



DO MORE
FOR YOUR BUSINESS

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Henry Schein360

Loyalty Program

Welcome to Henry Schein360, your exclusive loyalty program.

Henry Schein360 is focused on saving you time, money and supporting the future success of your practice. This is achieved by focusing on three key areas of your business:

1. Reducing Risk
2. Increasing Profitability
3. Improved Treatment Outcomes

Henry Schein360 is made up of two parts – Tiered Pricing and Business Solutions.

Tiered Pricing

Discounts are available on 'everyday' dental products, and this covers approximately 75% of everything you buy. This includes masks, pouches, gloves, composite & bond, impression material, burs, handpieces and much more. If the product is on promotion, you will receive whatever pricing is better!

In addition to your discount, as a Henry Schein360 member you are entitled to a cash rebate credited to your Henry Schein account each month. To be eligible for the rebate you must be a current Henry Schein360 Member, place your orders online and pay your account in full by the 25th. It is that easy!

Business Solutions

We understand there are many costs involved with running a dental business. These costs are related to finance, banking, education, compliance, communication and insurance.

We have aligned with companies you transact with every day and negotiated the best deal possible for our Henry Schein360 members. As a result, more profit for your business. The savings from the partners in our Business Solutions can be in the thousands of dollars each year, and if you remain a Henry Schein360 member you will always save. Regardless of how big or small your dental business might be, Henry Schein360 is working for you to ensure your business can reduce risk, increase profitability and provide better patient outcomes.

Join Henry Schein360

Membership

Joining Henry Schein360 is easy, and there are a wide range of benefits available to you once you join the program.

We want to ensure you understand your Tier and Reward level, plus all the fantastic benefits available for your business. To do this, a meeting with your Relationship Manager is essential. Please contact them to arrange a meeting.

Once you have signed up to Henry Schein360, all your benefits including your discount and rebate will start from the 1st of the following month.

The Henry Schein360 program is new and improved for 2025, now with one simple loyalty tier meaning all members get access to the maximum business solutions discount and rebate. As a new Henry Schein360 member you can also access the Business Solutions from the 1st of the month.

Upon joining Henry Schein360, you will have access to the 'My Henry Schein360' page on Schein online, this is where you can find all your personal membership information including details on all your accounts, your monthly/annual/quarterly spend, and when you joined the program.

Information contained in this brochure is correct as at April 2025 The Henry Schein360 website will have all the most up to date information including all Terms and Conditions relating to the program.

For more information please visit www.henryschein.com.au/schein-360/more-info/terms-conditions

Corporate and Government are not eligible for the Henry Schein360 program. Terms & Conditions apply.

	Member
Cash Rebate (monthly)	4.5%
Free Freight	✓
Dentally Elevate Access*	✓
Business Solutions (Avg Savings)	\$6,500
Service Discount	10%
Hayes Discount	10%
Education Discounts	10%
Exclusive Henry Schein Discounts	Monthly

*Requires Dentally subscription see page 9 for exclusive offers



FAQ's

How do I know what Tier & Reward level I am on?

The Henry Schein ordering portal has all the information you need about your membership. Log into your account, and under the 'My Henry Schein; drop down list select 'My Schein360'. Here you will find all your membership information.

How do I update my email preferences for Henry Schein?

You need to log into the Henry Schein ordering portal. At the bottom of the page there is a button 'subscribe to our newsletter' click this and select what you would like to subscribe to. Remember, you must be logged in with your user name and password to be able to do this.

I'd like to use some of the Business Solutions, how can I arrange for that to happen?

On both the Henry Schein360 website and in the brochure, you will find contact details for all the Business Solutions Partners. Contact the partner directly and they will get you looked after.

Average savings with Henry Schein360

Henry Schein360 Solution	Annual Savings
Product Discounts (average 5 - 15%)	\$5,000 - \$9,000
Cash Rebate	\$1,700 - \$2,500
Patient Finance	\$500 - \$1,000
Credit Card Fees	\$1,500 - \$2,000
Free Freight	\$500 - \$600
Total Savings	\$9,200 - \$15,100

*Calculations based on a two-chair practice turning over \$1.8M annually

Continuing Education

Education & Development

Henry Schein360 Members receive 10% off any Dental Education Hub courses, symposiums or online learning.

Associates and auxiliary staff working in your practice are also entitled to receive the discount on Henry Schein sponsored events.

Visit DentalEducationHub.com.au to see all the courses you can access.



