



WELCOME

to the MPS Preferred program!

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Key Solutions Providers



Merchandise Program

Formulary Pricing

- Up to 40% discount on thousands of items from our formulary vendors
- No free goods
- 3% annual rebate on formulary products paid as a credit on account within 60 days of the end or renewal of the annual agreement
- Formulary pricing is fluid because it's based on cost

Non-formulary pricing

- Comprised of products from non-participating vendors at a discounted rate off of our already low prices
- These products include free goods which Midwest Dental will submit for and track

No shipping or handling fees for orders greater than \$75.

(Exception: orders entirely of stone/chemical are charged actual freight.)

Just a few of our formulary partners:



Capital Equipment

- All equipment purchases will include free installation and no freight charges (some exclusions apply)
- All new equipment purchases include up to a 1-year labor warranty (some exclusions apply)
(The manufacturer warranties on equipment and parts are separate and varied in length and nature)
- Reduced purchase commitment to \$50,000 (\$80,000 for non-MPS members) to waive the enhanced 3D Design Services fee (\$6,000 value) for all renovations and future dental locations
- Equipment purchases greater than \$10,000 cannot be paid by credit card without prior approval
- Annual equipment rebate credit of 1.5% on purchases paid as a credit to the equipment account

Service and Maintenance

- MPS members will receive priority response on service calls.
- Technical service and maintenance hourly rate of \$169.95 (standard rate is \$249.95). After one hour, time will be prorated in 15-minute increments.
- Service rebate of \$275.00 for qualifying members to encourage a proactive approach to service and preventive maintenance.
- The 2 qualifiers for 1 service rebate are:
 - Member purchases \$20,000 in supplies
 - Member uses Midwest Dental for service during the agreement year (minimum of 2 service hours. All rates subject to change without notice.)
- Our goal is to integrate our service team as part of the member's team to prevent disruptions in business, rather than as an urgent request for help.
- All equipment rental units will be supplied without weekly rental fees. Midwest Dental's goal is to have critical rental replacement units delivered within 24 hours or sooner. MPS Preferred average minimum savings of \$287 (average length of repair is 2 weeks at \$100 per week.). MPS Preferred members will receive discounted rates for rental delivery, install and removal. Shipping and insurance fees may apply to some units.
- Midwest Dental will designate a service coordinator to manage all office service/maintenance calls to better understand and manage service needs for the dental office, while helping to manage budgetary goals.

Midwest Partner Solutions Team

Tim Cluley – Chief Operating Officer

tim.cluley@midwestdental.com

Bobby McClanahan – Sales Director

bobby.mcclanahan@midwestdental.com

Tammy Campbell – Special Services Manager

tammy.campbell@midwestdental.com
(940) 687-7131 Direct Line

Norma Prisock – MPS Coordinator

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(940) 687-7148 Direct Line

Key Solutions Providers

United Dental Alliance (UDA)

Chick Cowan – CEO
chick.cowan@theuda.com
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(800) 768-2715 x 101

Smart Training

Rick Simmons - Business Development
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(214) 674-6545

DoneDesk

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www.donesdesk.com
(210) 931-0460

Protect It

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(888) 878-8916

Complete Specialty Solutions

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Dental Advocacy Group

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Kleer

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Wingspan

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www.wingspantransitions.com
(469) 928-3750

Triumphant Transition Partners

Carlo Ronci - Director of Transitions/M&A
info@triumphanttransition.co
www.triumphanttransitionpartners.com
(512) 924-8808

Legend Networking

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ian@legendnt.com
www.legendnt.com
(214) 206-9277

LIVE



5
CE
Credits

WORLD CLASS CONTINUING EDUCATION

*Limited space.
Sign up today!*

Our priority is to create an environment for the local dental clinician to learn, have fun and become part of a cohesive community. At an AIDA Education event, you will be provided exceptional education instruction by the best speakers in the dental industry. Our events are held at amazing venues with top notch AV and catering to enrich your learning experience.

