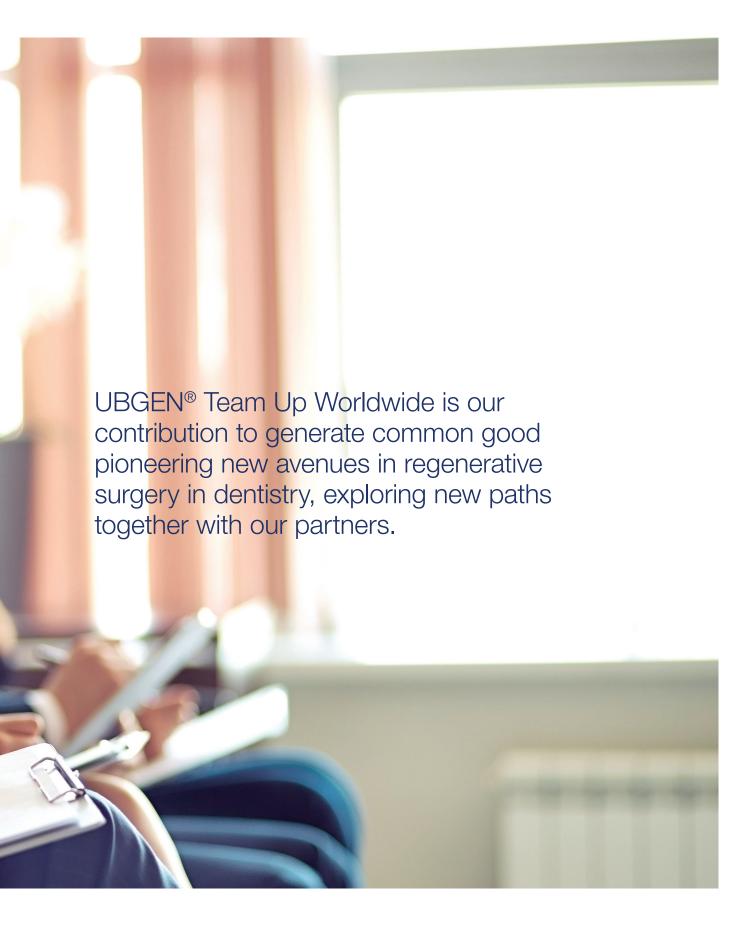
# UBGEN® TEAM UP WORLDWIDE

The Earth: a grain of sand in a vast cosmic arena. To date, the only known world capable of supporting life. Everyone we love and every human being has lived their existence here. This is where we are. This is our home. This is who we are. This is why we have decided to dedicate our professional lives to improving the lives of other people. To achieve this, we have undertaken difficult and risky paths. Indeed, considered by many to be impossible. With the awareness that failures would be greater in number than successes. But life is only worth living if we realize our uniqueness by kindly caring for each other. Within this type of approach, each of us has one primary mission, and only one: to fulfil their potential in harmony with their surroundings.









# INNOVATION AND CARE OUR ESSENCE

#### A COMMUNITY OF PRACTICE

Welcome to UBGEN® Team Up Worldwide.

We welcome you in a space that we wish to become a community of practice for motivated and curious researchers and people, with a clear and lively mind and an open heart: a space to practice the medical art, to share knowledge and to exchange experiences, so as to continue improving and spreading innovation in the field of regenerative surgery in dentistry.

**UBGEN®** Team Up Worldwide is an Academy where all our partners - Opinion Leaders, Dealers, Sellers and anyone who contributes to UBGEN®'s research and development and entrepreneurial success - can meet to strengthen mutual relationships. The common denominator, the magical thread of energy that connects all these actions and the parallel universes of people we encounter everyday is care.

This is the sign we want to give to customers, collaborators and partners and the footprint we intend to leave behind us.

Taking care of people for a world of extraordinary smiles.

# UBGEN® TEAM UP WORLDWIDE

#### **OUR PROJECT**

Team Up Worldwide activities include:

- The constant development of innovative solutions based on solid scientific premises, designed to improve the health and well-being of patients;
- Information, training and exchange courses at an international level among ambitious professionals aiming for professional improvement and success;
- Research and development activities, monitored and certified by competent institutions;
- The support of Opinion Leaders and authoritative professionals to guarantee the highest level of scientific expertise and experience in training activities;
- The contribution coming from the results of the most recent studies supported by academics from prestigious universities and research institutions of dental training.

We invest in training because we consider it the key element to deepen knowledge, develop skills and stimulate research.

UBGEN® Team Up Worldwide: alliance matters more than the goal.



