

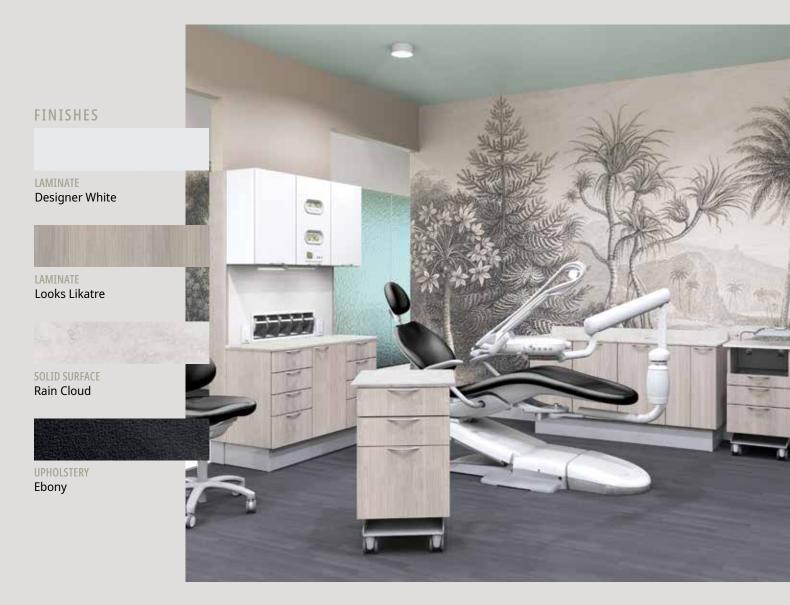
## The Dental Vendor Directory

VOLUME 02 | OCTOBER 2025



### A-dec Inspire® 300

### DENTAL FURNITURE COLLECTION



### Made for dental. Designed to perform.

With an uncluttered profile and practical set up, A-dec's newest line of furniture bridges the gap between affordable and functional for the dental operatory. Durably and sustainably made from top-of-the-line materials, A-dec Inspire 300 is crafted from parts and materials chosen specifically for the dental environment. Intuitive and minimalistic, it's everything you need, in a budget-friendly, pre-configured system.

### a-dec.com/inspire300



# Discover. Source. Connect.

We believe the secret to building a thriving dental organization is to establish and cultivate strong relationships with the vendors you choose to work with. The Dental Vendor Directory is a curated list of vendors that comprise some of the most trusted and innovative leaders in the dental industry.

#### **Unlocking benefits**

While the process may feel daunting, investing the time to source and select the right vendor to partner with is crucial to your operations. As vendors learn and understand your unique needs, they become an extension of your business and collaborate with you to create superior solutions that directly affect efficiency and productivity, and ultimately your bottom line.

#### **Directory navigation**

Each company is organized alphabetically by category so that you can easily find the product or service you're looking for.

Whether you're looking for practice management tools, the latest technologies, marketing support, or financial advice — use this directory as the starting point to guide you through the decision-making process.

**Disclaimer:** All information provided is submitted directly from each company listed. The Dental Vendor Directory is an educational tool that should be followed up with due diligence, research, and direct contact with each company to ensure the products are aligned with your business goals and objectives.

### A/R Management

BILL (650) 621-7700 www.bill.com marketing@hq.bill.com



BILL (NYSE: BILL) is a leader in financial automation software for small and midsize businesses (SMBs). As a champion of SMBs, we are dedicated to automating the future of finance, offering solutions that simplify and control financial workflows including payables, receivables, and spend and expense management. BILL connects businesses to a network of millions of members, so they can pay or get paid faster. BILL also helps dental organizations stay HIPAA compliant by safeguarding ePHI in AP and AR workflows. We are a trusted partner of leading U.S. financial institutions, accounting firms, and accounting software providers. For more information, visit bill.com or bill.com/industry/healthcare.

### AI (Workflow)

Glidewell (888) 683-2063 www.glidewell.io



Robert.Brenneise@glidewelldental.com

The glidewell.io<sup>™</sup> In-Office Solution makes same-day dentistry simple and affordable to clinicians everywhere. An open system design gives you the flexibility to pair the CAD/CAM system with the fastscan.io<sup>™</sup> Scanning Solution, or to your intraoral scanner of choice. Then, use the fastdesign.io<sup>™</sup> Software and Design Station, where AI-powered one-click designs make the process of designing crowns easy and user friendly. Just confirm the crown design, then it's ready to mill. The fastmill. io™ In-Office mill allows you to deliver fully sintered BruxZir® NOW crowns and bridges in a single appointment with no oven needed.