AIDA Education offers live CE courses throughout Texas and Oklahoma. Visit MidwestDental.com/event to find events near you, and don't forget - **MPS/AIDA members save 50%** on all of our CE courses!

Call (800) 766-2025 or visit MidwestDental.com/event for more information!

Click or scan
to explore CE
opportunities!



Ronda Anderson

Dr. Clint Stevens

Mary Govoni

Dr. Chad Duplantis

Macie Morris

Meet some of our nationally-accredited speakers!

**Save on FedEx, AT&T, Staples, Office Depot, ADP,
Cintas, Connection, Nestle Waters and more!**



What is the United Dental Alliance?

United Dental Alliance (UDA) is a program that provides significant discounts on a variety of office expenses for qualifying MPS participants. Save on office supplies, office furniture, computer equipment, bottled water, shipping by FedEx, wireless service with AT&T, retail discounts for staff and more. Our discounts vary by supplier and are applied to your purchases continuously.

Why is UDA offering this program to MPS participants?

UDA creates value for the dental practitioner. As a part of our relationship with Midwest Dental, we would like to extend our savings opportunities to you. Our ability to help Midwest Dental MPS participants reduce their overhead expenses compliments the goal of Midwest Dental.

Is there a cost to register for the UDA program?

This program is free to qualified MPS participants, and there is no cost to enroll with any of our business partners. Each member will need to invest a little time to select the offers that are right for them, and UDA is available to assist with that analysis.

How is UDA able to provide access to these deep discounts?

UDA has developed relationships with its business partners over many years. Using the combined purchasing volume of its dental practice members, UDA has negotiated substantial discounts from companies that want to do business with you.

How do I get more information about UDA?

Please contact UDA directly to learn more about their program designed specifically for MPS participants and to assess your opportunities. UDA will answer your questions and provide pricing for evaluation.

How do MPS participants register with UDA?

Because this is a unique program, it is recommended that members contact UDA directly to register. The contact information is listed below. Please be sure to identify yourself as an MPS participant.

Who is available to answer questions about this program?

UDA will answer your questions directly by email or phone. Please contact Chick Cowan using the information listed below.

United Dental Alliance

contact: Chick Cowan

email: chick.cowan@theuda.com

phone: 972-342-5894



TEAMING UP FOR YOUR SUCCESS

Midwest Dental has chosen Smart Training as our exclusive provider for OSHA and HIPAA compliance.

ABOUT SMART TRAINING

Having assisted over 15,000 dental professionals nation-wide, Smart Training is the premier OSHA and HIPAA compliance provider in the United States. We have partnered with them to provide you with their best packages at a fraction of the retail cost. Smart Training takes the guess work out of staying compliant while saving your team valuable time.

SPECIAL OFFER!

As a member of Midwest Partner Solutions you are eligible to receive up to 15% savings on Smart Training's comprehensive compliance packages.

INCREASE PRODUCTIVITY

Each person on your staff trains on their own, unique, schedule to increase team productivity.



AVOID PENALTIES

Our programs are designed to ensure OSHA and HIPAA compliance enabling you to focus on your practice.



IMPROVE TEAM MORALE

It is a proven fact that policies, procedures, and training that create a safer workplace increase morale and decrease absenteeism.



To speak with a Smart Training client advisor, contact Rick Simmons.

 RickSimmons@SmartTraining.com

 214-674-6545



- ✓ **Custom Course Creation + Learning Tracks.** Upload and track your own training courses to simplify new employee onboarding, continued education (CE) for current staff, and ensure consistency across the team with your practice's specific policies and procedures!
- ✓ **Virtual HR Employee Folders.** Move away from paper copies of employee files to virtually collect, upload, and track employee-related HR and compliance documents - W4s, I9s, Handbook Acknowledgements, BLS, CE, Licenses, etc. - in our cloud-based software, easily accessible from the office or at home.
- ✓ **Weekly Alerts and A Real-Time Dashboard.** Shift compliance accountability to your employees with our weekly compliance summary emails, flagged documents, and overdue alerts, plus an Admin dashboard for a quick compliance score and overall visibility at any moment.
- ✓ **COMING SOON! Assign User Tasks.** Ditch your extra subscriptions to those other task-assignment platforms that weren't really made for your healthcare team. Communicate, collaborate, and coordinate assignments without missing a beat.
- ✓ **Comprehensive Compliance and HR Courses** — offered live and on-demand. Including pre-loaded OSHA, HIPAA, CE, Infection Control, Harassment, and state-specific requirements. Train and track employee progress and histories so regulatory agencies can see you're on top of requirements.