### **UBGEN® TEAM UP WORLDWIDE**

## UBGEN® EXPO, MEETING & CONGRESSES

Visibility, reliability and connection. The presence of the Brand at fairs, meetings and congresses.

## UBGEN® REGENERATION ACADEMY

Together for the common good opening new avenues for exploring new paths.

## UBGEN® RISING AUTHORITY

To create authoritative alliances.

## UBGEN® SHAPING EXPERTISE

To form competent partners.

## UBGEN® EXPANDING TRUST

Lead further with confidence.

# UBGEN® EXPO, MEETING & CONGRESSES

#### VISIBILITY, CREDIBILITY AND CONNECTION

Trade fairs, conferences and events always have represented a fundamental moment of comparison and exchange between the companies, potential customers and partners, a privileged showcase to put in highlight the differentiating and competitive characteristics of products and services.

UBGEN® has always valued the direct relationship with partners and the public, believing that the precious value of the relationship should be cultivated with constancy and presence.

We are happy to meet again for the next must-sees international appointments and events that we organize for the purpose to encourage the meeting between the protagonists of the successful story that we are writing: different in terms of skills, united in the goal.





#### THE POWER OF THE ENCOUNTER

We participate and are pleased to welcome you to the main globally recognized trade fairs of the sector because we believe in the business where it is possible to establish direct contact, face to face with the interlocutors, develop authentic and deep relationships.



#### **MEETING**

#### THE IMPORTANCE OF UPDATING

The meetings focus on various topics in the periodontal and peri-implant fields, dealing with the constant evolution of techniques and approaches and modern trends adopted in the light of the new guidelines introduced by the European Federation of Periodontology.



### **CONGRESSES**

#### THE VALUE OF THE EXCHANGE

We organize and are Sponsors of scientific meetings and conferences that represent the ideal opportunity for comparison and the exchange of valuable knowledge, information and experience between dental professionals.

## UBGEN® REGENERATION ACADEMY

#### **CREATE AND CARE**

UBGEN® exists thanks to the complicity and solid cooperation of a couple of entrepreneurs with the challenge gene in their DNA: llenia and Marco.

Their ideas, born of creative intuition and cultivated by tenacious patience, took root like seeds, giving rise to new innovative business models in the field of biotechnology for bone regeneration.

Generating is giving life, being fruitful, abundant.

To regenerate is to take care of, rebuild, heal.

Both souls of the company are alive and present in the divisions of UBGEN® REGENERATION ACADEMY.





#### **UBGEN® RISING AUTHORITY**

#### **GENERATING AUTHENTIC ALLIANCES**

Specific paths dedicated to Key Opinion Leaders and Dealers, designed to identify and create UBGEN® Brand Ambassadors internationally, thanks to whom it is possible to guarantee continuous information and training support.



### UBGEN® SHAPING EXPERTISE TRAIN COMPETENT PARTNERS

Training courses on our products and solutions for regenerative medicine in dentistry and for the development of the sales force skills coming from our partners.



### UBGEN® EXPANDING TRUST LEAD OVER WITH CONFIDENCE

Events in Italy and abroad dedicated to dealers and their customers to deepen knowledge about UBGEN® products and solutions as well as their clinical applications.



#### AMBITIOUSLY FOCUSED ON REGENERATING SMILES

We imagine a world of conscious choices and actions, populated by smiling people, in harmony with the surrounding environment.

#### WE SUPPORT ETHICAL ACTIONS

- respecting the distinctive features that make each person unique
- exploring new technologies for bone regeneration in dentistry
- regenerating smiles

#### WE STRIVE FOR AUTHORITY

We focus on the generation of bidirectional authority from and towards Opinion Leaders and Dealers to increase the value of the UBGEN® Brand.

#### **FORMULA**



PRESENTATION OF THE COMPANY



OVERVIEW
OF THE
PRODUCTS



SHARING



#### **GENERATING AUTHENTIC ALLIANCES**

#### **BIDIRECTIONAL AUTHORITY**

We propose two targeted paths to spread knowledge and innovation in the field of bone regeneration in dentistry.

- 1. one dedicated to Key Opinion Leaders
- 2. the other addressed to the Dealers to support them in the identification and in the Creation of Brand Ambassadors worldwide.

#### INTERNATIONAL SCIENTIFIC COMMUNITY

UBGEN® Rising Authority favors the circulation of information, the meeting and scientific exchange between Clinicians, Dentists and Specialists in Dentistry and Dental Implant Surgery, to create a community of professionals of regenerative medicine in dentistry.

#### RESEARCH, DEVELOPMENT AND SCIENTIFIC RIGOR

The constitution of an international network of Clinicians and Opinion Leaders is the crucial and unique support we offer dentists and dental practitioners to improve the well-being, health and quality of life of patients candidate to a regenerative treatment.



