



Sourcewell Pricing Plan & Benefits Model

Patterson Dental Supply, Inc. is pleased to extend a generous discount to all Sourcewell members.

As part of our commitment to offering exceptional value, we are providing a 21% discount off the list price for our entire merchandise line and 25% discount for large equipment. Since Sourcewell members each utilize distinct pricing models based on manufacturer classifications, we're tailoring a personalized "hot list" for every Sourcewell member to enhance their merchandise discounts. This tailored approach means that the final discount range will typically fall between 30% to 35% off the list price, contingent upon members specific customer classification.

This significant discount ensures that Sourcewell members can access our products at a highly competitive rate. To further enhance the value we provide, we will also work closely with each Sourcewell member during onboarding and contract alignment to develop member-specific hot lists. These customized lists will be tailored and all-encompassing to meet the unique needs and preferences of each member, ensuring that they have access to the most relevant and cost-effective products and solutions for their dental operations. Our goal is to go above and beyond in delivering value and support to Sourcewell members.

Sourcewell Patterson Dental Pricing & Benefits Model

Item Type	Flat Discount	Additional Benefit
Merchandise	21% off list	Hot List Pricing for all members
Equipment	25% off list	6 months worry free service labor guarantee
Service Labor	Discounted at branch based on local market rates	Custom preventative maintenance agreement plans available
NRC	15% National Repair Center small equipment repair discount	
Eaglesoft SC	10% Eaglesoft Service Club discount	
Customer Service	Priority customer service and support	
Technical Service	4 hour emergency response, 48 hours on all non-emergencies	