Get it done with Done Desk

Done Desk was built after working with hundreds of medical entrepreneurs and their teams so we could truly understand and solve your exact needs — helping you spend time efficiently managing your business so you can get back to medicine.

Done Desk helps you manage your human capital — providing you peace of mind and protection for the business you worked hard to build.



Track Office Compliance

Establish and maintain your office-wide HR and compliance disciplines. Upload and track expirations on important office documents such as Business Insurance Policies, HIPAA Risk Assessments, and Radiation QA/QC Checks.



1x1 Compliance and HR Coaching

Tap into sessions hosted by experts that cover topics such as practice management, compliance, risk management, HR, and employee development. Helping you predict where risks may arise, coaches actively work with you for consistency, scalability, and development.



Practice Management Library

Utilize our handbook templates, HR hiring guides, termination checklists, emergency preparedness guides — and more! With 300+ Practice management document templates you can source and the ability to upload your own and make visible to employees— create your online hub for all practice management documents.

(888) 551-5156

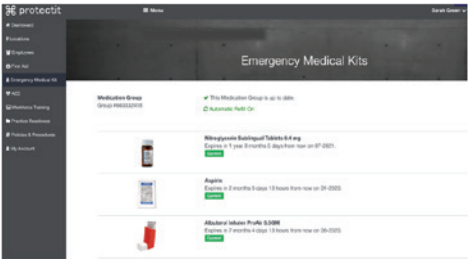
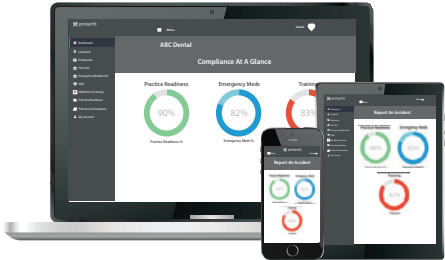
info@donedesk.com

www.donesdesk.com

Dental practice readiness made easy



iProtect is our cloud practice readiness software designed to make your practice safe and compliant.



1 We track your items by expiration date

Medications, AED Pads/Batteries, First Aid Supplies and Certified Training expiration dates are all tracked in iProtect so you never get caught off guard.

2 We deliver replacement items

No need to worry about expiring items in your practice ever again. Sign up for auto-replenishment or receive notifications and approve each purchase.

3 Your entire practice readiness portal is updated and tracked

Track your status at any time with our iProtect software detailing your ongoing practice readiness.

4 Onboard all at once or one product at a time

Either way it's quick and easy. Ask us about our Practice Readiness Wizard and our EMK Wizard.



COMPLETE
SPECIALTY
SOLUTIONS
Build Trust. Keep Patients.

ORAL SURGERY



PERIODONTICS



ORTHODONTICS



ENDODONTICS

ARE YOU REFERRING PATIENTS ELSEWHERE?

YOU CAN INCREASE YOUR REVENUE BY 35-45% JUST BY OBTAINING AN IN-HOUSE SPECIALIST.

KEEP PATIENTS AND PROFITS IN-HOUSE

GENERATE PASSIVE INCOME

Instead of referring out, refer a specialist in. By using our proprietary software and network of in-house specialists, you are able to create and schedule specialty care in the comfort of your own office.

INCREASE PATIENT SATISFACTION

Say goodbye to the days of telling your patients "You'll have to go to a different facility for that." Now you can offer your patients full circle surgery in your office and increase overall patient satisfaction.

