

# 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 dentists' offices. We are focused on expanding our large patient base for Delta Dental dentists in order to increase production for the practices. Dental Office Deals is an opportunity for participants to reduce overhead expenses and positively impact their profit lines.



## 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 Dental Office Deals website at [dentalofficedeals.com](http://dentalofficedeals.com).



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

Registration takes less than 5 minutes! Simply go to [dentalofficedeals.com](http://dentalofficedeals.com). Click the JOIN TODAY button and complete the registration form. Be sure to use the access code "DeltaDental" to register for free. After registering, you will be given access to specific information for each discount, including information on how to enroll with a selected company.



## 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 the 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 by visiting [dentalofficedeals.com](http://dentalofficedeals.com).

**See attached charts for sample savings!**

## Dental equipment, supplies and services

Dental and hygiene supplies	<b>Burkhart:</b> Have a one-to-one relationship with a supply distributor account manager and gain access to DSO-level pricing.
	<b>Midwest Dental:</b> DSO-level group pricing from an authorized distributor of equipment and supplies from all of the major manufacturers.
	<b>Z Dental:</b> 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.
Equipment	<b>Komet:</b> Top quality rotary instruments manufactured in Germany. Carbides up to 56% off, diamonds up to 62% off and Endo Files 47% off.
	<b>Voss:</b> Member group pricing — comprehensive lighting inventory — expert consultation and specification.
Lab services	<b>Digital Designs Dental Lab:</b> Full-service dental lab offers member-exclusive pricing, customized cases to reduce remakes, an easy-to-use online client portal, and quick turnaround times (six USA labs).
	<b>Mabel Dental Lab:</b> Complete line of dental lab products produced with state-of-the-art technology and quality materials, offered at prices often reserved for DSOs.
	<b>MesaLabs:</b> 15% or more off mail-in weekly spore testing service, EZTest in-house testing vials and chemical indicators.

## Practice administration

Education/compliance	<b>Dental Compliance Specialists:</b> 15% discount on compliance consulting services, including independent patient chart reviews, consultations and staff training.
	<b>Proctor &amp; Gamble:</b> 150+ free online dental education courses. CE credit provided.
Financial services	<b>Valued Merchant Services:</b> Credit card processing with notably low rates, next day deposits, easy-to-read statements and the latest software.
	<b>Fiserv CardConnect:</b> Exclusive member rates ensure you save 10-40% on credit card processing fees for simple, secure and reliable service provided with innovative technology.
IT services	<b>Insight:</b> Discounts on IT products & solutions services. Insight helps dental practices improve their technology while supporting patient care and reducing overall cost of ownership.
	<b>Connection:</b> Expert solutions services and reduced group pricing on significant inventory of hardware and software.

## Practice administration

Marketing services	<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.
	<b>BullseyeMedia:</b> Free 10-page custom website when you spend your marketing money where it matters - driving traffic to your new, beautiful site.
	<b>Staples Promotional Products:</b> Differentiate your practice's brand with thoughtful, quality products at member-exclusive pricing.
Practice management	<b>NexHealth:</b> Digitize and enhance your patient experience with a complete suite of products that integrates with your records to save staff and patient time while growing your practice. Save 15% on monthly subscription fee.
	<b>Adit:</b> VoIP and an all-in-one cloud-based dental office management platform with 15+ modules. Save 12% on monthly subscription fee.
	<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.
	<b>PreViser:</b> Free license offered for risk assessment tool that enhances accuracy in diagnosis of oral disease.
Office supplies and services	<b>Staples:</b> Save 17% to 80% off retail 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.
	<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.
	<b>ReadyRefresh (formerly Nestle Waters):</b> Discounts up to 60%. Nine regional brands of bottled drinking and distilled water. Limited geographical service areas — see website for details.
	<b>FedEx:</b> Save up to 52% on overnight shipment charges and an average of 35% off ground shipment charges.
	<b>AT&amp;T:</b> Employees receive discounts on their personal wireless plans. The unlimited service plan discount is \$10/month per line. For limited plans, a 22% discount applies to monthly service charges - minutes, data, and text messaging (average bill savings 15-17%). All plans are eligible for 20% off select accessories. Sign up in less than 5 minutes.
	<b>Avis/Budget:</b> Employees are eligible to use our corporate discount code for their vehicle rentals and receive premier pricing rates.
Business services	<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. Employees love the the ADP app!
	<b>Apex EDI:</b> Claims clearinghouse offers single-click claims processing, real-time data verification, patient benefits eligibility verification, and more services for a low monthly fee - receive the first month of services free.
	<b>Cintas:</b> Member discounts on AEDs, safety training, PPE, mats, garments, and facility services. Dedicated representatives provide custom solutions to keep dental practices safe and productive.