#### FIERCELY DETERMINED

To spread the culture of bone regeneration in dentistry with simple and concrete actions to give shape and meaning to innovative skills and working methods, creating culture.

#### **DIFFERENTLY UNIQUE**

There are countless proposals aimed at marketing and sales people training. Some very good. UBGEN® Shaping Expertise is simply different and willing to become unique even in the training of competent partners.

#### **FORMULA**



PRESENTATION
OF THE
COMPANY



OVERVIEW OF THE PRODUCTS



COMMERCIAL TRAINING



SHARING AND FUN



#### TRAIN COMPETENT PARTNERS

#### PREPARED ON THE TECHNICAL PART

UBGEN® Shaping Expertise takes into account the fundamental elements to better communicate with the potential customer. We illustrate to marketing and salespeople the essential technical details to give the correct information and the right support to their customers, but we can also give more.

#### WITH HEART AND BRAIN

The best product, the perfect solution, the most ethical production process are nullified in the absence of correct communication. The market is not an abstract entity: it is populated by people who converse, exchange opinions, evaluate the quality of products and services, follow brand ambassadors, experience emotions and feelings, cultivate thoughts and have prejudices. Our consolidated experience in scientific marketing and in the commercial approach helps us to talk to them.

#### INNOVATIVE BY VOCATION

We are tireless in studying the recent discoveries of neuroscience and we apply the principles of neuromarketing to promote our solutions for regenerative medicine in dentistry.

#### FOR THOSE WHO COMMUNICATE AND FOR THOSE WHO SELL

UBGEN® Shaping Expertise, based on our experience in selling and in customer assistance, is aimed at dealers and product specialists, who wish to sell more. And better.



#### STRATEGICALLY SELECTIVE

The smile is contagious and we - we made it our mission - are looking for healthy carriers of value who understand thequality of our work, who appreciate the approach inspiring our actions and that for this reason are motivated to support the entrepreneurial vision of UBGEN® at an international level.

#### THE SOLID BASES OF TRUST

The results obtained, the authority deriving from the certifications, by the certificates of esteem and by the favorable reviews of the Opinions Leaders, but also transparency in information and punctual and dedicated training, nurture trust.

#### **FORMULA**



CLINICAL TRAINING



OVERVIEW OF THE PRODUCTS



PRACTICAL ACTIVITIES



SHARING AND FUN



#### LEAD BEYOND WITH CONFIDENCE

#### THE PLEASURE OF BELONGING

UBGEN® Expanding Trust is dedicated to dealers and their customers who want to learn more about our solutions for bone regeneration in dentistry and their clinical applications.

For dealers who wish to organize a course for their customers, to strengthen their partnership and increase theoretical and practical clinical expertise, we recommend the Open Day in which we welcome them to our headquarters and we organize the visit to the production and the clean room.

#### THE DESIRE TO EXPLORE

When developing a project there are objective limits, but often it's us who put boundaries to vision, blocks to expansion, obstacles to realization. To go "beyond" the limit we are looking for people who want to be part of one team united by common ideals, sharing the vision of the business and company values.

### UBGEN® SCIENTIFIC RESEARCH

#### THE VALUE OF CLINICAL AND SCIENTIFIC RESEARCH

We support Research and scientific experimentation, assisting the dentist to:

- support them in a path of professional and entrepreneurial development;
- allow them to always be at the forefront, as a user of innovative materials and products, developed according to current requests of the dental market, with a forward-looking eye on the new horizons that open up to Research.

#### CREATE A NETWORK TO SPREAD KNOWLEDGE AND INNOVATION

In close connection with the medical and scientific community and with respect of the requests and indications of the most authoritative professionals in the sector, we operate in niche sectors of tissue engineering, promoting and supporting our partners' network activities and creating – thanks to innovation and scientific advice from qualified institutions and universities - certified and unique products, which respond to targeted and specific needs of doctors. We are specialists in integrated regenerative with focus in dentistry and we express and communicate the best of our skills and knowledge thanks to an intense Research and Development activity, in partnership with Universities and well known Opinion Leaders.

#### JOIN THE TEAM

Let's build our next scientific path together.

clinicalstudy@UBGEN.com



# UBGEN® UPCOMING EVENTS

#### **UBGEN® EVENT CALENDAR**

The event calendar is rich and always updated in real time. Connect online for registration and information on the most prestigious international events in the dental sector and on our many activities.



#### **FOCUS AND DISCOVER**

Our event calendar always updated to make a difference in the field of surgery bone in dentistry.





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