



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

### **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. Discount 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% off retail prices.

### **Why is Delta Dental offering this program to Delta Dental 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 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. The resulting high ROI will be worth the time.

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

Find program details when you visit the Delta Dental website ([deltadental.com](http://deltadental.com)) and login to your account through the provider 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 in the previous section. 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.

### **How were these discount agreements acquired?**

Delta Dental has a partnership with the United Dental Alliance (UDA), the largest group purchasing organization focused on dentistry. The United Dental Alliance 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 is sponsoring this program as we believe there is significant value for our Delta Dental networks. The United Dental Alliance developed these agreements, and they are available to answer any questions you may have and/or resolve any enrollment issues that arise. Their contact information can be found on the Dental Office Deals link on our website, [deltadental.com](http://deltadental.com).



## About Dental Office Deals

Dental Office Deals is an exclusive benefit for Delta Dental network providers. We are excited to offer our participating providers the opportunity to save on everyday expenses, including:

### Wireless Service

Obtain discounts of 19-24% 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% 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 UPS or FedEx. Now you can obtain steep discounts with both for overnight shipping, from 19% to 52% off, and for ground service from 26% to 35% 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 20% discount from their standard rates. 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

PC Connection offers a complete inventory of IT equipment, including more than 150,000 brand name products, at a discounted rate for Dental Office Deals members. PC Connection 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 Healthcare Compliance Officer. Make sure your patient records adhere to state, local, federal and program specific requirements. Members receive 15% off these consulting services.

### Dental Instruments

*Komet USA* is offering extremely nice discounts on a variety of rotary instruments. Discounts range from 45% to 56% off retail on carbides; 38% to 62% off diamonds, and 47% off endo files.

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

## Dental Supplies

*Group Practice Solutions (GPS)* offers members access to dental supplies at reduced pricing. You will receive discounts on nearly 900 products – apparel, disinfectants, face wear, gloves, sterilization, x-ray and more. GPS also has small instruments and equipment at reduced pricing.

*Smart Practice* carries a full range of dental supplies and delivery can be made within a few days of order placement. You will receive discounts from 5% to 15% on filing and office supplies, scrubs and 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.

## Continuing Education

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

## Water Delivery

*Nestle Waters* is offering commercial water service to dental practices at a 60% 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.

For more information, contact Chick Cowan at 1-800-768-2715, x101 for assistance or visit the Delta Dental website, [www.deltadental.com](http://www.deltadental.com), and login through the provider portal. Select the link for Dental Office Deals at the bottom of the left-hand column for more information.