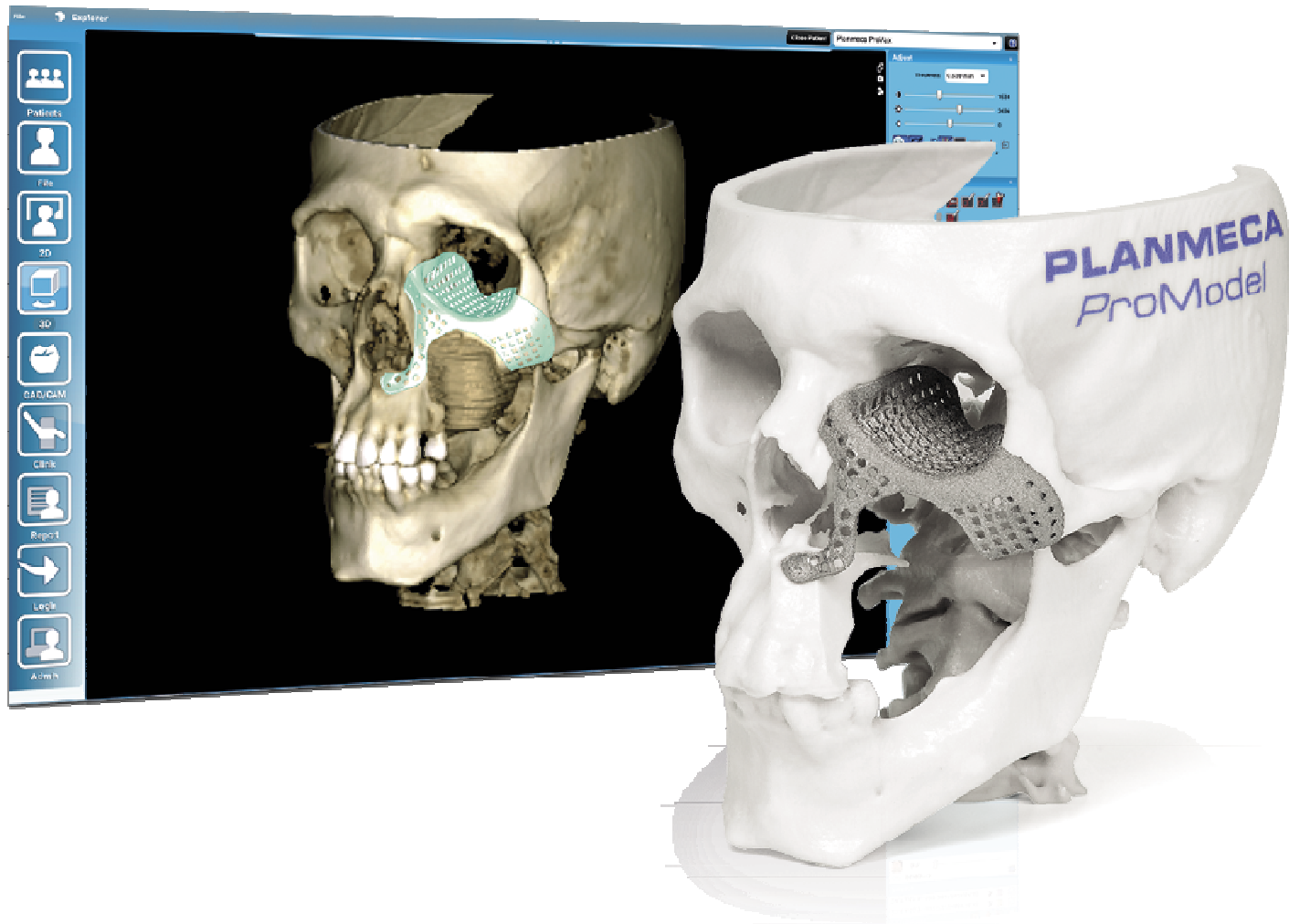


A virtuous cycle

Innovations breed innovation



