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JANAS



NEWSLETTER

Taking *Picasso* from Prototype to Masterpiece **JANAS CONSULTING** Helps AMD Lasers Dominate the Dental Laser Market June 28, 2011

In just two years, **JANAS** helped AMD's *Picasso* lasers become the best-selling dental lasers in the world. And best of all, thanks to the negotiating savvy of **JANAS**, AMD's CEO and owner, [Alan Miller](#), retained 100% ownership of his company until last week when AMD was sold to DENTSPLY International, Inc.

When **JANAS** first met Alan Miller, it was smack in the middle of the Great Recession. For many dentists, the purchase of new equipment was the last thing on their minds. But **JANAS** recognized that AMD's affordable *Picasso* laser was the right product for those troubled times.

JANAS fueled AMD Lasers explosive growth by:

- Won exceptional vendor credit
- Recruited key employees
- Negotiated more than 50% price reductions from Chinese vendors
- Secured clear title to all intellectual property

And now Alan Miller has announced that AMD Lasers was bought by DENTSPLY. Their exceptional resources will help Mr. Miller take AMD to the next level in bringing affordable laser dentistry to the world.

Once again, **JANAS** has helped its client achieve remarkable results. **JANAS'** success stories include:

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- An automotive parts supplier that increased in value by 450% over a 5 year period
- A medical implant manufacturer that increased in value six-fold over a three year period
- A specialty advertising media company that increased shareholder value nine-fold over a 4 year period

JANAS. SPECIALIZING IN SUCCESS.

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