

# 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 exclusive rates 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 and directly contributes to their practices' profitability.

## 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](http://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](http://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 have access to information on the DOD website 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 and services

Reduce office supply expense by more than 40 percent with two leading companies, Staples and Office Depot/OfficeMax. With access to over 1000 office, cleaning, and break-room supplies, plus easy on-line ordering with each of these companies, overhead expense and purchase time can be reduced.

Cintas, America's leading garment rental and facility services provider will assist your practice in maintaining a safe and productive working environment. Facility services include cushioned indoor mats, outdoor mats with the practice logo, and much more. Members receive discounts on these services and products.

Voss Lighting provides expert guidance in lighting, an important benefit for our member practices. Lighting positively impacts your dental office when designed properly, preventing eye strain, fatigue, headaches, and environmental stress, as well as providing a source of comfort and calmness for your patients. Member discounts available.

### 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, with no minimum numbers for shipments, weights or dollar volumes. Convert your existing account or open a new one. Discounts like these are normally available to only high volume shippers.

## HR and 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 HR and payroll services ADP, and they are offering a flat rate of \$115 per month for a comprehensive package of 23 services including an app that employees love. Consider the peace of mind ADP can provide and the opportunity for more focus on direct patient care.

## Defibrillators

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. As a member, you 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 of your dental practice. It can help you 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.

NexHealth software allows you to digitize and enhance your patient experience with a complete suite of products that sync in real-time with dozens of practice management systems to save staff and patient time while growing your practice. Members receive a 15 percent discount on their subscriptions. You may find you can eliminate other software services and cut those expenses.

Adit works with VoIP systems providing an all-in-one, cloud-based dental office management platform specifically designed to streamline all aspects of your practice's operations, from automated check-in to payment processing and everything in between. Their user-friendly interface is organized into 15+ modules that target each unique aspect of your practice. Members save 12 percent on their monthly subscription fees.

Apex EDI is a clearinghouse that simplifies claims processing for more accurate, timely claims submissions and reimbursements, plus easier claims tracking. Their solution provides one-click processing, real-time verification of claim data, a claim status advanced search and reporting interface, up-to-date patient eligibility verification, plus more. Apex EDI works flawlessly with virtually any practice management software. Receive the first month of services for free.

## 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.

## 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.

Burkhart Dental Supply provides a full line of dental supplies. They have been family-owned since 1888 and are dedicated to leveling the playing field for independent dentists, allowing them to compete with DSOs. Members receive discounts of 10 to 12 percent on supplies without any spending requirements.



## Continuing education

Online CE credit courses are offered through Proctor & Gamble at no cost to dentists, dental assistants, hygienists and front office staff.

## Water delivery

Ready Refresh, formerly Nestle Waters, is offering commercial water service to dental practices with up to 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.

## Dental laboratories

Mabel Dental Lab offers steep discounts to practices seeking to control their dental laboratory expense. Mabel Dental will consistently beat Glidewell pricing.

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.

Digital Designs Dental Lab (DDDL) is the fastest-growing, privately-owned, full-service dental lab in North America. With six labs across the US, they ensure every case is turned around in a timely fashion with reasonable shipping fees. DDDL offers the market's broadest choice of products and services, and a core list of ~300 restorative options that have member discounts of up to 50 percent. They use the latest technology and customize every case to each doctor's preferences, thus minimizing remakes. An online client portal allows you to submit and track cases in real-time, schedule pickups, pay bills, and more.

### Credit card processing

Valued Merchant Services (VMS) is an unusual credit card processing company. They are transparent, offer excellent customer service, extremely low processing fees, and are A+ rated with the BBB. 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. They are dedicated to servicing the dental industry, offer hundreds of products, and are 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. Bullseye services include an exclusive member offer.

Staples Promotional Products has a team of trusted experts, innovative offerings and strategic relationships that allow them to create branded merchandise that works harder for each of our member practices and their unique brands. Receive special member pricing.

### 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 972-342-5894 or [chick.cowan@theuda.com](mailto:chick.cowan@theuda.com), or visit [www.dentalofficedeals.com](http://www.dentalofficedeals.com)