To learn more about the power of same-day dentistry with glidewell.io, visit www.glidewell.io/promotions/ tradeshow-q324.

### AI (Workflow)

www.denti.ai info@denti.ai



Denti.AI empowers DSOs and private practices with cutting-edge, AI-driven solutions designed to streamline clinical workflows, reduce operational costs, and elevate patient care. Our suite of innovative tools-including voice-activated, assistant-free perio charting, AI-powered imaging analysis, auto-charting, and voice-enabled note-taking-automating routine tasks, enhancing compliance and documentation accuracy, and saves valuable chair time, all leading to increased productivity.

Seamlessly integrating with major Practice Management Systems like Dentrix, Eaglesoft, Denticon, Open-Dental, and more, Denti.AI provides a scalable solution that supports growth across multiple locations. Discover the transformative power of AI for your organizationvisit www.denti.ai.

#### **Clear Aligners**

**PerfectFitOrtho** (800) 313-4161 PerfectFitOrtho.com sales@perfectfitortho.com

PerfectFitOrtha

Be happy with an empty chair by gaining the full processes, expertise and support that allow general dentist practices and DSOs to take on lucrative, effective and more hands-free clear aligner treatments. Start earning over 4x the industry average revenue per chair hour, decrease chair time per treatment and treat worldclass smiles at scale. Get started with the only aligner agnostic virtual orthodontic service in the United States.

Begin to sell, onboard, and treat clear aligner treatments, without the workload, chair time, or staff - in just three days with no upfront cost. Scan the OR code to learn more or book a demo.



### **Dental Marketing**

Influx Marketing (888) 982-0775 www.influxmarketing.com info@influxmarketing.com

#### Influx Marketing — The Digital Agency for Growth-Minded Dental Practices

Influx is an award-winning digital marketing agency that specializes in crafting bespoke websites and targeted patient-acquisition campaigns exclusively for cash-pay healthcare providers. With more than a decade serving leading dental practices, Influx has earned a reputation for delivering top-tier results and proven strategies that are finely tuned to the unique needs of growth-minded dental professionals.

Combining world-class creative with results-driven digital, Influx's integrated approach to marketing encompasses in-house professional photography, video production, copywriting, digital advertising, and social media management. The company was founded in 2014 and is headquartered in Park City, Utah with offices in Los Angeles and Tampa.

### Dental Software

ClariFi Health www.clarifihealth.ai hello@clarifihealth.ai



ClariFi Health is a Business Management System designed to optimize dental group financial performance. ClariFi uncovers, quantifies and prioritizes the biggest opportunities in your organization to improve patient care and financial performance from a variety of disparate data sources. Our comprehensive operating system not only identifies opportunities, but also provides our customers with proven operating systems and processes to ensure execution from the C-suite to the practice level.

We offer unparalleled financial, operational and organizational reporting and automation capabilities via our vast data integrations with ERP systems, HR systems, Practice Management Systems, Marketing Systems as well as many industry leading vendors and partners.

### **Dental Marketing**

SMC National (888) 744-4383 smcnational.com sales@smcnational.com



What if you could generate more new patients without spending a fortune on marketing? At SMC, we don't just deliver leads — we teach your team how to master phone conversion, close more cases, and build lasting patient loyalty so that you see more production out of every dollar you invest in growth.

Imagine increasing your new production by \$62,256 in just 60 days. We helped one doctor achieve this by combining targeted marketing with coaching to optimize the patient journey. Let us do the same for you.

Schedule a complimentary consult today to see how we can help your practice grow.



### **Dental Software**

VideaHealth (617) 299-1871 www.videa.ai sales@videa.ai



VideaHealth is the dental AI platform trusted by the world's leading DSOs and dental clinicians. With FDA clearances for detecting potential signs of caries and measuring radiographic bone levels, VideaHealth is proven to improve diagnostic accuracy, clinical consistency, and treatment planning.

Our unique approach combines best-in-class AI capabilities with unparalleled white-glove customer support, ensuring measurable ROI for DSOs and seamless adoption for clinicians. VideaHealth focuses exclusively on empowering DSOs with the tools they need to deliver consistent, high-quality care across all their practices. As your dental AI partner, VideaHealth helps you elevate patient care, build trust between provider and patient, and grow practice efficiencies.

