

# Dental Office Deals

## Sponsored by Delta Dental



Significant savings on supplies and services you already use — at an exclusive rate for Delta Dental network dentists!



### What is Dental Office Deals?

Dental Office Deals is a program that provides significant discounts in a variety of areas for qualifying Delta Dental dentists. The program offers discounts for many common dental practice needs — such as dental instruments, dental supplies, defibrillators, shipping service, cellular phone service, drinking water, office supplies, payroll services and continuing education — with an average discount of 33% off retail prices.



### Why is Delta Dental offering this program to Delta Dental dentists?

Delta Dental strives to continually identify new ways to create value for Delta Dental offices. We have been focused on expanding our large patient base for Delta Dental dentists in order to increase production for the practice. Dental Office Deals is a new direction that provides the opportunity for participants to reduce overhead expenses.



### Is there a cost to register for the Dental Office Deals program?

This program is free to qualified participants, and there is no cost to

enroll with any selected business partner. Each practice will need to invest a little time to understand which opportunity is right for them but the ROI will be high.



### How can more information be obtained on Dental Office Deals?

Visit the Delta Dental website ([deltadental.com](http://deltadental.com)) and log in to your account through the Dentist portal on the top bar. Select Dental Office Deals at the bottom of the left column to access the Dental Office Deals portal.



### How can a Delta Dental practice register for Dental Office Deals?

Register for the Dental Office Deals program by accessing the Dental Office Deals portal described above. Select the REGISTER FOR FREE button on the top bar and provide the requested information. After registering, you will be given access to specific information for each discount agreement, including information on how to enroll with a selected company. Registration takes less than five minutes.



### Where are these discount agreements coming from?

Delta Dental has a partnership with United Dental Alliance (UDA), the largest group purchasing organization focused on dentistry. United Dental Alliance is providing these business agreements, developed for their member base, for use by Delta Dental dentists.



### Who is available to answer questions about the Dental Office Deals program?

Delta Dental is sponsoring this program as we believe there is significant value for our Delta Dental networks. Since United Dental Alliance developed these agreements, they are available to answer any questions you may have or resolve any enrollment problems that arise. Their contact information can be found on the Dental Office Deals website.



## Dental equipment, supplies and services

### Dental and hygiene supplies

**Burkhart:** Have a one-to-one relationship with a supply distributor account manager and gain access to DSO-level pricing.

**ZDental:** Sonic toothbrushes for resale to patients at below market prices. Patients save \$30 off retail price. Includes practice name imprinting on the brushes for brand promotion.

**Cintas:** Group member discount and no set up fee. Dedicated representatives provide custom solutions to keep dental practices safe and productive.

### Equipment and repair services

**Komet:** Top quality rotary instruments manufactured in Germany. Carbides up to 56% off, diamonds up to 62% off and Endo Files 47% off.

**True Spin Dental:** 15% discount on already low prices for OEM-specific handpiece repair service with free estimates.

**MidwestDental:** DSO-level group pricing from an authorized distributor of equipment and supplies from all of the major manufacturers.

**Voss:** Member group pricing – comprehensive lighting inventory – expert consultation and specification.

### Lab services

**DSG:** A national network of full service and specialized dental laboratories, offers exclusive member pricing, special promotions and personalized client care.

**MesaLabs:** 15% or more off mail-in weekly spore testing service, EZTest in-house testing vials and chemical indicators.



## Practice administration

### Education/compliance

**DCS Dental Compliance Specialists:** 15% discount on compliance consulting services, including independent patient chart reviews, consultations and staff training.

**P&G:** 100+ free online dental education courses. CE credit provided.

### Financial services

**Foundation:** Small business lender using market leverage to solicit the best rate from many lenders, striving to provide loans at 0.5% to 0.75% below average rates. No cost for members to apply.

**Valued Merchant Services:** Credit card processing with notably low rates, next day deposits, easy-to-read statements and the latest software.

**Fiserv CardConnect:** Exclusive member rates ensure you save 10-40% on credit card processing fees for simple, secure and reliable service provided with innovative technology.

**GreenSky Patient Solutions:** Patient financing alternative to CareCredit with low merchant fees and 90-month terms for patients.

### IT services

**Insight:** Discounts on IT products & solutions services. Insight helps dental practices improve their technology while supporting patient care and reducing overall cost of ownership.

**Connection:** Expert solutions services and reduced group pricing on significant inventory of hardware and software.

## Practice administration (continued)

<b>Marketing services</b>	<p><b>Branded1st:</b> Promotional materials that help brand your dental practice. Website has a dental section that offers a large product selection discounted for our members.</p> <p><b>BullseyeMedia:</b> Discounted program to optimize the online presence of your practice and convert visitors to patients.</p>
<b>Practice management</b>	<p><b>Practice Analytics:</b> The real-time performance management tool designed to help monitor and diagnose the business health of your dental practice. Group member discount and no set up fee.</p> <p><b>PreViser:</b> Free license offered for risk assessment tool that enhances accuracy in diagnosis of oral disease.</p>
<b>Office supplies and services</b>	<p><b>Staples:</b> Save 17% to 80% off for office and break room supplies. Employees are eligible for these discounts on personal purchases. Special pricing on furniture, direct mailing services and printing services.</p> <p><b>Office Depot:</b> Discounts up to 70% (average 40%) on office and break room supplies. Employees are eligible for the same discounts as the practice. Download the store purchase card and save.</p> <p><b>Nestle Waters:</b> Discounts up to 60%. Nine regional brands of bottled drinking and distilled water. Limited geographical service areas — see website for details.</p> <p><b>FedEx:</b> Save up to 52% on overnight shipment charges and an average of 35% off ground shipment charges.</p> <p><b>AT&amp;T:</b> Employees enroll in less than five minutes for a 22% discount on AT&amp;T wireless service charges — minutes, data and text messaging (average bill savings 15-17%). Unlimited plan excluded. All plans are eligible for 20% off select accessories.</p> <p><b>ADP:</b> Exceptionally low flat monthly rate covers a comprehensive package of HR and payroll services. Practice can be set up in three steps, in three business days.</p> <p><b>Avis/Budget:</b> Employees are eligible to use our corporate discount code for their vehicle rentals and receive premier pricing rates.</p>