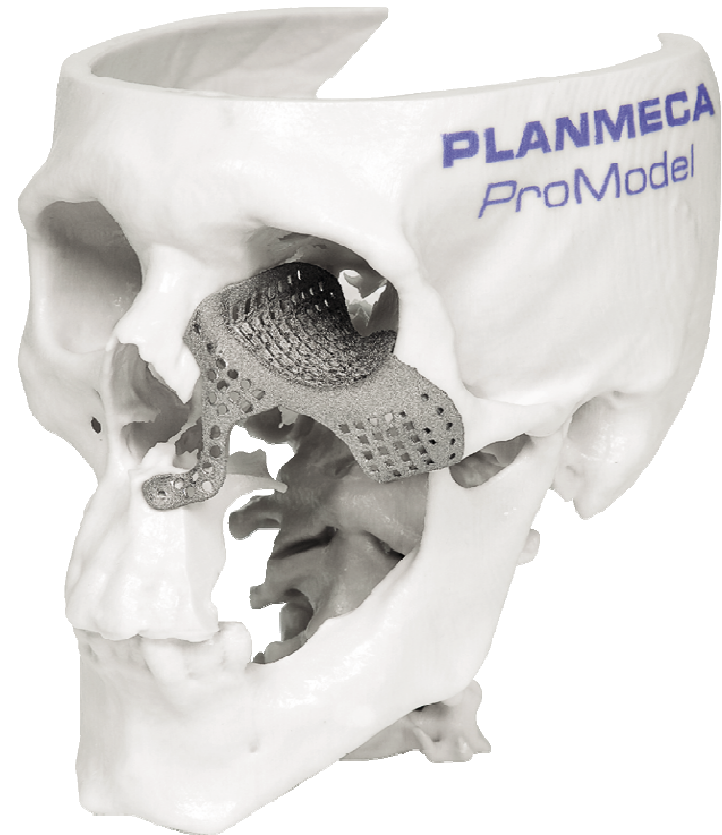
Planmeca ProModel™ Patient-specific 3D implants



