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## **Before You Buy Sharp Shape Scanners**

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If you are interested in buying Sharp Shape's foot scanner or cast scanner, please consider the following factors.

Our scanners are specially designed for our Automated Orthotic Manufacturing Systems (AOMS) to aid the manufacturing process of the foot orthotics. The images generated from the scanners are fed into the AOMS system to produce orthotics. Without the system, the scanners will not do much except to make presentations.

Please understand the above fact and secure at least one AOMS lab for making the orthotics for you. AOMS system is the most widely used system in orthotic labs. However, the systems are custom installed in labs. You need to contact the labs for details. You can buy the scanners from a lab, or from us. You need to consider which works better for you.

If you buy the scanners from a lab, the lab will make sure the scanner works with the lab's system. In most cases, labs add their expertise to the process of using the scanner with their system. In this case, the lab wants to make sure that you send the scans to their lab. You need to find the price and terms from the lab.

If you buy the scanners from us, you need to find a lab anyway, because we do not manufacture orthotics. Before you buy the scanner from us, you will need to tell us which lab or labs you are going to use. The lab should be willing to accept your scans and we need to know it. You need to negotiate orthotic price and turn-around time with the lab directly.

In the past, most of our foot scanners were sold to our clients (orthotic labs). In turn, they sold or leased the scanners to their customers (podiatrist, clinics, etc.). Since we don't have any exclusive agreement with anyone, we can sell our foot scanners directly to the public. If you are interested in buying the scanners from us, please ask for the PDF document: "Introducing USB3D Foot Scanner". Specs, price, and terms are described in it.

If you have any questions, please write to us at [sharpshape@comcast.net](mailto:sharpshape@comcast.net). -- End of File --