### **Financial Services**

Apex Payment Solutions (800) 270-7164



www.apexpaymentsolutions.com success@apexpaymentsolutions.com

At Apex Payment Solutions, we're more than just a payment company. We're a solutions-focused company founded by a practicing dentist and a merchant services expert. Our unique insight into the dental industry allows us to offer a comprehensive suite of secure, transparent payment technologies designed to streamline operations and reduce operating costs, while providing outstanding customer service.

From our innovative Apex Zero Program to customized payment solutions tailored to your practice; we

empower you to focus on providing excellent patient care. With a proven track record of supporting over 4,000 dental practices nationwide, we are dedicated to delivering unparalleled service and pricing.



#### Law Firm

**Dykema DSO Industry Group** )ykema (214) 462-6400 dykemadso.com dykemadso@dykema.com 1717 Main St #4200, Dallas, TX 75201

#### The Leading Law Firm in Dental Services.

Our experienced team of attorneys provides comprehensive counsel and skilled representation for a diverse range of sophisticated matters in the Dental Service Organization (DSO) space. Dykema's DSO group is a multidisciplinary team known for delivering top-tier legal services and strategic guidance. Our expertise spans Litigation, Real Estate, Tax, Brand Protection, Corporate Finance, Mergers & Acquisitions, Employment Law, Health Care, Government Investigations, and Corporate Compliance. With demonstrated accomplishments and proven experience, our practitioners offer both individual and collective legal representation tailored to the unique needs of DSOs.

### **Financial Services**

**Treloar & Heisel.** an EPIC Company (800) 345-6040 www.treloaronline.com info@treloaronline.com



Treloar & Heisel, an EPIC Company, is a premier financial services provider to dental and medical professionals across the country. We assist thousands of clients from residency to practice and through retirement with a comprehensive suite of financial services, custom-tailored advice, and a strong national network focused on delivering the highest level of service.

For more information, visit us at treloaronline.com.

#### Manufacturer

ivoclar Ivoclar (800) 533-6825 www.ivoclar.com customercare.na@ivoclar.com

Adhese Universal is a single-component, light-cured adhesive for direct and indirect bonding procedures and all etching protocols. It is the only universal bonding agent available in the efficient VivaPen delivery form, which provides up to four times more applications per ml compared with conventional bottles. Adhese Universal offers reliably high adhesion values and the included desensitising effect ensures minimal risk of postoperative sensitivities. Adhese

Universal features an integrated desensitizing effect, which eliminates the need for a separate desensitizing agent. The integrated desensitizing effect of Adhese Universal minimizes the risk of postoperative sensitivity without the application of a separate desensitizing agent.



### Manufacturer

### Straumann Group (800) 448-8168

### straumann group

www.straumann.com/group/us/en/home.html feedback.nam@straumann.com

In close and long-term collaboration with leading clinics, research institutes, universities, networks and communities, we develop, manufacture and supply dental implants, instruments, prosthetics, biomaterials and digital solutions for dental professionals. Our products are used in tooth preservation, regeneration, restoration, replacement and orthodontics. All treatment steps, the complete dental workflows, hardware, software and the customer and patient journey are either digitally supported or fully digitized and completely integrated.



### **Patient Communication Software**

Call Box (833) 200-2069 www.callbox.com/dental content@callbox.com



As the leading provider of comprehensive phone solutions, Call Box believes the phone should be an asset to your organization, not an overwhelming liability to manage. Being top-notch on the phone shouldn't be complicated or time-consuming. That's where Call Box comes in. Call Box leverages human reviewers and artificial intelligence to track, review, and analyze 100% of the calls generated by thousands of dental practices and DSOs. This allows managers to gain in-depth, actionable insight into the outcome of their calls to connect with more patients, improve caller experience, and convert more appointments opportunities.

Discover how Call Box can help your practice optimize call outcomes and convert more opportunities into appointments!

### Manufacturer

Zirc Dental Products (800) 328-3899 www.zirc.com info@zirc.com



Zirc manufactures innovative products that allow dental teams to be happier and work more efficiently. Zirc's extensive line of time-saving products increase efficiency, reduce stress, improve infection control, and elevate the patient experience. From Color Method to get you organized, to the innovative Crystal HD Mirror line that gives you extra brightness and visual acuity, or

a wide range of isolation products, Zirc strives to help make patients more comfortable while making dental teams smile!