Freight

All customers joining the program from 2025 onwards will receive free freight on their consumables orders.

Free freight will automatically be applied to your orders when placed online or via Customer Care.



Henry Schein One

Practice Management Software and Coaching

At Henry Schein One, our mission is to deliver innovative technology that improves every aspect of dental practice management. We endeavour to turn good practices into great businesses, enabling our customers to run efficient, profitable practices while delivering the highest quality patient care.

Take your practice to the next level with Dentally Elevate

Dentally Elevate is our customer success programme, designed to help you realise the full potential of your practice and get the most from our software.

With support from a dedicated consultant you'll realise why Dentally is more than practice management software. Revolutionise your business with Elevate.

Happier patients

On average we will increase your patient attendance by 17% in first six months

Increased efficiency

We will help you to double your recall effectiveness in the first six months

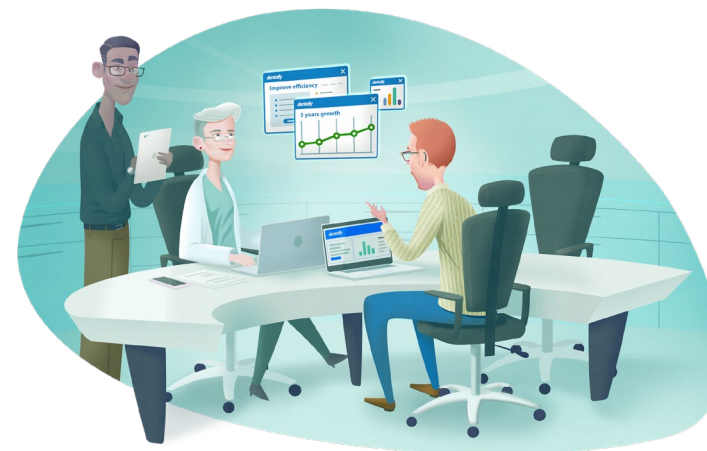
Higher revenue

On average we will help you to increase your monthly revenue by 19%

Smarter finances

On average in the first six months we can help you to increase your average hourly rate by 15%

Visit dentally.com to find out how Elevate can help you build the practice of the future



Offer Details

New Customers coming from Oasis or Exact

Free conversion to Dentally

50% off first 6 months subscriptions

Free Elevate consulting

New customers coming from other Practice Manager Software

Free conversion to Dentally

50% off first 12 months subscriptions

Free Elevate consulting

Current Dentally Customers

Free Elevate Business Coaching

Incentives for SMS and VAP rebates with extra engagement with Elevate

To discuss the option to take up this offer,
please complete the form below:

[Enquire Now](#)

[Click here to read more about Dentally](#)

* Terms and conditions apply.



Inventory Management System

Inventory Management

The Inventory Management System is quick, easy and keeps your practice efficient. The system allows you to reduce the amount of stock kept on the shelf, which allows more cash flow to be available for other areas of your business.

Anyone in your practice can use the Inventory Management System because all the stress about knowing where the products come from and how much to order was already organised – by you.

There will never be an issue with running out of stock, or over-ordering again.

The IMS has reduced practices from 8 hours of ordering per fortnight, down to just 2 hours! This will free up time to spend where it matters most – on your patients.

As a Henry Schein360 customer you can access the inventory management system completely free!



Testimonial:

Don't just take our word for it. Here is what our customers say:
"If the IMS (Inventory Management System) was to become unavailable it would be devastating and I would dread having to go back to the old system."

Elouise – Limestone Dental, QLD

"It used to take double, probably triple the time that it does now."

Dr David Lin – ABC Dental, NSW

BENEFITS

- **Easy to use**
- **Saves time**
- **Simple order placement**
- **Online integration**
- **Efficient stock management**

Member Offer:

The Inventory Management System is available exclusively to Henry Schein360 Members.

Contact your Relationship Manager today to get started on your Inventory setup.



Equipment Service & Spare Parts

Henry Schein proudly offers Australia's largest team of factory-trained, in-house technicians, dedicated to servicing and repairing all equipment purchased through us.

With Henry Schein360, you'll enjoy exclusive benefits, including additional discounts on annual preventative maintenance and spare parts used in any repairs carried out by our expert team.

Member Offer:

Receive 10% discount on equipment spare parts and preventative maintenance jobs completed via Henry Schein's service team. Complete the form via the Henry Schein360 website below to access the service discount and start saving today.