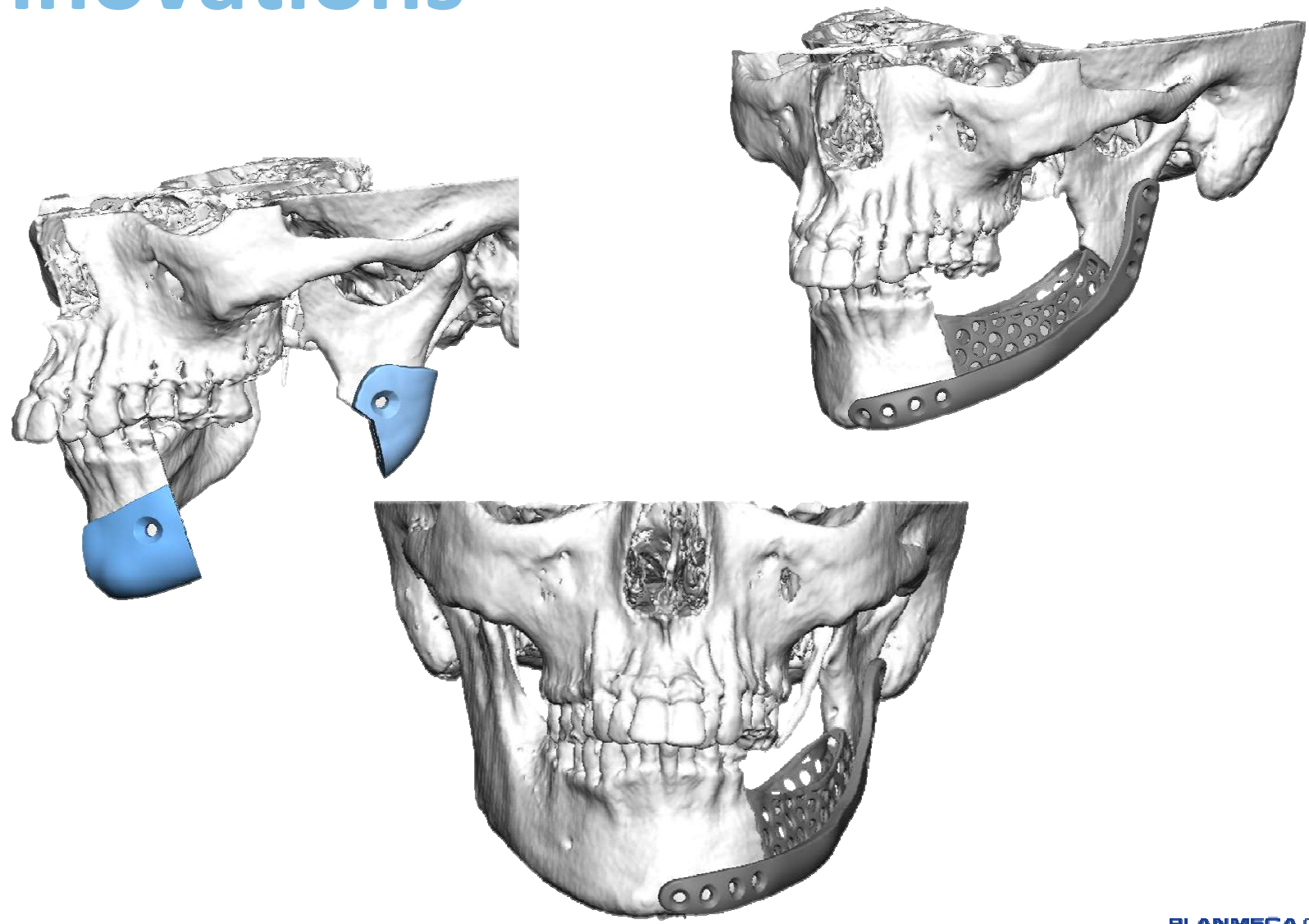
Planmeca ProModel™

Patient-specific 3D implants

- 3 AMME engineers
- On-line design services between surgeons and AMME Eng.
- Benefits
 - To society
 - Up to 10.000€ savings per operation
 - Service business to us
 - Patient
 - Less anesthetics, better fit and aesthetic result



Continuous flow of small innovations



New Aalto University Otaniemi Campus

- Fosters cross-cultural teams
- Creates independent lifelong networks between different specialists
- Further encourages venture start-ups and entrepreneurship
- Future positive impact of Arts students
- Finland needs a more active, positive and buzzing atmosphere
- Regulations provide a base for innovation, but can also pose a threat
 - Patient identity and data protection to the extreme
 - Academia should pave way for optimal balance

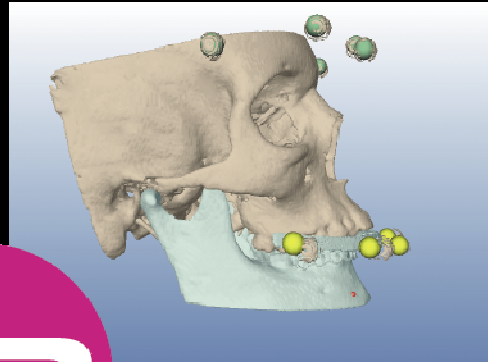


Future challenges

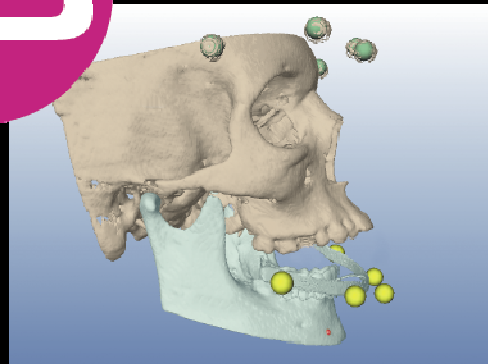


- How can we see what we don't see today?
 - Limitless opportunities in 3D imaging

