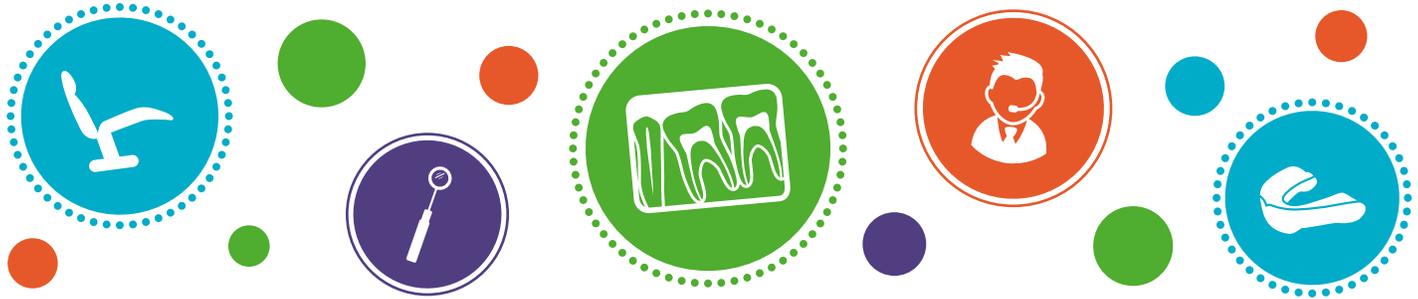


Dental Office Deals

Sponsored by Delta Dental



What is Dental Office Deals?

Dental Office Deals is a Delta Dental program that provides significant discounts on a variety of products and services for qualifying Delta Dental providers. Offers include many common dental practice needs, such as dental instruments, dental supplies, defibrillators, shipping service, wireless phone service, drinking water, office supplies, payroll services and continuing education—with an average discount of 33 percent off retail prices.

Exceptional savings on supplies and services you already use—at an exclusive rate for Delta Dental providers!

Why is Delta Dental offering this program to providers?

Delta Dental strives to continually identify new ways to create value for our providers' offices. We have been focused on expanding our large patient base for our providers in order to increase production for the practices. Dental Office Deals is a new direction, which 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 providers, 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. The resulting high ROI will be worth the time.

How can more information be obtained on Dental Office Deals?

Visit www.dentalofficedeals.com to learn more about this exciting opportunity.

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

Go to www.dentalofficedeals.com and click Join Today at the bottom of the page. Enter access code DeltaDental to enroll at no cost. After registering, you will receive specific information for each discount agreement, including information on how to enroll with a selected company. Registration takes three to four minutes.

How were these discounts acquired?

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

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

Delta Dental sponsors this program because we believe there is significant value for our Delta Dental networks. The UDA developed these agreements, and they are available to answer any questions you may have and/or resolve any enrollment issues that arise. [For assistance, contact Chick Cowan at 972-342-5894 or \[chick.cowan@theuda.com\]\(mailto:chick.cowan@theuda.com\).](#)

Available Dental Office Deals

Wireless service

Obtain discounts of 22 to 25 percent on eligible monthly wireless service charges with AT&T. Discounts are available to dental practitioners and their employees, even if you are a current customer.

Office supplies

Reduce office supply expense by more than 40 percent with two leading companies, Staples and Office Depot/OfficeMax. With access to hundreds of products and online ordering, overhead expense and purchase time can be reduced. Staples has added 1,400 discounted break room supplies to your selection as well.

Shipping

Your office probably ships with FedEx. Now, you can obtain steep discounts with FedEx for overnight shipping and for ground service from 35 percent to 52 percent off. Convert your existing account or open a new one. Discounts like these are normally available to only high volume shippers.

Payroll services

The payroll process is time-consuming and frequently prone to errors. Dental Office Deals has partnered with one of the premier providers for payroll and HR services—ADP, and they are offering a flat rate of \$115 per month for all payroll services. Consider the peace of mind ADP can provide and the opportunity for more focus on direct patient care.

Defibrillators

Thinking of adding an AED to your practice or considering replacing the one you have? You can obtain an exclusive discount on this pricy piece of equipment as a network provider. AED professionals can help you understand what model is most appropriate for your practice and provide you with a great discount on the device of your choice.

Cintas is a leading distributor of Zoll, Philips and Defibtech AED's among other brands, and offers both purchasing and AED lease options. Under this agreement, Cintas First Aid & Safety, a division of Cintas Corporation, will offer these products and services at special reduced prices to our members. Upon your request, a local Cintas First Aid & Safety representative will call you to set up a meeting. They will offer a free site survey to assess your AED, PPE and/or training needs.

Computer equipment

Connection is an IT value-added reseller (VAR) offering a complete inventory of IT equipment and knowledgeable specialists. They provide a full range of computer products: desktops, laptops, tablets, servers, storage and memory products, printers, scanners, and software. Connection also offers a variety of services that can include system planning and design, implementation, training, technical support, wiring, and Web development—everything you need for your practice. Members may work with Connection directly to help your practice establish a no-cost, no-obligation account with Connection that gives you access to our discounted pricing.

Insight offers members discounts on IT solutions and services from industry-leading software, hardware, and cloud partners and publishers. They have relationships with 5,100+ manufacturers to provide the right IT solutions that help your business run smarter. This offer includes discounts on desktops, laptops, tablets, servers, storage and memory products, printers, scanners, and software products—everything you need for your practice. With products from companies such as Dell, Lenovo, Cisco, Adobe, Hewlett Packard, IBM, Apple, Symantec and many more, Insight can source what you need or help you build the system you require.

