

DENTALEZ

2021 Special Markets Discount Structure (including Group Practices)

(off standard retail)	Government (non-VA) University/CHC Clinics & GPO	DSO/Group Practice (3-15 locations)	DSO/Large Group Practice (16-99 locations) Call for RFP & Formulary Pricing	DSO/Elite (+100 locations) Call for RFP & Formulary Pricing
Star [®]	50%	55.75%	61.25%	65.25%
Star Parts/Mdse.	45%	50.75%	56.25%	59.25%
Ramvac [®]	55%	55%	58%	60%
NXT Hg5 Products	40%	40%	40%	40%
DENTALEZ [®] Heritage Equipment	50%	50%	53%	55%
Equipment Parts	40%	40%	40%	40%
Forest Dental	50%	50%	53%	55%
NevinLabs Workstations	Call for price	Call for price	Call for price	Call for price

- Pricing does not supersede any existing contract pricing
- Discount varies by product – see price list
- These sales cannot be combined with any other promotions, including free goods offers or rebates¹

¹ Should the dealer or an end user/customer obtain free goods or a rebate, DENTALEZ will recast the sale at issue from Special Market Discount to standard discount and charge the dealer back for the difference either in connection with dealer's chargeback agreement, if applicable, or invoice the dealer for such difference for purchase orders processed with Special Market discounts.