Future challenges



4D

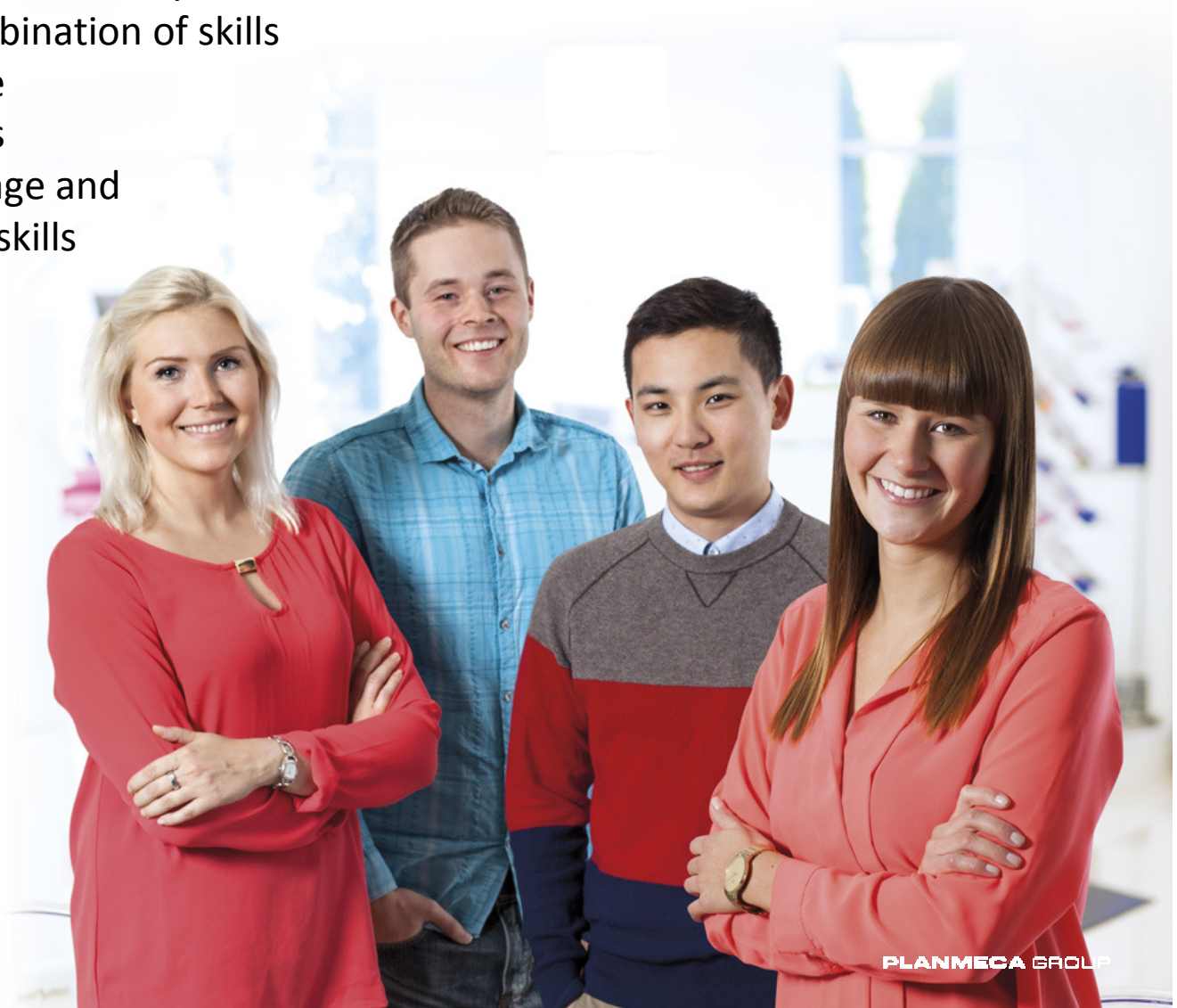


- New possibilities with 4D
 - Functional custom-made spare parts
 - Re-Surfacing of kneecap cartilage



Future talent

- Graduates from Aalto University
 - The perfect combination of skills
 - Wide knowledge
 - Three specialties
 - Extensive language and communication skills



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