[Enquire Now](#)

Terms & Conditions

- Available to all Henry Schein360 members that join after 1st May 2025 or Elite members prior to this date.
- You must complete the form on the left to opt into the discount.
- Please allow 2 weeks for changes to be made following the request, discounts do not apply to retrospective service work.
- Discount can not be used in conjunction with any other offer and is valid on service jobs up to the value of \$5,000, part exclusions



Hayes Small Equipment Repair

Hayes Small Equipment Repair is your trusted partner in dental equipment servicing, with over 30 years of expertise in handpiece repair and maintenance. Our factory-trained technicians provide nationwide support for all high-speed and low-speed handpieces and small equipment, using only premium parts to ensure reliability and longevity.

Through the Hayes easy-to-use online portal, you can book repairs, track progress, and access your full service history—making equipment care seamless and stress-free.

Member Offer:

Receive a 10% discount for any handpiece or small equipment repair jobs completed by the Hayes Small Equipment team*. Complete the form via the Henry Schein360 website below to access the service discount and start saving today.

[Enquire Now](#)

[Read More](#)

Terms & Conditions

- Available to all Henry Schein360 members that join after 1st May 2025 or Elite members prior to this date.
- You must complete the form on the left to opt into the discount.
- Please allow 2 weeks for changes to be made, and discounts do not apply to retrospective repair work.
- Discount can not be used in conjunction with any other offers.
- *Excludes EMS repairs.



HICAPS

Merchant Fees

HICAPS continues to offer innovation and efficiency to the healthcare sector and remains Australia's leading claims and payments solution for health service providers.

HICAPS terminal is an all in one solution, offering private health fund claiming, EFTPOS, Medicare Easyclaim and lodgement of WorkSafe claims.

Start claiming faster. Application to installation in as little as 4 working days*

With fast onboarding, onsite installation and training with a dedicated technician and ongoing support from us, you'll be up and running in no time.

- Process claims with 100% of Private Health Insurers.
- Integrated with major dental Practice Management Systems (PMS).
- Medicare eligibility, bulk billing and Easyclaim.
- Manage practice funds flow with multi-merchant facility, with up to 25 separate bank accounts supported per terminal.
- Private Health Insurance quoting for select health funds.
- Process up to 25 item numbers per health fund.
- EFTPOS debit/credit card transaction processing with the same terminal.
- Tap'N'Claim with digital health fund membership cards.**
- Surcharging capability.
- FREE stationery re-ordering via terminal.

* time will vary based on individual circumstances and business complexity.

** available to eligible members of select Health Funds.

[Read More](#)



Offer details:

HICAPS has partnered Henry Schein360 and to offer members access to best in market rates on HICAPS merchant fees!

Contact HICAPS:

Existing HICAPS Customers

corporate@HICAPS.com.au

New HICAPS Customers

1800 805 780

HICAPSSales@HICAPS.com.au

To ensure a speedy approval process, please include the following information in your email:

- HICAPS Merchant Numbers(s) – 8 digits that can be found on the terminals receipt
- Henry Schein Dental Account Number
- Practice Owners Name
- Practice Name
- Address

You will receive a confirmation email once your Henry Schein360 membership has been validated. This should take approximately 2-3 days.



Experien Insurance Services

Insurance Services

Experien Insurance Services or “Experien” (including Experien General Insurance) is a national insurance brokerage that specialises in the dental and medical sector.

With over 6,000 clients (including 2,000 dentists) it is well placed to advise and support dentists with their professional indemnity insurance, life and disability insurance and business insurance under one roof.

They have helped clients with over 1,000 claims and related services with payments of over \$60m.

Personal insurance concierge that is on call to assist you at any time.

Preferential pricing at some insurers

Access to over 20 insurers

Multi policy reward



Offer details:

Potential benefits if you are a Henry Schein360 Member Or Work For A Henry Schein360 Member

Type Of Insurance	New Client To Experien	Existing Client Of Experien
Life and Income	Receive a \$500 cash back!	Receive a \$50 cash back! Or \$100 HS Credit.
Professional Indemnity	Receive a \$150 cash back!	Receive a \$50 cash back! Or \$100 HS Credit.
Business Insurance	Receive a \$200 cash back!	Receive a \$50 cash back! Or \$100 HS Credit

See full terms and conditions here:
<https://henryschein.com.au/schein-360/business-solutions/insurance>

Contact Clive Levinthal at Experien:

0407 505 229
clive.levinthal@experien.com.au
www.experien.com.au

Life insurance services are provided by Experien Insurance Services Pty Ltd (EIS) ABN 99 128 678 937. EIS is a Corporate Authorised Representative (No. 320626) of ClearView Financial Advice Pty Limited ABN 89 133 593 012 AFS Licence No. 331367. General insurance services are provided by Experien General Insurance Services Pty Ltd (EGIS) trading as Experien Insurance Services ABN 77 151 269 279 AFS Licence No. 430190.



