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 expense reductions in a variety of areas for qualifying Delta Dental dentists. Eight categories have been developed – Office Supplies, Medical Gas, Cellular Service, Payroll Processing, Shipping, Dental Supplies, Defibrillators and Drinking Water – with an average discount of 33 percent 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 our Delta Dental offices. We have been focused on expanding our large patient base for Delta Dental dentists in order to increase production for the practice. Dental Office Deals is a new direction which provides the opportunity for participants to reduce overhead expenses in eight categories.

Is there a cost to register with Delta Dental for its 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 Delta Dental website www.deltadental.com and login to your account through the Dentist portal on the top bar. Select Dental Office Deals at the bottom of the right hand 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 above. 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 approximately four minutes.

Where are these discount agreements coming from?
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, 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 on the Dental Office Deals link.
AT&T

Delta Dental PPO dentists can receive a 24 percent discount on monthly AT&T cellular phone service by enrolling through Dental Office Deals.

AT&T is offering this discount to Delta Dental PPO dentists who register with the Dental Office Deals program. This is the same plan that AT&T offers major hospitals, so you are receiving some of the best pricing in the medical industry with no cost for enrollment.

Discounts will be applied to all phones listed on the subscriber’s account and cover service plans for minutes, data and text messaging. Certain exclusions do apply, such as no discounts for additional line charges or taxes, but the 24 percent discount applies to all covered services and can make a significant impact on your monthly bill.

This agreement with AT&T provides a 24 percent discount to both new and current AT&T customers. It can take 30 days for AT&T to complete their enrollment process, so sign up now.

Employee Benefit – As a Delta Dental PPO dentist, if you enroll through Dental Office Deals for an AT&T discount code you can offer the same discount plan to your employees. Employees can receive a 24 percent discount for themselves and their family plan. The AT&T discount plan does not require the dental practice (the business) to actually use AT&T service. You can enroll just to extend AT&T benefits to your employees.

Verizon

Delta Dental PPO dentists can receive a 22-23 percent discount on monthly Verizon cellular phone service by enrolling with the Dental Office Deals program.

Discounts will be applied to all phones listed on the subscriber’s account and cover service plans for minutes, data and text messaging. Certain exclusions do apply, such as no discounts for additional line charges or taxes, but the 22-23 percent discount applies to all covered services and can make a significant impact on your monthly bill. Details are available on the Dental Office Deals website.

This agreement with Verizon provides a 22-23 percent discount to both new and current Verizon customers. It can take 60 days for Verizon to complete their enrollment process, so sign up now.

Employee Benefit – As a Delta Dental PPO dentist, if you enroll through Dental Office Deals for a Verizon discount code you can offer the same discount plan to your employees. Employees can receive a 22 percent discount for themselves and their family plan. The Verizon discount plan does require the dental practice (the business) establish a business cellular account with a minimum of two business lines before the discount can be extended to employees.
How to obtain more information or to enroll: Visit the Delta Dental website www.deltadental.com and login to your account through the Dentist portal on the top bar. Select Dental Office Deals at the bottom of the right hand column. Select the REGISTER FOR FREE button on the top bar and complete the registration form. After submission, you will be given access to the OfficeMax and/or Staples section to enroll for this service. If you have any questions, call 1-800-768-2715, x101 for assistance.
How to obtain more information or to enroll: Visit the Delta Dental website www.deltadental.com and login to your account through the Dentist portal on the top bar. Select Dental Office Deals at the bottom of the right hand column. Select the REGISTER FOR FREE button on the top bar and complete the registration form. After submission, you will be given access to the AirGas section to enroll for this service. If you have any questions, call 1-800-768-2715, x101 for assistance.

**Airgas Puritan**

Every dental practice uses either oxygen or nitrous oxide, or both. But because dentistry is considered to be a low volume industry, it consequently pays higher unit prices than other market segments.

