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Scan the QR code to watch a video about Burkhart's Supply Savings Guarantee and learn how it can strengthen your practice's financial health while also reducing some of the strain on you and your staff.



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**BURKHART DENTAL**

# No Risk, Big Reward

*The Supply Savings Guarantee has provided significant time and cost savings for thousands of dental practices for more than 35 years and counting*

**T**hose who have fallen prey to ploys disguised as bona fide opportunities know the maxim, "If something seems too good to be true, it probably is." However, The Supply Savings Guarantee from Burkhart Dental Supply is an anomaly to this adage—an exclusive program that truly promises dental practice owners savings in their offices by significantly reducing supply costs wherever possible.

"I recommend the Burkhart Supply Savings Guarantee program because it saves us money, which is awesome, and because we have developed a great relationship with our Account Manager, Colby," said Jeff Ludlow, DDS, who practices in Anna, TX. "He is in our office every week, and he is super honest, dedicated, patient, and hardworking, which can be hard qualities to find in a rep. Colby not only helps my practice save money, but he has become another member of our team."

**More Savings, More Efficiency**

The integrity and value in these interactions lay at the core of Burkhart's success since its founding in 1888, and the Supply Savings Guarantee further builds on its steadfast commitment to making decisions in the best interest of each dental practice.

"Every quarter, Colby and I review the progress being made, making sure that he is delivering what the program promises and that I am happy with what is being done," Dr. Ludlow said. "He demonstrates excellent communication, letting us know what he is doing and what he can do to help us more."

In the last quarter of the Supply Savings Guarantee program alone, Dr. Ludlow said that Colby's work resulted in up to 15% cost savings in his office. The program's account managers effectively find areas where such savings are possible by managing inventory, redeeming 95% of money-saving manufacturer coupons, suggesting products that meet staff's clinical



Jeff Ludlow, DDS

*"I've been really happy with the Supply Savings Guarantee, and our rep has made it easy every step of the way."*

needs at a lower cost, and taking care of credits and ordering. At the end of the year, they also review total cost savings through these methods.

"Colby also understands when we really like a certain brand and helps get us the best price," Dr. Ludlow said. "If we tell him what we are looking to purchase, he will do his research and tell us, 'If you buy 10 of these, you can get 5 for free,' or whatever the deal may be, so we could save more money buying a larger sum of products that won't expire, which we will use."

**Guaranteed Success**

Ultimately, the Supply Savings Guarantee fulfills the company's mission to provide customers with great services through dedicated sales reps. The program guarantees significant cost savings in a written agreement, or Burkhart reimburses the practice owner the difference with no fees or strings attached. The program usually results in significant time savings as well.

"Previously, I would need another staff member to do all that Colby is doing, so it just works better when he is helping us do it," Dr. Ludlow said. "I've been really happy with the Supply Savings Guarantee, and our rep has made it easy every step of the way. The program is super competitive with Colby always actively trying to get us lower prices, and we are regularly saving money, getting extra free or discounted inventory, and staying focused on caring for patients. It is a win-win-win."