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A-dec® for Government

Reliability, efficiency, and unparalleled support—for superior patient care



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Why A-dec

A reputation built on performance.

As the world's leading dental equipment manufacturer, A-dec understands the importance of performance. Your equipment must be consistently operational and efficient, while ensuring an exceptional patient experience. A-dec delivers.

We began in 1964 with a commitment to get it right—and that mission has never changed. Today, the A-dec name stands for high quality and long-lasting reliability, with dental chairs, lights, and delivery systems that offer a minimum 20-year life.

Amortized over the number of years of service, the long-term ownership costs are lower with high quality A-dec dental equipment. It's a choice you can make with confidence.



Independent surveys were completed 2021 by The Key Group, Inc. and included 200 general dentists in the U.S.

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Added Value

The A-dec difference.

Even with the extra rigors of government environments, A-dec dental equipment stands up to continuous use. Proudly manufactured in the USA, it's backed with a 5-year warranty and a team of government specialists to support you long after the sale.

As a veteran-founded company, A-dec maintains FSS and GSA contracts, e-commerce storefronts such as ECAT and GSA Advantage, and a spectrum of unique channels to make procurement faster and easier:

- A-dec equipment is available to order on the Defense Logistics Agency Electronic Catalog
- A-dec ECAT Contract SPE2DH-14-D-0005
- A-dec Federal Supply Schedule (FSS) V797D-70087



A-dec chairs are built and tested to last—making the most of taxpayer dollars.

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Specialized Team

Exclusive support for government.

A-dec offers a team exclusively dedicated to federal government, with factory and in-field training specifically for government personnel. You'll experience an unparalleled level of service, supported by a team of specialists who leave no detail to chance.

- **Regional Account Manager:** Your primary contact from initial project conception through planning and design. An active part of the space planning and facility design process, your Account Manager helps identify your specific needs and translate them into equipment options.
- **Territory Manager:** After the initial project conception, your A-dec Territory Manager (TM) steps up to manage day-to-day business needs. Your TM is the go-to resource for on-site inservice training, consulting, ongoing need identification, space planning and consulting.
- **Designer/Floor Plan Specialist:** Taking space planning a step further, your Design Specialist proposes options for your unique needs using 3D visualization.
- **Project Coordinator:** From initial quote to final installation, your Project Coordinator (PC) ensures that your project runs smoothly and to your expectations. The PC facilitates and coordinates order processing through A-dec to meet mutually agreed-upon installation dates.
- **Training Specialists:** For additional support, speciality training is available to your technicians. A-dec's training team works with more than 150 government technicians every year, both on-site and at our Educational Center in Newberg, Oregon.

A-dec also offers Certified Ergonomic Assessments to help optimize your equipment and improve the long-term wellness of the dental team.

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Smart Solutions

Designed for efficiency and workflow.

A-dec dental equipment supports the need for efficiency and workflow—all without a single compromise to thoughtful design, durability, and patient comfort. Utilizing standardized equipment platforms across military bases, hospitals or health clinics creates a familiar layout, making it easier for doctors and other transferring personnel to quickly get up to speed. Your A-dec representative can share best practices and effective designs that we have implemented in other clinics. We'll help you be proactive with your equipment planning and purchase—to maximize your investment dollars now, and give you the flexibility to integrate new technologies in the future.

Ask your representative for an A-dec ECAT reference guide to see A-dec equipment packages available to order on the Defense Logistics Agency Electronic Catalog system



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A-dec creates solutions that work, and work consistently.

Joseph D'Angelo, DDS | La Jolla, California

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Photo by U.S. Coast Guard Pacific Area

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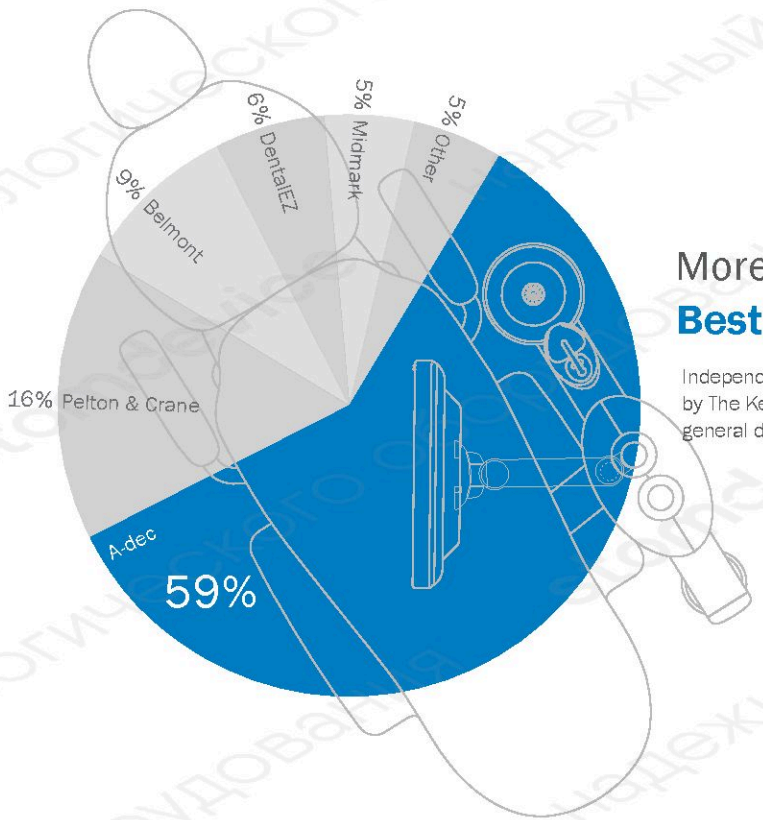
Technician Friendly