FOR LIFE

- Income Protection
- Life Insurance
- Trauma/Critical Illness Insurance
- Total & Permanent Disability Insurance
- Needlestick Protection
- Business Expenses Insurance

FOR BUSINESS

- Business Insurance including business interruption, property damage, legal liability & more
- Dental Indemnity Insurance
- Practice Indemnity Insurance
- Cyber Insurance

Great Dental Websites

Web design

Have you been putting off building a website for your practice, or updating your existing website which has become dated? Or does your website “look good”, but it simply fails to attract any new patients to your practice?

Great Dental Websites brings over 12 years of experience delivering digital marketing solutions to dental practices throughout Australia and New Zealand. With offices in Sydney and Denver, Colorado, Great Dental Websites currently works with over 750 practices in 3 continents, helping them reach new patients online each day.

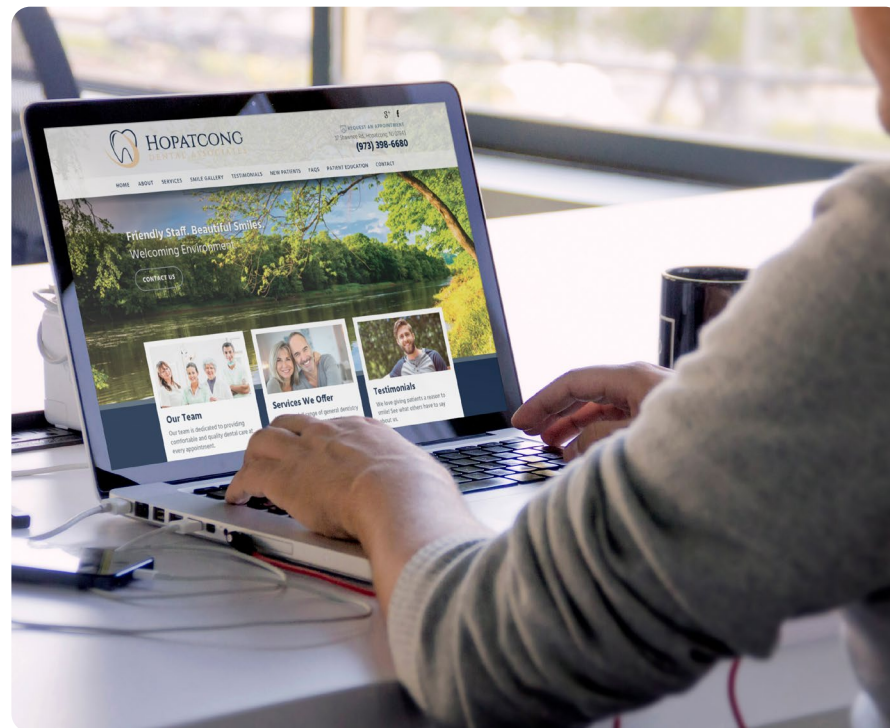
Great Dental Websites creates modern, attractive websites which can be up and running within a matter of days. Choose from dozens of attractive, free and ready to go pre-designed templates or get one custom built to your needs.

For practices in more competitive markets, it may not be enough to simply launch a website and hope patients find it. Great Dental Websites has developed a unique software platform, designed specifically for the dental industry, to maximize the impact your website makes on search engine results - increasing the odds you come up higher on Google Search results, and giving your website a solid foundation to build on for additional marketing campaigns if you desire.

Even better, once you're on the platform, your website will be automatically upgraded each month - new features, new designs that are available, and improved performance “under the hood” to please Google. Great Dental Websites is the last website solution your practice will ever need, and you will be able to get off the cycle of having to throw out your “old website” every couple of years and start from scratch.

