

WESLEYAN BANK

PRODUCT SHEET - DENTAL SUPPLIERS

ACCELERATE SALES AND CLOSE MORE DEALS WITH WESLEYAN

We help you support your customers

With dentistry seeing significant developments in technology and treatments over the last 50 years, and with further innovation taking place continually, keeping up to date and on top of the latest technologies can be challenging for dental practices and their suppliers.

Wesleyan can make your products easier to sell and easier to buy. As a specialist provider to the professions we share many customers and are able to help both those and your prospects to finance asset acquisitions of any type or size. With 25 years of experience of enabling businesses reach their full potential, you can rest assured you are in safe hands with Wesleyan Bank.

Key benefits

- ▶ **Drive revenues, increase margins**
You can see returns from sales immediately, and drive higher margins by adding products and services to sales
- ▶ **Shorter sales cycles**
Eliminate cost concerns from the start of the sales process
- ▶ **Improved win ratio**
A more financially attractive way to offer your products and services to customers, with instant returns for you
- ▶ **Greater customer retention**
Long-term contracts and cost effective routes to upgrades, with proactive ongoing support
- ▶ **Reduced debtor days**
You get paid up front, removing the need to chase payment
- ▶ **Enhanced competitive advantage**
A powerful competitive advantage and an effective response to market demands
- ▶ **Wesleyan expertise and resources**
When you allow your customers to pay over time for your products and services using finance from Wesleyan you work with one of the most innovative, customer-focussed specialists in the business

A solution that is all about you and your customers

We have conducted research with Dentists and with Wesleyan Members Advisory Board members so we know what equipment they want and how much they are willing to spend. Cost of equipment and technology when setting up a Dental Practice varies depending on the treatment offered. Some dental practices had used a finance agreement with the equipment/technology supplier or a finance agreement with a commercial lending broker/healthcare specialist.

“Having run my own property development company for many years, I had developed the view that it is better to work with specialist vendors than with traditional banks. We needed the right partner who could understand and support our ambitious plans and Wesleyan Bank was exactly what we were looking for. The company has a rich history and strong knowledge of the dental industry which gives it a focus and expertise that general lenders are simply unable to offer.”

- Evan Maindonald, Owner of Sunnyside Dental

Equipment we can finance

Equipment

- ▶ Dental chair
- ▶ Cabinetry
- ▶ IT system
- ▶ X-ray machine
- ▶ Autoclave
- ▶ Compressor
- ▶ Aspirator
- ▶ Apex locations
- ▶ Capsule Mixing Units
- ▶ Curing lights
- ▶ Dental handpieces
- ▶ Dental implants surgical motors
- ▶ Endodontic motors
- ▶ Hand pieces
- ▶ Periodontal probe

- ▶ Oxygen cylinder, masks and tubing
- ▶ Steriliser Units
- ▶ Suction Units
- ▶ Thermodisinfectors
- ▶ Ultrasonic scalers
- ▶ Water distillers
- ▶ Water filer

Consumables

- ▶ Articulating paper
- ▶ Break room appliances (microwave, toaster etc)
- ▶ Composite polishing kit
- ▶ Composite instrument
- ▶ Crown removal kit
- ▶ Disinfection wipes
- ▶ Endodontic motors

- ▶ Forceps
- ▶ Handpiece
- ▶ Hand files
- ▶ Impression trays
- ▶ Microbrushes
- ▶ Mouth props inc mirrors
- ▶ Plugger
- ▶ Scalpel
- ▶ Spreader
- ▶ Whitening system and kit

Reception/waiting area

- ▶ Chairs
- ▶ TVs
- ▶ Notice boards
- ▶ Compact refrigerator for drinks
- ▶ Coffee maker

Kitchen/staff area

- ▶ Microwave
- ▶ Refrigerator
- ▶ Utensils
- ▶ Cabinetry
- ▶ Tables and chairs

Office and IT equipment

- ▶ Telephone systems
- ▶ Practice Management systems
- ▶ Computers
- ▶ Servers
- ▶ Router and network
- ▶ Scanners/printers

We can provide payment scheme for all equipment and technology needs. What's more we can provide full training, support and assistance. We are also able to offer short term finance for you and your business. Contact one of our account managers today to find out how we can help you.

Get in contact:

■ wesleyan.co.uk/suppliers

■ 0808 123 1990

■ bankcommercialsales@wesleyan.co.uk

we are all about you

