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## How to Benefit the Utmost from Working with Sharp Shape

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Every business has its own characteristics. To truly understand the characteristics of a business is the key to work with the business and benefit the utmost.

Sharp Shape is not a big company. In fact, it is rather small. However, we have been doing this for 20 years. They do this for their share-holders, but we do this for our passion. **If we do not make astonishing shapes in our lifetimes, we hate to close our eyes when we die because it is too regretful.** It is not just the income that attracts us; it is the passion. We are obsessed with beautiful shapes, especially for people's feet.

In real estate, people are saying 'location, location and location'. In our field, we are saying '**education, experience and both**'. If you plan to have our Automated Orthotic Manufacturing System (AOMS) installed at your factory, we guarantee your system will be set up by a PhD with many years of experience. Where can you get that?

Let's face it. How to deal with the short comings? Some customers asked us the utmost questions: what happens if 'heaven forbid' happens to the owners? Because we care our customers, we have short and long plans. We are still doing the R&D and improving our products. Please ask for the PDF file named "Sharp Shape Response to Customers Special Concerns" for answers. How do our customers benefit from working with Sharp Shape, 'as is'? Here are some suggestions.

First, we do not charge royalty from our AOMS system. The more you use it, the more you benefit from it. It is not necessarily true to all systems. Many system vendors charge royalties, contracts, and processing fees. Count up these fees, you end up with buying a couple of AOMS already. The cost of our foot scanner is lower than others. So benefit from our low cost systems and scanners.

Second, we advise that customers try to be independent to solve their problems. It does not mean that we want to shun our duty. Just because of the nature (so many systems out there and we are small), we may not solve your problem immediately. It is not too hard for you to do this. When you are not too busy, grab as much information as you can get. You can go to our website, or contact us for information maintaining your system, equipment and scanners. We will respond with help.

For more information, please visit our website [www.sharpshape.com](http://www.sharpshape.com) or email us at [sharpshape@comcast.net](mailto:sharpshape@comcast.net). - End of file -