Dental services

Dental Compliance Specialists offers our members chart reviews by a highly trained dental health care compliance officer. Make sure your patient records adhere to state, local, federal and program requirements. Members receive 15 percent off these consulting services.

Practice Analytics is a real-time performance management tool designed to help monitor and diagnose the business health of your dental practice, it can simplify and manage what's happening in your practice by identifying and tracking your key business drivers. Doctors, managers and staff can then quickly identify how they are performing using a real-time, cloud-based dashboard. Practice Analytics is offering our members a discount and are waiving the set-up fee.

Dental instruments

Komet USA is offering discounts on a variety of rotary instruments ranging from 45 to 56 percent off retail on carbides; 38 to 62 percent off diamonds, and 47 percent off endo files.

True Spin offers members faster, less expensive hand piece repair. All members will receive 15 percent off their regular pricing.

Dental supplies

Midwest Dental is an authorized distributor of dental supplies from all of the major manufacturers. They offer our members competitive group pricing that is usually reserved for large dental practices.



Z-Dental is a family-owned specialty product dental supply company, established in 1997 and located in Chandler, Arizona. They produce affordable and ergonomic oral hygiene products that can be custom branded with your practice logo. They offer discounts on Z-Sonic Pulse and Z-Sonic Mini.

Continuing education

Online CE credit courses are offered through Proctor & Gamble at no cost to dentists, dental assistants, hygienists and front office staff. D.A.C.E. (Dental Academy of Continuing Education) offers current CE courses at 25 percent off of their course rates.

Water delivery

Nestle Waters is offering commercial water service to dental practices at a 60 percent discount. All three water products—spring water, purified water and distilled water—are available, as well as coolers. Make the highest quality water available to your patients and staff. Employees can also receive a discount on home water service. (Not available in all geographical areas.)

DS Services Waters is waiving their service contract requirement for Dental Office Deals members, so there is no monthly purchase obligation. Their five-gallon bottled water is priced at \$3.99 each for purified, distilled and spring water. DS Services' water delivery is administered by Staples Business Advantage.

Dental laboratories

Mabel Dental Lab and DDS Labs offer steep discounts to practices seeking to control their dental laboratory expense. Mabel Dental will consistently beat Glidewell and DDS lab offers an across the board 25 percent discount.

Dental Services Group (DSG)—DSG® is a growing network of full-service and specialized dental laboratories offering local care, expert customer service, unequaled technical support, unique educational programs, and leading digital technologies to dental practices nationwide. They are top rated by dental professionals* for high quality aesthetics, fewest adjustments, and reliable case consultation. Members receive \$25 off your first case along with additional implant package offers.

Mesa Labs offers superb quality products and service that is unsurpassed in the industry, providing a great way to increase spore testing compliance and save money for your practice. They have been helping dental offices with their sterilization monitoring for more than 25 years. Mesa Labs' weekly testing service, which includes 52 tests is only \$164, saves members \$30 annually per sterilizer. Additionally, Mesa Labs offers our members discounts on their EZTest in-house spore testing vials and their chemical indicators.

Credit card processing

Valued Merchant Services (VMS) is an unusual credit card processing company. They are transparent, offer excellent customer service and extremely low processing fees—depending on

your card types their fees usually fall in the low 2 percent range. Let them provide a fee comparison at no cost.

CardConnect can help ease the strain from excess payment processing fees at your practice. The power of CardConnect means simple, secure and reliable payment processing along with the industry's most innovative payment technology, coupled with member-only discounts and rates!

Oral health evaluation

The PreViser Oral Health Information Suite (OHIS) provides dental practices with a scientifically validated digital resource for estimating the risk and severity of caries and periodontal disease using a simple, secure, digital user interface that is completely HIPAA compliant. PreViser provides dental practices with a powerful resource to increase patient compliance, satisfaction and retention. OPPORTUNITY: Free license for all U.S. licensed dentists.



Promotional items

Branded 1st can help you brand your practice and promote your practice in the community. Branded1st promotional products can help you to brand the practice. They are dedicated to servicing the dental industry and they offer hundreds of products. As a partner with UDA, Branded1st is easy to access. They have developed a dental section on their website that has a full variety of products any dental office can use, and almost all of them can be customized with your imprint. If you want your name or logo placed on the product, simply upload that information during the ordering process.

Bullseye Media has been providing online marketing and website management services since 2006. The Bullseye Media team has helped more than 350 dental practices achieve their practice growth and branding goals. Significantly increase your rate of new patients coming in the door; exclusive member discounts.

Vehicle rental

Members, and employees of Members, have access to discounts for car and truck rentals nationwide through AVIS and Budget Rental. Discounts vary and are typically between 15 and 30 percent off the retail rates. Location, length of time before the reservation, and rental volume will all impact the final discount.

NOTE: These discount programs and promotions are provided as a courtesy to participating dentists. Delta Dental is not affiliated with or sponsored or endorsed by the companies providing discounts or their products, and does not make any representations, provide any warranties, or assume any liability or responsibility relating to the use of such products and services. All discount programs and promotions are strictly optional. Offers are subject to change.

For more information, contact Chick Cowan at 972-342-5984 or chick.cowan@theuda.com, or visit www.dentalofficedeals.com