Airgas Puritan offers Delta Dental PPO dentists a significant opportunity to control this expense. **In exchange for a three year commitment, Airgas will reduce your current cost by seven percent, lock in this new pricing level for 12 months and cap future increases to four percent or the CPI index, whichever is less.**

No matter what you are currently paying for nitrous oxide, oxygen, tank rental or delivery, all you have to do is provide two to three months of invoices and Airgas will reduce all of these expenses by seven percent - guaranteed. It will be two years before you get close to the price you are paying today. The price increase cap is a very favorable mechanism for the dental practice as it prevents arbitrary, unannounced price increases, which is the usual and customary practice.

This opportunity is available to both current and new Airgas customers. The medical gas industry frequently uses commitment agreements so you will need to check to ensure that you are not under a contract with your current provider. Visit the Dental Office Deals website for more information on how to assess this.

**OPPORTUNITY:** This agreement with Airgas provides a guaranteed seven percent discount over your current expense, locked-in pricing for 12 months, plus a four percent annual price cap for a three year duration. If you use a significant volume of medical gas or are a current Airgas customer, this agreement is a great opportunity to reduce your expense. Enrollment can be completed within 14 business days, so sign up now.
Delta Dental PPO dentists can receive a 20 percent discount on payroll services with ADP (Automated Data Processing), if you enroll through Dental Office Deals.

ADP is one of the world’s largest providers of business outsourcing solutions – but they are best known for their automated payroll services. Leveraging over 60 years of experience, ADP offers a wide range of human resource, payroll, tax and benefits administration solutions from a single source. ADP’s easy-to-use solutions for employers provide superior value to companies of all types and sizes.

As a Delta Dental PPO dentist you can outsource a time consuming process, one with a high error potential, and allow staff to focus on patient care. ADP has a fully automated payroll system that prevents common errors, thereby avoiding potential penalties.

ADP payroll solutions streamline payroll process, improve productivity and simplify practice administration. By managing the time-consuming tasks of payroll processing and employee payroll tax filing, you can focus on running your practice. And all for the cost of what you are probably paying in house staff to provide today.

This agreement with ADP provides a 20 percent discount to both current and new ADP customers.

OPPORTUNITY: ADP can provide a service for which they are the professionals. Plus with this agreement you can obtain it for less than if you went to them directly. Enroll through the Dental Office Deals program and outsource this toothache. An ADP representative will contact the practice within seven business days to provide a customized quote so please alert staff to expect a phone call from an ADP representative.
**Nestle Waters**

If you provide or would like to offer water for your patients and staff, Nestle Waters can provide the highest quality, best tasting water in the industry. Nestle services many major metropolitan areas with its own name brand, Nestle Pure Life, or one of its six regional brands – OZARKA, ICE MOUNTAIN, DEER PARK, POLAND SPRINGS, ARROWHEAD or ZEPHYRLLS.

**Nestle Waters will provide Delta Dental PPO dentists with discounts up to 60 percent off retail plus provide free delivery and eliminate the bottle deposit.** The only extra fee will be a delivery fuel surcharge of $2 to $3, which varies by geographical market. The Nestle Waters products covered by this program are listed below. For all other products, users will receive a discount of 25 percent.