CONTACT US:

(877) 459-3220

Gp@completespecialty.com

ONSITE OPERATIONAL SUPPORT

Limit the time you spend on administrative tasks. Let us take care of scheduling for you and free up your time to focus on what matters most—your patients.

FULL-SERVICE EXPERIENCE

All staffing, equipment, and ongoing support is provided to your practice so you can render high-quality care while we take care of the rest.





MIDWEST CLIENTS REBATE PROGRAM

ORDER \$3000/MONTH
GET 10% BACK

ORDER \$5000/MONTH
GET 12% BACK

ORDER \$7500/MONTH
GET 15% BACK

What's even better than a lab
that puts your practice first?

A LAB THAT
PAYS
YOU BACK.

It's simple.

Pay your lab statement total by the 10th of the month,
and we'll cut you a check up to 10% of your lab bill.

Available for a limited time for clients on retail pricing.

Call Dirk Albrecht for more information.
(210) 601-1840

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Customized Exclusively for You!



Plan cases with our Quality Control Team

eperry@drakelab.com
mlickert@drakelab.com



Compare product types on our website

www.drakelab.com



Call our local drivers or create a FedEx label online

1.800.476.2771



Free Shipping



Special pricing for MPS Members (listed below)

DRAKE PRODUCTS

FIXED

- \$99 ~~\$169~~ Full Contour Zirconia Crown
- \$79 ~~\$149~~ Full Contour Zirconia Crown Model-Less
- \$159 ~~\$259~~ IPS e.max Crown Shaded
- \$159 ~~\$259~~ Z-Sthetic Zirconia Crown
- \$125 ~~\$199~~ Value Base Crown
- \$199 ~~\$459~~ GPS - Titanium Custom Abutment *
- \$249 ~~\$499~~ GPS - GoldHue Custom Abutment *

* Only available for specific implant platforms - please call for more information

REMOVABLE

- \$299 ~~\$479~~ Value Cast Partial Complete
- \$250 ~~\$419~~ Value Flex Partial Complete
- \$295 ~~\$459~~ Value DuraTek Partial Complete
- \$250 ~~\$399~~ Value Denture Complete
- \$89 ~~\$169~~ Comfort Zone Bite Splint

Thank you for your trust in Drake Precision Dental Laboratories, Inc. As a full service dental lab reaching the U.S and beyond, we are confident in our ability to provide expert advice, consistently elite aesthetics, and competitive options - assisting your practice in reaching new destinations. Your free shipping is based on normal mode of transportation - you may request/pay for expedited speed. 15% off cannot be added to above listed prices. Please do not hesitate to call 1.800.476.2771 should you need anything!



Gargle™ PRODUCT LINEUP

DENTAL MARKETPLACE



SOCIAL MEDIA MANAGEMENT | Gargle Social

Quality, custom, dental-specific social media content designed to expand your practice's voice.

SOCIAL MEDIA AD CAMPAIGNS | Gargle Social+

Full-service ad campaign management with ROI reporting, professionally crafted and geared for your ideal audience.

PAY-PER-CLICK ADVERTISING | Gargle PPC

Drive the right traffic to your site by partnering with an expert in the Google Search Network.

WHAT ARE PEOPLE SAYING ABOUT YOUR PRACTICE?



Swell turns your online reputation into a marketing machine. Not only will your reviews multiply, your average star ratings will rise as well.

REPUTATION MANAGEMENT | swell

WEBSITE BUILD / MANAGEMENT + SEO | Gargle WEB + SEO

Nearly 90% of people use the Internet to find a local business. Your website and SEO are crucial in giving your practice the credibility it deserves!

NEW MOVE-IN MAILERS + ROUTE MAILERS



Be first to introduce yourself to the new neighbors! We've got beautiful, custom postcards designed to showcase your practice, the cutting-edge heat mapping technology to get them into the right mailboxes.



DID YOU KNOW

70% OF PEOPLE RESPOND TO MAILERS WHEN SEEKING OUT A NEW DENTAL PRACTICE IN THEIR AREA



ORTHO & GENERAL DENTAL PAYMENT PLANS | VARIDI

100% guaranteed approval, flexible payment plans for your ortho & dental patients through Varidi.