Ready to get colorful? Transform your practice by organizing instruments and materials effortlessly - schedule a demo today!



### **Patient Communication Software**

Mango Voice (435) 466-2646 mangovoice.com partners@mangovoice.com



Mango Voice is the leading VOIP solution in Dentistry.

- **1. Mobile App:** No more missed calls when you're away from your desk. Access voicemails, texts, and make phone calls from your cell phone.
- **2. Support Team:** Our average wait time is 54 seconds. Yes, 54 seconds vs other phone companies 17 minute average.
- **3. Call Recording:** We save your phone calls for 24 months for no extra charge.
- **4. Key Reporting:** Track call usage, call minutes, inbound answer rate, and call volume within the practice.
- **5. Flexible Integrations:** We have integrations into over 30+ dental patient engagement platforms. These integrations range from cloud-based Practice Management Systems to server-based integrations. Visit our website for more details.



## Philips Oral Healthcare teeth whitening solutions

Professional whitening options for every patient

innovation 🕂 you





### Philips Zoom! in-office WhiteSpeed

- Fast, brilliant results right in your practice.
- Clinically proven to whiten up to 8 shades in 45 minutes.<sup>1</sup>
- Zoom! 25% HP gel used in combination with our Zoom! lamp targets staining components which Hydrogen Peroxide alone cannot.<sup>2</sup>
- 99% of patients surveyed experienced little to no sensitivity during treatment.<sup>3</sup>

### Philips Zoom! take-home custom trays

- Customizable solutions patients wear in the comfort of home.
- A wide range of hydrogen peroxide and carbamide peroxide gels to suit every patient's need.
- Custom trays ensure perfect fit and best results.
- Optimum whitening results within 2 weeks.



### **Philips Sonicare Teeth Whitening Kits**

PHILIPS

ZOOM

- Professional grab & go whitening, sold through you.
- Whiten patients' teeth up to 5 shades<sup>4</sup>—no chair time required.
- High speed, low sensitivity<sup>5</sup> dentistdeveloped enamel safe gel formula.
- Patients mold trays in the convenience of their home.

### Explore our portfolio of whitening solutions at philipsoralhealthcare.com.

- 1 Assumes application of 25% peroxide gel.
- 3 Li Y, Lee S, Kwon S.R., Arambula M, Yang H, Li J, Delaurenti M, Jenkins W, Nelson M, Souza S, Ward M. Data on file, 2012.
- 472% of 64 participants using 9.5 HP formula, US, 2022



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#### **Membership Plans**

Kleer and Membersy (844) 965-5337 kleer.dental/deofall support@kleer.com

### kleer > membersy

Kleer and Membersy offer a powerful all-in-one solution for dental membership plans, bringing together expert strategy, integrated software, and regulatory compliance to streamline your practice's operations.

Dental membership plans provide a straightforward alternative to traditional insurance. By charging monthly or annual fees, these plans grant patients access to exclusive savings on essential services like routine cleanings, exams, X-rays, and other treatments. This model simplifies care by eliminating hidden fees and reducing paperwork, leading to numerous benefits for dental practices, including:

- > Enhanced Patient Loyalty: Members are more likely to return to your practice for their dental needs, fostering a loyal patient base.
- > Increased Case Acceptance: With clear, upfront pricing, patients are more inclined to accept recommended treatments.
- > Better Access for Uninsured Patients: Membership plans provide an affordable option for those without insurance, broadening your patient base.
- > A New Recurring Revenue Stream: Monthly or annual fees create a stable income source, helping to smooth out revenue fluctuations.

Kleer and Membersy excel in providing features that enhance performance, scalability, and compliance:

- 1. Expert Strategy & Support: With a combined experience of over 20 years, our team offers tailored plan design, office training, member support, and marketing services. We ensure that your practice not only launches its membership plan effectively but also benefits from ongoing assistance to maintain and grow it.
- **2. Regulatory Compliance:** Dental membership plans are subject to regulations in 35 states, with 25 requiring specific licensing. We handle the complexities of compliance for you, ensuring your plan adheres to all state requirements and relieving you of this administrative burden.
- **3. Integrated Software:** Our user-friendly software integrates seamlessly with your practice management system. This integration simplifies tasks such as member enrollment, tracking, and renewals. Additionally, our automated marketing features help attract new members. The quick setup saves time and allows your team to concentrate on patient care while efficiently expanding your membership plan.

