

How to get started with the TAP system

It's easy to offer the TAP system to your clients... Here's how.

Written By: Patrick Tessier



The graphic illustrates the evolution of the TAP system from 1996 to 2016. It features a central orange box with the text "History of TAP™" and a blue oval containing the "TAP™" logo. To the right is a portrait of Patrick Tessier, a man with glasses, a white shirt, and a red tie, smiling against a background of colorful confetti. Below these elements is a horizontal timeline of seven dental models, each representing a different TAP system version. Each model is shown from a top-down perspective, highlighting the placement of the TAP device on the teeth. The models are arranged in a slightly overlapping manner, showing the progression of the system's design over time.

Model Name	Year
TAP 1	1996
TAP 2	2003
TAP 3	2007
TAP 3 Elite	2011
myTAP	2013
TAP PAP CS	2014
dreamTAP	2016

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INTRODUCTION

Thanks for the interest in becoming an authorized TAP Lab. I've attached several documents to assist your decisions.

It's pretty easy to offer TAP appliances to your clients. Airway Management has two types of lab relationships, which the AMI new lab guide describes.

- **Distributor** – Can sell all the TAP appliances, but you sub-contract the manufacturing to AMI
- **Manufacturer** – Can sell all the TAP appliances and you can build them as well.

The big difference is the price of the kit price to the finished product price. You can make a lot more margin, building your own TAPs.

But, to manufacture you will need to become FDA registered. The 2017 cost of \$3,382. Which means you will need to sell about 4 cases a month for breakeven.

In the meantime, check out www.TAP.wiki, our free clinical education site. We recommend this to all labs and practices.

Step 1 — Steps to becoming an Authorized TAP Lab

LAB INFORMATION FORM

Email or fax the completed form to Airway Management at contactami@amisleep.com or (214) 691-3151.

Company Name: _____
 Owner: _____
 Address: _____
 City: _____ State: _____ Zip Code: _____
 Phone: _____ Email: _____ Fax: _____
 Tax ID #: _____ # of technicians: _____

Person responsible for TAP production and quality: _____

Is the lab an independent lab (not associated with or located in a dental or medical office)?
 Yes No Other: _____

What is the main business of your laboratory?
 Crown and Bridge
 Orthodontics
 Oral appliances for snoring and sleep apnea
 Other (please explain): _____

Who owns the lab?
 Lab Technician Dentist/Doctor Other: _____

If owned by a dentist/doctor, where is the lab located?
 In the dental/medical office
 In the same building, but not in the same office (or a completely different suite)
 In a completely different location
 Other (please explain): _____


Are the technicians at the lab familiar with FDA guidelines for medical devices?
 Yes No

Is the lab registered with the FDA?
 Yes FDA Registration #: _____ No

Are you interested in becoming a Manufacturing Lab or Distributing Lab (also known as TAP Lab)?
 Manufacturer Distributor

- 1. Use fill out the attached Lab Info Form and return to me. Indicate which type of relationship you desire, distributor or manufacturer.
- 2. We will then send you an agreement via DocuSign. **Sign that doc and you are an Authorized TAP Lab** and have access to wholesale pricing
- 3. I'll send you our marketing toolkit dropbox link and basic recommended pricing points.
- 4. Schedule a one-hour webinar to get familiar with the whole TAP system.
 - Suitable for Sales, Customer Service and Technical. It will help you become a TAP expert quickly.
- Explore the [Clinical Educational site](#)

Step 2 — Certify to manufacture each appliance

New Lab Evaluation Kit Order Form


Email completed order form to orders@amisleep.com or Fax completed order form to 214.691.3151

*Customer ID #:	Date:																											
Lab Name:	PO#:	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>Custom TAP Kits</th> <th>1 Kit</th> <th>Additional Kits</th> <th>Qty</th> </tr> </thead> <tbody> <tr> <td colspan="4">Airway Management will provide new labs with 1 FREE evaluation Kit for each appliance you would like to get certified in. Additional kits will be charged at the wholesale cost.</td> </tr> <tr> <td>TAP 1 TL Kit</td> <td>FREE</td> <td>Call for Fee</td> <td></td> </tr> <tr> <td>TAP 3 TL Kit</td> <td>FREE</td> <td>Call for Fee</td> <td></td> </tr> <tr> <td>TAP 3 Elite TL Kit</td> <td>FREE</td> <td>Call for Fee</td> <td></td> </tr> <tr> <td>dreamTAP TL Kit</td> <td>FREE</td> <td>Call for Fee</td> <td></td> </tr> </tbody> </table>			Custom TAP Kits	1 Kit	Additional Kits	Qty	Airway Management will provide new labs with 1 FREE evaluation Kit for each appliance you would like to get certified in. Additional kits will be charged at the wholesale cost.				TAP 1 TL Kit	FREE	Call for Fee		TAP 3 TL Kit	FREE	Call for Fee		TAP 3 Elite TL Kit	FREE	Call for Fee		dreamTAP TL Kit	FREE	Call for Fee	
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Shipping Address:		<p><small>* Upon certification of any of the above hardware choices, you are also certified in the ThermoAcryl version as well.</small></p> <p>Additional Comments or Questions:</p>																										
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<p><small>Please fill out all BOLD field above to avoid a delay in processing *If you do not have a customer ID number, please fill out all of the information above and you will receive a customer ID number with your order confirmation.</small></p>																												
<p>Shipping (via UPS). Ground Shipping on Evaluation Kits will be free. Rush shipping will be calculated and charged at the time of shipment. Shipping charges depend on the method (chosen below) and the ship to location. Airway Management will ship UPS Ground, unless otherwise indicated below.</p>																												
<input type="checkbox"/> Ground <input type="checkbox"/> 2 Day <input type="checkbox"/> 3 Day <input type="checkbox"/> Overnight																												

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- Once your lab is Authorized, you have access to the work instructions for all the appliances.
- www.TAPLab.wiki is the source.
- Using the Evaluation Kit Order form, you can request a FREE kit for each appliance you want to build.
- When you get the kit, go over the work instructions and call the Airway Lab with any questions. We are here to help.
- Build the sample appliance and send to Airway Labs
- Our Lab Manager will review the case and make suggestions as needed.
- Once you pass the evaluation, you can order kits for each appliance certified.