IN-HOUSE DENTAL PLANS | DENTALHQ

Your custom, in-house DentalHQ plan is your opportunity to obtain new, quality patients by offering them a way to get discounted services they may have otherwise declined due to cost.

AFTER-HOURS RECALL APPOINTMENT SCHEDULING + UNACCEPTED TREATMENT CASE BOOKING

CALLFORCE

CallForce Recall gets patients in the door for routine appointments that have somehow slipped through the cracks. Added bonus: their client loss rate is extremely low, and you only pay for actual booked appointments.



Where Performance is Measured,
Performance Improves.

Tools that will simplify your practice and help you grow from the bottom up



Hygiene Manager



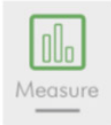
Clinical Manager



Scheduling Manager



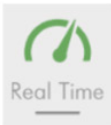
Simplify key drivers of your practice



Create a culture of ownership and accountability among dental team members

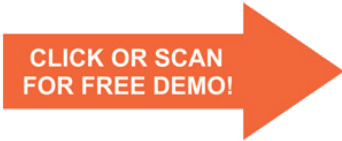


Easily Identify actionable performance and production growth opportunities



Engage and empower your team for immediate and continual growth

The power of Practice Analytics...more growing!



As MPS Members you will receive 20% off standard pricing on this amazing Analytics Dashboard.



PRACTICE ANALYTICS INTEGRATIONS





Transforming Healthcare With Excellence



Capline Healthcare Management serves as a full-service partner, offering comprehensive, tech-driven services to enhance practice efficiency and financial performance.

Why Choose Capline?

Partnering with Capline is the best way to:

- Cultivate Growth
- Accelerate Cashflow
- Fast-track Reimbursements

650+
Clients Served

23%
Increase In Revenue

Our Services:

- **Revenue Cycle Management:** Enhancing financial health through efficient billing management.
- **Eligibility Verification:** Accurate insurance verification for seamless claim processing.
- **Credentialing:** Streamlining provider affiliations with healthcare networks.
- **Healthcare Staffing:** Specialized recruitment for high-quality healthcare professionals.
- **Digital Marketing:** Elevating online presence for healthcare practices.
- **Creative Collection:** Innovative strategies for effective debt recovery.
- **Patient Answering:** Dedicated support for patient communication needs.
- **EFT and Deposit Reconciliation:** Reconcile your collections, ensure accuracy, and maintain financial integrity
- **Document Design Service:** Crafting visually appealing, functional document layouts.
- **Data Backup Services:** Secure and reliable healthcare data preservation.
- **IT Services:** Streamlining healthcare IT with customized support and solutions.

Contact Us!

- 888-444-6041
- thinkgrowth@caplineservices.com
- www.caplinehealthcaremanagement.com

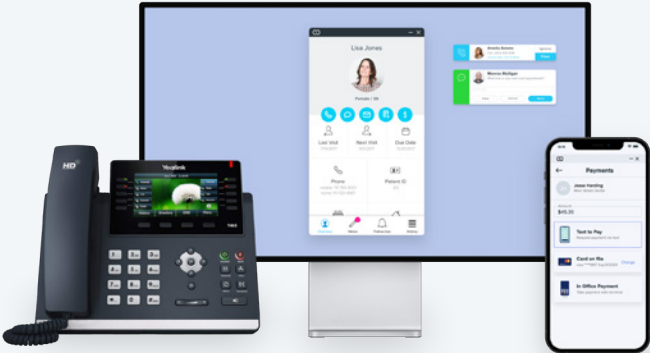
Capline Healthcare Management
Your Prosperity Partner





Phones. Scheduling. Reminders.
Reviews. Texting. Payments.

All on one platform.



Here are a few features practices love:



Dedicated Business Line

Use your established business number to call and text patients on any device.



Quick Fill Scheduling

Easily fill gaps or cancellations in your schedule whenever you have a last-minute opening.