By choosing Kleer and Membersy, you invest in a solution crafted to enhance patient satisfaction, improve operational efficiency, and support your practice's long-term success. Our comprehensive approach ensures that your dental membership plan not only meets your practice's needs but also drives growth and satisfaction for both your patients and your team.

Schedule your consultation with a plan expert today!

### **Payment Processing Solutions**

### NadaPayments (929) 293-1800 www.nadapayments.com Steven@nadapayments.com Roman@nadapayments.com

NadaPayments is a cutting-edge payment processing solution designed specifically for dental practices, eliminating credit card processing fees while modernizing how payments are accepted and integrated into dental software. What makes NadaPayments unique is its robust suite of features, including text-to-pay, cards-on-file, bulk billing, and automatic payment plans. These tools streamline the payment process, enabling dental offices to manage billing efficiently and enhance patient convenience. Unlike other processors, NadaPayments removes the burden of transaction fees, allowing you to keep more of your revenue. With seamless integration, user-friendly tools, and dedicated support, Nadapayments is the ideal choice for practices looking to reduce costs, improve efficiency, and enhance patient satisfaction.

DEO members please visit: www.nadapayments.com/deo

### **Procurement Solutions**

SourceClub (630) 650-6610 sourceclub.io Info@sourceclub.io

### SOURCECLUB

SourceClub is a Group Purchasing Organization (GPO) that helps dental offices save thousands of dollars on the same products they use every day. Other GPOs earn commissions, or kickbacks, from the companies they work with. Our no-commission model means we are on your side, with the mission to minimize the amount you spend on services, labs, and especially supplies. The typical practice saves 30-40%, or \$3-5,000 every month. As your outsourced procurement partner, we have never been beaten on pricing. Reach out for a FREE savings analysis today!

### **Practice Management Software**

Planet DDS (800) 861-5098 www.planetdds.com marketing@planetdds.com



Planet DDS is the leading provider of cloud-enabled dental software solutions, serving over 13,000 practices in the United States and having over 118,000 users. The company delivers a complete platform of solutions for DSOs and groups, including Denticon Practice Management, Apteryx Cloud Imaging, Cloud 9 Ortho Practice Management, and Legwork Practice Marketing. Planet DDS is committed to creating value for its dental practice clients by solving the most urgent challenges facing today's dental practices nationwide.

### **Revenue Cycle Management**

AcceptCare, OrthoFi Dental Division (833) 214-8036 acceptcare.com support@acceptcare.com



AcceptCare is the first all-in-one fee and treatment presentation software for dental offices, developed by Denver-based software company OrthoFi. Founded by a team of dental professionals and technology enthusiasts, AcceptCare was designed to streamline your practice's case acceptance effortlessly to convert more patients. Trusted by over 2,000 practices and top DSOs, AcceptCare transforms the treatment acceptance process by allowing patients to review treatment fees and financial options digitally in one place, instantly submit one application to multiple lenders, and provide loan offers to every patient, regardless of credit. Automated pending treatment follow-ups via SMS & email allow patients to accept and pay for treatment after leaving the office.

### **Practice Broker**

McLerran & Associates (512) 900-7989 www.dentaltransitions.com info@dentaltransitions.com



McLerran & Associates is the industry leader in sell-side advisory for large practice owners seeking a DSO affiliation or private equity partner. Our process is designed to educate you regarding the EBITDA/market value of your practice and the options available in today's marketplace. From there, we create a highly competitive environment among multiple DSOs and/or Private Equity Firms to provide you the optionality and leverage necessary to find the right partner for your practice and negotiate the most favorable valuation and deal terms possible. By following our proven DSO affiliation process, we are proud to say that our clients typically achieve a 25% increase in their valuation and far better deal terms than they would have received by attempting to navigate the process on their own.



The Industry Leader in Dental Practice Sales and Sell-Side Advisory for DSO Transactions



### 1,200+ Successful Practice Sales

\$1.5 Billion Closed Transaction Volume

**100+ Years** of Collective Dental Industry Experience

Our proven DSO affiliation is designed to provide you with the optionality and leverage necessary to find the right DSO partner for your practice and negotiate the most favorable valuation and deal terms possible. We are proud to say that our clients receive an average of 10 offers and achieve a premium of 25% on their practice valuation.

### MCLERRAN + ASSOCIATES

For more information or to schedule a free consultation, please scan the QR Code.