Simple, easy and intuitive.

A-dec's durable, reliable dental equipment is engineered for easy service and maintenance. Our products are designed, refined, simplified, and integrated with service technicians in mind—so Biomedical Equipment Technicians (BMETs) will always have the right tools in their bags to get everything up and running quickly. No matter how remote the location, most repair parts ship within 24 hours.

Serious customer support.

When you call A-dec, an actual person answers the phone, so there's no time wasted in an endless loop of transfers. Service representatives are fully prepared to answer any product question (even for equipment that hasn't appeared in a catalog in more than 25 years). They are certified and technically trained to help with everything from taking an order to trouble-shooting. On those rare occasions when more perspective is needed, there's a group of engineers just down the hall for extra support.



More Dentists Named A-dec

Best After Sales Service

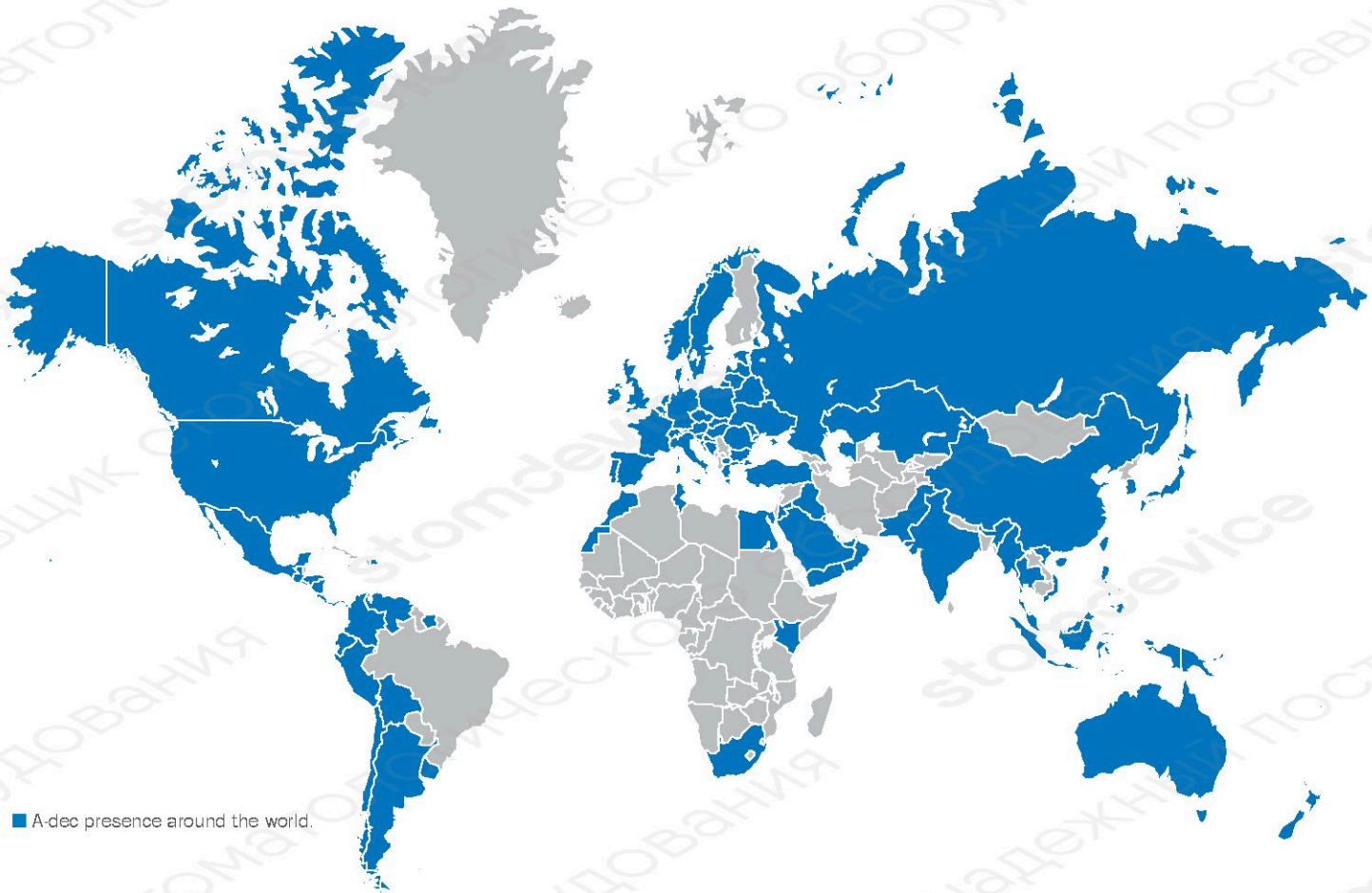
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Globally Preferred