Missed Call Texts

Immediately send every missed caller an automatic text message asking how you can help.



Review Management

Request online reviews over text and manage them in real time from Weave's mobile app.



Appointment Reminders

Automatically send customized appointment reminders over text and email.



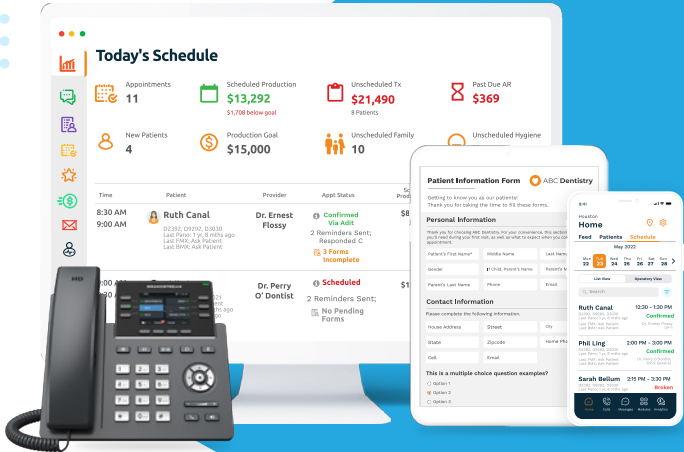
Payments

Collect more payment faster via text, terminal, or card on file.



One Software To Manage Your Entire Dental Practice

Still paying multiple companies for expensive software programs that seem to cause more problems than they solve? With Adit, you can manage everything your dental practice needs to run like **VoIP, Texts, Emails, Patient Forms, Online Scheduling, Analytics, Reviews, Payments** and more, from one, easy-to-use, cloud-based platform.



Adit Lets You Do More, For Less For less than what the average dental practice spends on gloves each month, your team can have access to the latest dental practice management software features on the market.

Jenn C.
Practice Strategies

Adit is EXTREMELY helpful with new patient acquisition. The ability to sort data and see, in real-time, what is happening at our practices is invaluable. Their reporting and support is really great too. The software allowed me to get rid of a lot of stand-alone products that I was having to log into and maintain (and pay for!)

★★★★★

Our Customers Love Us, but Don't Take Our Word for It!

We know you would never invest in any new tool for your business without hearing what others have to say about it.

Get Support from Day One & Beyond

Making a change is hard. Adit makes it easy! Your team will get a dedicated onboarding specialist who will work at your pace to get them up to speed and fully integrated with Adit's all-in-one software. After onboarding, your team has full access to our ever-growing Knowledge Base and our award-winning support team.



Our #1 Goal Is Helping You Reach Yours

What does success look like for you and your dental practice? Is it being known for exceptional care? Generating enough income from your practice to support the lifestyle of your dreams and retire early? Or maybe you're stuck in the weeds and can't picture what success looks like from beneath the mountain of administrative tasks on your plate. Whatever your goals are, whatever they become, Adit will be your secret weapon and silent partner on your journey to success. Visit www.adit.com to learn more!



- Patient referrals from a large network of industry partners
- Scheduling tool for your practice website and social media
- Early bird access to a rapidly growing platform



6 MONTHS FREE*
\$120 Savings!

*applies to ScheduleWidget Basic



**\$115,000 AVERAGE ANNUAL
PRACTICE INCREASE!**

Our revenue experts will be your advocate
so you can focus more on patient care!

Dental insurance is **complex,** **confusing** and constantly **changing!**

Let Dental Advocacy Group help you
achieve higher fee schedules and increased
profitability! We take the burden of credentialing
and insurance enrollment out of your office.

**Underpaid by heavily discounted fee
schedules? We have the solution.**

- A network with **fee schedules** that are **20% higher** than most.
- **Preferred access** to 40+ major dental insurance companies.
- One credentialing application!
- **More revenue**, more patients, and more market share.

