

**E&I Contract# EI00077~2021MA
Attachment A-2**

1. **Catalog Discount Program** – All non-Market Basket products will have a 21% off published catalog price with exceptions. Office supplies are excluded from the catalog discount program.
2. **Service**–

| SERVICE | SERVICE DETAIL |
|--|--|
| Equipment installations | Free of Charge for all equipment purchases over \$2,500 pre-tax. |
| Service Calls and repairs | Hourly rate priced at local market preferred customer labor rate. Billed in 15 minute increments after the first hour. E&I Members will receive 4 hour priority emergency response. . Emergency Equipment Service is considered such if there is an Equipment failure of a compressor, vacuum or sterilizer that prevents Buyer from providing care to its patients |
| Product Demonstrations & Samples | Demonstrations for all merchandise and Equipment are available on request. Reasonable merchandise sampling and evaluation will be provided free of charge. |
| CE and Educational services | Patterson dental will provide E&I members and their students Educational services about the business of dentistry, opening a dental practice, advancements in dental techniques and chemistry. |
| Graduate placement and practice acquisition assistance | Through Patterson's Mercer transition & DDSConnect divisions we will offer free placement and support to all graduating dentists. We are also able to assist graduating dentists with evaluating and acquiring an existing dental practice. Additionally, Patterson offers local branch level support to aid in job placements for graduating Dentists, Dental Hygienists and Dental Assistants. |

3. **Equipment Discount Program-**

| Manufacturer | Products | E&I Sale Price Retail Discount % |
|----------------|--|----------------------------------|
| Accutron | Nitrous Products | 45% |
| Acteon | Imaging & Small Equipment | 34% |
| A-Dec | Chairs/ Units/ Lights/ Cabinetry | 38% |
| A-Dec - W&H | Handpieces/ Assistina | 36% |
| Air Techniques | Compressor & Vacuum (excludes accessories) | 41% |
| Air Techniques | Digital Imaging (excludes accessories) | 29% |
| Biotec | Cabinetry | 33% |

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YOUR DISTRIBUTOR MATTERS

This document contains information that is confidential and proprietary to Patterson Dental.

Equipment Discount Program Continued-

| Manufacturer | Products | E&I Sale Price Retail Discount % |
|-----------------|--|-------------------------------------|
| Brewer | Stools | 41% |
| Crown | Stools | 41% |
| DentalEz | Chairs/ Units/ Lights/ Cabinetry | 33% |
| Dentsply | Cavitron Unit/ Package | 14% |
| Forest | All Products | 38% |
| Gendex | 2D Pans, Expert DC, Sensors | 27% |
| Gendex | 3D Pans | Contact Special Markets |
| Instrumentarium | 2D Pans | 26% |
| Instrumentarium | 3D Pans | 21% |
| Kavo | Handpieces (other than listed on formulary) | 27% |
| MCC | Cabinetry | 38% |
| MCC | Specialty Mobiles | 28% |
| Midmark | Chairs/ Operatory/ Sterilizer (Not including MVP Pkg | 34% |
| Midmark | Compressors & Vacuums | 39% |
| NSK | Handpieces | 35% |
| Planmeca | Imaging (Excludes 3D) | 29% |
| Porter | Most Nitrous Products | 45% |
| Porter | MXR Products | 48% |
| Porter | Reliant/ Purity/ Sentry | 38% |
| Progeny | Preva DC Only | 38% |
| Proma | Units/ Lights | 33% |
| Ramvac | Compressors & Vacuums | 41% |
| Royal | Chairs/ Stools | 32% |
| SciCan | Hydrim/ Bravo | 28% |
| Soredex | 2D Pans | 26% |
| Summit (SDS) | All Products | 40% |
| Sirona | All Products | Contact Special Markets |
| Star Dental | Handpieces | 26% |
| Zoll | AED | 32% |