**DELTA DENTAL PPO DENTIST PRICING:**

<table>
<thead>
<tr>
<th>Package/Price</th>
<th>Retail Price</th>
<th>Delta Dental PPO Price</th>
<th>Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>5 Gallon Spring Water</td>
<td>$9.99</td>
<td>$3.99 / bt</td>
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</tr>
<tr>
<td>5 Gallon Purified Water</td>
<td>$8.99</td>
<td>$3.79 / bt</td>
<td></td>
</tr>
<tr>
<td>5 Gallon Distilled Water</td>
<td>$8.99</td>
<td>$3.79 / bt</td>
<td></td>
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<tr>
<td>5 Gallon Fluoridated Water</td>
<td>$8.99</td>
<td>$3.79 / bt</td>
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<tr>
<td>3 Gallon Water</td>
<td>$8.99</td>
<td>$3.99 / bt</td>
<td></td>
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<tr>
<td>Dispenser, cold &amp; room</td>
<td>$10.99</td>
<td>$3.99 / mo</td>
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</tr>
<tr>
<td>Dispenser, cold &amp; hot</td>
<td>$14.99</td>
<td>$4.99 / mo</td>
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<tr>
<td>½ liter bottles (private)</td>
<td>$7.49</td>
<td>$4.99 / cs</td>
<td></td>
</tr>
<tr>
<td>1 Gallon Distilled</td>
<td>$10.99</td>
<td>$6.99 / cs</td>
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<tr>
<td>Carbon Filter, room/cold</td>
<td>$31.99</td>
<td>$24.99 / mo</td>
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<tr>
<td>Carbon Filter, hot/cold</td>
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<td>$29.99 / mo</td>
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</tr>
</tbody>
</table>

**EMPLOYEE BENEFIT:** Employees of the dental practice can also receive special pricing under this agreement for home service. New home users will also receive a one-time $25.00 account credit when they begin home service. Visit the Dental Office Deals website for specifics on the employee discount program.

**OPPORTUNITY:** This agreement with Nestle Waters provides discounts of up to 60 percent to both new and current Nestle Waters customers. This program also includes distilled water that many practices require for operative use. Nestle Waters does have geographical gaps in service limitations so please review the service map on the Dental Office Deals website. Enrollment can be completed within seven business days, so sign up now. A Nestle Waters representative will contact the practice within seven business days to establish service so please alert staff to expect a phone call from the Nestle representative.

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**How to obtain more information or to enroll:** Visit the Delta Dental website www.deltadental.com and login to your account through the Dentist portal on the top bar. Select Delta Dental Deals at the bottom of the right hand column. Select the REGISTER FOR FREE button on the top bar and complete the registration form. After submission, you will be given access to the Nestle Waters section to enroll for this service. If you have any questions, call 1-800-768-2715, x101 for assistance.
How to obtain more information or to enroll: Visit the Delta Dental website www.deltadental.com and login to your account through the Dentist portal on the top bar. Select Dental Office Deals at the bottom of the right hand column. Select the REGISTER FOR FREE button on the top bar and complete the registration form. After submission, you will be given access to either the UPS or FedEx section to enroll for their service. If you have any questions, call 1-800-768-2715, x101 for assistance.
AEDs

Thinking of adding an AED to your practice or replacing the one you have? You can obtain an exclusive discount on this pricey piece of equipment by becoming a FREE member of Dental Office Deals.

An automated external defibrillator (AED) is a portable electronic device that automatically diagnoses and treats cases of life threatening cardiac arrest. Sudden cardiac arrest usually results in death if it is not treated within minutes of the attack.

Having an AED available is an extension of the patient care model and prepares the clinic for an unexpected cardiac emergency. It is like having insurance on the wall.

Dental Office Deals has an exclusive arrangement with AED Professionals for discounts on voice activated AEDs from manufacturers such as Zoll, Philips, LifePak, and Heartsine.

With program membership, you can speak directly with a representative from AED Professionals to understand what model is most appropriate for your practice and then receive a discount on the device of your choice. Just go to the member’s section on the Dental Office Deals website, and we will notify AED Professionals that you are entitled to our special pricing.

OPPORTUNITY: Discounts vary by product model and warranty term selected but all defibrillator models are well suited for the practice environment. Specifics can be found on the Dental Office Deals website and contact by AED Professionals will be made within five business days, so sign up now.

How to obtain more information or to enroll: Visit the Delta Dental website www.deltadental.com and login to your account through the Dentist portal on the top bar. Select Dental Office Deals at the bottom of the right hand column. Select the REGISTER FOR FREE button on the top bar and complete the registration form. After submission, Dental Office Deals will notify AED Professionals that you are a group member and an AED Professionals representative will contact you to discuss the type of dentistry setting your practice provides. If you have any questions, call 1-800-768-2715, x101 for assistance.