**Dental Advocacy Group has insurance
and PPO fee schedule solutions for:**

- Start-ups
- Acquisitions
- Adding an associate
- PPO practices
- Fee for service practices

TESTIMONIALS



Dr. Mallory McCoy

"I purchased a practice that was already in-network with many insurance companies, and I did not want to lose the vast majority of the patients before even meeting them by not going in-network. However, when I saw the reimbursement rates, I was very concerned. Partnering with Dental Advocacy Group was a no-brainer. They helped credential me before I started practicing so I could immediately file with insurance companies on day one. Also, because of the higher reimbursement rates, I do not have to compromise on the quality of my work. I am able to use the materials I choose and labs that I like."



Dr. T. Lance Collier

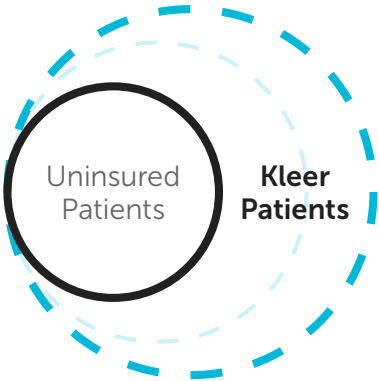
"I appreciate what Dental Advocacy Group has done, not only for my office, but for my stress levels and my life. Joining Dental Advocacy Group is possibly the best business decision I have made so far."



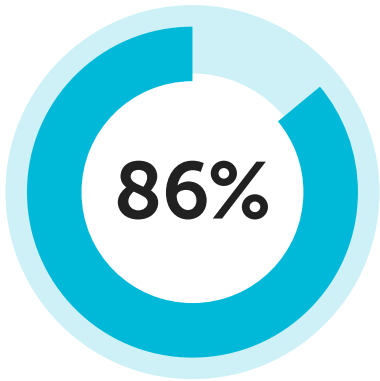
Visit dentaladvocacygroup.com
for more info, case studies and
a free practice assessment!



Give your patients the care they need and **maximize your practice results**





Hygiene and treatment revenue increase 2-3X





86% of noncompliant uninsured patients become compliant


With a Kleer-powered dental membership plan, you get the tools and support needed to strengthen your practice's coverage foundation, reach new patients, and take your practice to the next level. With Kleer you will immediately access:

 Cloud-based software to build custom price-optimized membership plans

 Automation for easier day-to-day plan management

 Personalized support and training at every step

 Integrations to streamline your practice's tech stack

 Customized marketing tools and templates

Join 7,000+ dentists using Kleer's advanced platform to design, automate, and grow a successful dental membership plan.

Schedule your consultation today and **receive savings** on your Kleer membership fees

kleer.com/partner/midwest-dental-supply

WE MAKE DENTAL TRANSITIONS EASY.

As a Dental transition company, we pride ourselves as the most efficient firm providing dental practice brokerage services. Partnering with local experts provides dentists with a better way to transition.

If you're looking to transition in the next 2-5 years, the time to come up with a plan and capitalize on the current state of the dental industry is now.



OUR SERVICES



Buy a Practice



Sell a Practice



Find Associates



Find an Equity Partner



Schedule a Free Consultation or Valuation Today!

Info@wingspantransitions.com

(469) 928-3750



Triumphant Transition Partners is a full-service, national mergers and acquisitions dental advisory firm representing sellers and groups with the successful transition of their business.

We support our clients throughout the entire transition process — from our initial consultation, discovery, and complete underwriting to engaging multiple qualified and pre-screened premium buyers, complete negotiations, and deal completion.

Our team is committed to doing things differently. While most transition advisors offer a limited sell-side advisory experience, our team has experience on the buy-side with DSOs and the top healthcare lenders to maximize what truly matters when valuing your dental practice and providing insight into both the buy-side and sell-side. Our team of dental-specific CPAs ensures we capture every dollar to get you the highest sales price on your terms. This allows us to provide our clients with a unique perspective and comprehensive understanding of healthcare practice transitions.

Most brokerages are strictly transactional, but we take pride in being relational. This is your life's work, legacy, and one of the most significant decisions you will make, so we handle each transition like our own.





Complete Dental Computer Support Solutions

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