Chosen worldwide. Made in the USA.

A-dec equipment is chosen for government clinics more often than all other manufacturers combined. Our dental chairs, delivery systems, and dental lights are manufactured to the highest standards—right here in the United States, at our state-of-the-art facility in Newberg, Oregon.



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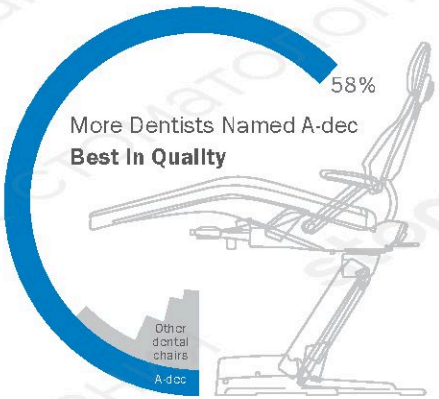
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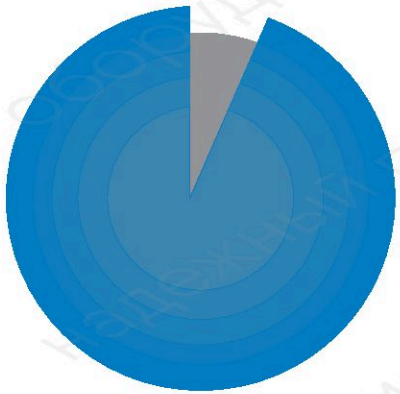
Wise Investment

Proven reliability pays for itself.

A-dec dental equipment delivers proven performance year after year, with fewer service calls and product downtime. That reliability pays off in the long term—and it's a wise use of your equipment budget.









Best in quality.

58% of dentists surveyed in a 2021 independent study voted A-dec best in quality.

Extra reassurance.

The hydraulic lift components do the heavy lifting, so we backed them with a 10-year warranty.

Service tech approved.

95% of service technicians from all dealers surveyed would recommend A-dec most highly to a dentist.

Simplified maintenance.

A-dec designs with simplicity in mind. Because while smart design with fewer moving parts makes products intuitive, it also lowers their risk of failure. You can count on simple maintenance and fewer service calls.

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a-dec
5 YEAR
WARRANTY





A-dec reliability.

All A-dec chairs and equipment are backed with a 5-year warranty for peace of mind. We're partners for the life of your practice.

Best long-term value.

54% of dentists surveyed in a 2021 independent survey voted A-dec the best long-term value (the next closest competitor came in at 16%).

Higher ROI.

A-dec equipment is designed to last longer and perform efficiently without costly downtime—for a higher return on every tax dollar invested.

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Cost of Ownership

Quality impacts longevity.

Distinguishing between products to make confident purchase decisions is challenging. But have you followed the total cost of the equipment beyond the acquisition phase? The major component that separates superior quality from low quality is the Cost of Ownership. Because these costs are not always quantified, they are often overlooked. The cost of ownership concept is truly about value—not only the value of the product, but also the value of a dental team's time and productivity:



When fixed and recurring costs are calculated down to end of service life, the amortized cost of high-quality equipment is lower in the long term.

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Talk to an A-dec government specialist.

As the world's leading dental equipment manufacturer, A-dec is focused on creative, reliable solutions that support your success. Dedicated Government Representatives are here to provide you with exceptional service.

For more information, visit a-dec.com, call 1.800.547.1833 or email fedgov@a-dec.com.

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A-dec ECAT Contract SPE2DH-14-D-0005

The colors and products shown may vary from the actual materials and are subject to change without notice. Please see your authorized A-dec dealer for accurate color samples and the most current product information.

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