



"Understanding your vision for your practice, and then guiding you through to make it a reality, is what I strive to do everyday."

**LARRY EBSTEIN
Oregon**

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MEET LARRY EBSTEIN.

Larry had wanted to work in the tech industry for about as long as he can remember. His earliest memory of it is from the fourth grade, where, during an educational program interview, he was asked what he wanted to do for work. Having been enrolled recently in an Apple IIe programming class, his response was "I want to work with computers, so I can be on the front wave of technology." From that day forward his path was set.

Larry found his way north almost 15 years ago, trading his California roots for the beauty of Oregon. He entered the dental industry at the same time, first doing installations for a well-known practice management software company and eventually expanding his expertise to all dental technologies.

Larry launched his own business in 1999, and it grew through referrals from happy clients and vendors. His philosophy is that each client is an individual. Larry works hard to make sure that he fully understands his client's vision, and that the client fully understands the options available to fulfill their vision.

"My clients learned that they could always get a hold of me anytime they needed something," he says. "I've always worked hard to find the correct answer the first time, and they know that with me there is no guess work."

In 2010, Larry began working with Dan and the other Pact-One experts to merge his Oregon and Washington based company with the Pact-One group. Since they had known and worked with each other for years, the partnership between Larry and Dan was a natural fit. They believe that the result will be even better support for Larry's longtime clients.

"I think it comes down to the intangibles. There are a lot of companies who sell the same hardware and software - but it's necessary to have the right mixture of trust, personality, skills and (most importantly) service. It's about our clients knowing that we have their best interest in mind," he says.



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