Brannon Moncrief Principal, CEO



Justin Klingshirn Partner, M&A

#### **Revenue Cycle Management**

### Medusind (800) 407-0106 www.medusind.com

Improve revenue, reduce costs, and speed up cash flow. What is Dental Revenue Cycle Management (RCM)? It is the art of managing the financial transactions between a dental provider, patients, and payers throughout the entire patient care journey, from initial appointment scheduling to final payment collection. With the complexities of dental billing and coding and the nuances of different insurance providers, it is no surprise that managing the Dental Revenue Cycle can be overwhelming.

At Medusind, we've provided the highest-quality Dental RCM Solutions for over 20 years. Our dental billing professionals support 21,000 dental providers across the nation, resulting in increased revenue without increased overhead. We can support every PMS and seamlessly integrate into your existing processes. And – because RCM isn't just for DSOs – we support every size dental practice.



Our suite of Dental RCM Solutions:

- > Eligibility and benefit verification
- > Initial claim submission
- Payment posting
- Claim denial management
- Claim follow-up
- Provider credentialing
- > PMS conversion assistance
- > Fee schedule entry & maintenance

Medusind's Dental RCM Solutions takes responsibility for tasks that keep your staff on the phone or in front of their computer, allowing them to focus on patient care instead of being bogged down by administrative tasks. Interested in learning more? Email dental@medusind.com and start the conversation.

### **Revenue Cycle Management**

Rectangle Health (800) 337.3630 www.rectanglehealth.com Zack Query: zquery@rectanglehealth.com



A leader in innovative healthcare technology for over 30 years, Rectangle Health is a trusted partner to more than 36,000 healthcare providers. The company's comprehensive platform, Practice Management Bridge<sup>®</sup>, streamlines daily business operations including communications and engagement, payments and reimbursements, and office compliance. Customers of all sizes, in all sectors of healthcare, rely on Rectangle Health's easy-to-use and scalable software to deliver a measurable increase in productivity and profitability, while improving patient experience.

### **Staffing Solutions**

SupportDDS (940) 757-0022 www.supportdds.com info@supportdds.com



SupportDDS provides dental-certified, dedicated and highly educated virtual/remote team members. You have a dedicated person whom you select and they work only for you! Our team members speak the Queen's English and are engaging and easy to understand with no long-term contracts.

"Your systems - Your Way!"

Our team members make you more efficient with the following:

- > Revenue Cycle Management
- > Insurance Verification
- Director of First Impressions
- > Recare/Reactivations
- > Scheduling/Phone Support
- > Phone Support and Scheduling
- Social Media Management
- > Referral Management
- > Bi-Lingual Spanish Speaking available
- > Additional duties as assigned

Dental outsourcing can elevate your in-office team and improve productivity and efficiency while removing the hassle of recruiting, hiring, onboarding, HR, payroll, and benefits while saving you up to 70%.

We are a Christian-based organization dedicated to providing employment to the people of Africa and Central America while donating 51% of our profits to ministries around the globe.

Schedule a discovery call today on supportdds.com/time

# Made for visibility.

### Tetric<sup>®</sup> EvoCeram Aligner

High fluorescence, universal shade

- Easy detection under UV light
- Universal shade prevents attachments from being visible
- Durable and abrasion resistant





EvoCeram

Tetric Evocerant Aligner Filling Material ivoclar

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### THE **LEADER** IN PRODUCT SOLUTIONS FOR GROUP PRACTICES





**EXCELLENCE** 

### TO IMPROVE PATIENT AND CLINICIAN SATISFACTION!

### The Preferred Group Practice Partner for Clinical and Supply Overhead SOLUTIONS

- VOCO offers a full range of competitively-priced restorative, preventive, CAD/CAM materials and more
- Reduce supply costs with products that provide crossover indications
- Award-winning products that deliver proven results to maximize patient quality care
- Simplified procedures to drive clinician satisfaction with innovative products
- Deliver added value to your team through VOCO's extensive and customizable continuing education options

### LEARN HOW VOCO OFFERS MORE VALUE TO PARTNERS, PRACTITIONERS AND PATIENTS



Scan to Learn More!

Products that offer PROVEN PERFORMANCE for Group Practice Needs!

THE DENTALISTS

Call 1-888-658-2584

VOCO · 1285 Rosemont Drive · Indian Land, SC 29707 · www.vocoamerica.com · infousa@voco.com