BENEFITS

- **Change your template design at no cost.**
- **Make instant changes to your website any time you like at no cost.**
- **Support and training are provided at no cost.**
- **Free Google updates, speed improvements, new features, mobile support and redesigned modules at no cost.**
- **Mobile, desktop and iPad responsive.**
- **No lock-in contract. We earn your business each month.**
- **We can also help with proven marketing services such as Search Engine Optimisation, Pay-Per-Click and Facebook advertising to help you get the greatest reach and visibility online.**



Offer details:

Prices for a new website range from \$2,799 for standard options, to \$3,148 for semi-custom options (further custom options also available).

Exclusive Henry Schein360 offer: Receive \$300 off the price of a website design.

Contact Great Dental Websites to redeem your Elite offer:

02 8935 0631

info@greatdentalwebsites.com.au

<https://greatdentalwebsites.com.au>



Prime Practice Compliance

Compliance/Infection Prevention and Sterilisation

Get Safe. Be Safe. Stay Safe.

At Prime Practice Compliance our range of Compliance products and services will ensure all members of your team know and understand the accountability and responsibility of all aspects of infection prevention and compliance and have clear guidelines of how to achieve this.

Prime Practice Compliance offers a range of services suitable for all practices and team members to help get your practice up to date and compliant with all current regulations and guidelines.

Audit: A completely confidential and non-threatening review of your current processes and workflows, an in-practice audit involves having a member of our team observing and reviewing your practice's infection prevention workflows and procedures and evaluating your sterilisation area. You will then receive a comprehensive Audit Report and a plan that outlines any corrective actions required.

Training: An in-practice training session that is suitable for all team members, this training session covers all the relevant information for you to confidently implement, monitor and review your infection prevention processes to

become and remain compliant with the added benefit of the trainer being able to customise the training to your environment.

Policies & Procedures Manual:

Did you know that your practice is obligated by regulations to have a current Policy & Procedures Manual with policies and procedures specific to your practice in addition to your governing body documents? Prime Practice Compliance can supply the required regulatory Policy & Procedures Manuals developed using best practice recommendations to ensure the whole team have access to, and are aware of, your practice specific policies and procedures.

Combi Pack: Get your In-Practice Audit + In-Practice Training + Policy & Procedures Manual+ Compliance Poster set for one special price.

BENEFITS

- **Ensure your team are aware of who is accountable and who is responsible for infection prevention**
- **Mitigate your risk and have peace of mind knowing that your practice is fully compliant**
- **Have a better understanding of current regulations and guidelines and the part each team member plays**
- **Confidently assure your patient's that they are safe from infection risk**

Description	RRP	Member offer
COMBI PACK IN-PRACTICE AUDIT + IN-PRACTICE TRAINING + POLICY & PROCEDURES MANUAL + POSTER SET (Additional pricing applies for practices with more than 7 team members. Contact Prime Practice to confirm).	☐ \$3600*	☐ \$3420*
AUDITS: (Price includes 1 steri room, up to 3 treatment rooms) IN-PRACTICE AUDIT One of our qualified infection prevention team will come and audit your practice for compliance. TIMING: 2-3 hours	☐ \$1800*	☐ \$1620*
SELF-ASSESSMENT AUDIT Complete your audit online with support from our qualified team. TIMING: 2-3 hours	☐ \$675	☐ \$573.75
IN-PRACTICE TRAINING Up to 4 hours CPD approved, hands-on staff training session. Often bundled with in-practice audit and specific to needs documented. Suitable for all team members. Price is for up to 7 team members.	☐ \$1800*	☐ \$1620*
POLICY & PROCEDURES MANUAL All dental practices are obligated to have a Policies & Procedures Manual for infection prevention.	☐ \$620	☐ \$527
COMPLIANCE POSTER SET Set of four A3 laminated posters to reinforce the safety requirements and infection prevention best practice.	☐ \$99	☐ \$84.15
* In some instances, additional travel costs may be incurred. Please discuss pricing with us prior to booking. ALL prices in AUD, ex GST.		

Offer details:

Save on the Prime Practice Compliance services listed above when you are a Henry Schein360 member.

Contact Prime Practice Compliance to redeem your offer:

02 8935 0600
compliance@primepractice.com.au
www.compliance.primepractice.com.au



Primespeak

Communication Training

Designed by dentists for dentists, Primespeak Seminar is a unique approach to patient communication and case acceptance. Focusing on the new patient exam, yet with implications for all patient interactions, Primespeak brings an ethical, non-scripted approach that removes any “sales pressure”. It results in patients wanting the treatment you know they need, and a less stressful experience for the whole dental team.

