



## 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](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 the *Register for Free* link on the top bar. 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.

## 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 and Sprint. 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.

### Computer equipment

Connection and Insight offer a complete inventory of IT equipment, including more than 150,000

brand-name products, at a discounted rate for Dental Office Deals members. Connection and Insight will be able to compete on cost and far exceed the level of expertise you are currently receiving.

### 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.

### 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.

HealthFirst supplies emergency medical kits and helps ensure medications are always up-to-date through auto-replenishment. There is a predictable cost for the ongoing support of the kits, which includes replacing any medications at no charge when used in an emergency.

### 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.

## 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.

## Oral Health Evaluation

Previsor offers dental practices a free license for their software, which can evaluate the risk of caries and periodontal disease in a patient base. It takes only a few minutes and can streamline communication with patients.

**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](mailto:chick.cowan@theuda.com), or visit [www.dentalofficedeals.com](http://www.dentalofficedeals.com).