Primespeak is a revolutionary approach to the patient-dentist communication game. Taking the common sales pitch and turning it on its head, Primespeak makes the process for optimum case acceptance easier, more comfortable, and above all ethical.

Nobody wants to sell dental treatment to patients. And patients don't want to be 'sold' to. Learn the advanced dental communications approach that has changed the lives of dentists around the world.

This is a course that was developed from over 25 years of working one-to-one with patients, discovering what patients want to know, and delivering it in a way that helps them to understand and want the treatment that they need.

Learn how to build trust, overcome obstacles to treatment, explain dental conditions, make patients relax and want to listen to your diagnosis. Use our unique approach with both new and existing patients to grow your case acceptance and to increase patient loyalty.

BENEFITS

- **Understand the rules of ethical dentistry.**
- **Remove any perception of sales pressure.**
- **Become rejection proof.**
- **Learn a step by step sequence for the new patient exam.**
- **Prevent patients from saying “I'll think about it”.**
- **Gain tools and techniques to deepen patient ownership of their oral health**



Testimonial:

If you can master these principles and concepts, case presentation will sky rocket. Just by utilising bits and pieces our case acceptance has already increased exponentially.

DR BINGHAM, USA

Primespeak has removed the burden of stress when communicating with patients. I never feel rejected because patients understand and feel empowered by my communication...

DR RADITAOLANA, AUS

Offer details:

Communication in the dental practice is a team effort, so ideally everyone is on the same page, speaking the same language, using a similar approach to reinforce the messages about maximising oral health. Get your whole team using a similar approach when communicating with patients to get the best results for patients and the practice.

Register one dentist at full price and receive a voucher of \$1,450 towards the registration of another team member (eg: Dental Assistant, Hygienist/ OHT or Practice Manager).

Contact Prime Practice to redeem your offer:

02 8935 0600
info@primepractice.com.au
primepractice.com.au



Humm

Increase patient acceptance for higher value treatment plans.

About Humm:

- Humm buy now pay later is the leading financier in the Dental Industry - with over 2000 practices using humm today to increase treatment plan acceptance
- Access to 2.7M pre-approved customers = new patient acquisition
- Humm offers finance from \$100-\$30,000 with flexible payment terms and no interest ever
- Next day payment for treatment plans

Patients Enjoy:

- Instant approval with 94%+ approval rate
- 0% deposit so they can start their treatment today, without delaying
- Simple to follow application in under 10 minutes.
- Flexible plans and easy budgeting with a set and forget direct debit
- No interest charges, ever
- Easy app based self - service



Practice Joining Finance Offer-

WAIVED joining fee
WAIVED ongoing monthly fees
EXCLUSIVE DISCOUNT off Merchant fee

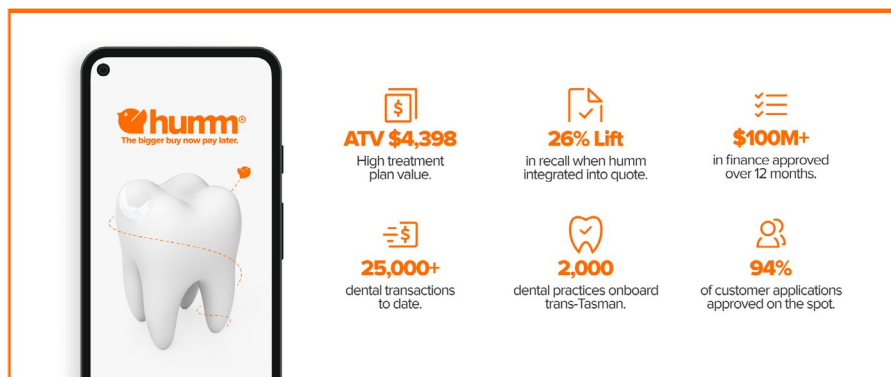
Sign up today, Ask us how Humm can help your practice today!

Contact:

Humm Business Development Team
1300 300 737
admin.bd@shophumm.com.au.com
humm-group.com

Offer terms:

- Discount is off humm merchant fee
- Discount is based on Henry Schein Tier program
- All agreements are between humm and practice(s)
- For all specific terms and conditions contact humm directly





Henry Schein360 is Henry Schein's Premium Loyalty Program

Membership includes product discounts and exclusive offers
with companies your practice deals with every single day.

New Partners. More Savings.
Henry Schein360.

henryschein.com.au/schein-360



HENRY SCHEIN®