



One Of A Kind Endorsement of IDS Changes The Face Of Illinois Dentistry

Illinois Dental Solutions

Powered by  **independent** DENTAL SOLUTIONS

Illinois State Dental Society (ISDS) represents a powerhouse dental community with a leadership structure that dates to the 19th century. In order to continue to bring additional value to their members, ISDS is excited to introduce their endorsement of Independent Dental Solutions (IDS)—a no-fee buying group run by a board of established dentists and experienced supply chain and distribution leaders. Together, ISDS and IDS have developed **Illinois Dental Solutions**, a discounted merchandise and equipment program for Illinois dentists that can help them **save up to 30% annually** when compared to their prior year's spend.

**SAVE
UP TO 30%**

Why ISDS chose to endorse IDS?

ISDS is captivated by IDS' proven savings and their **no-risk** model to rally independent dentists and leverage their collective buying power to drive down the cost of merchandise and equipment to level the playing field in an increasingly corporate dental market. What Brian Heyndrickx, Dr. Rick Romenesko, Dr. Michael Romenesko and Jordan Herbert have co-founded is something to behold. With **no membership fees**, dentists can simply switch their ordering through IDS contracts and generate immediate savings. IDS proves through transparent data that their members easily save in the double digit percentages when adding up the sum of purchases against their recent prior spends. Furthermore, the more members that sign up, the greater the savings members can come to expect. Finally, IDS is willing to present the program to all study clubs and component dental organizations in Illinois to get the grassroots movement started.

- Proven Savings**
- No Membership Fees**
- Locked-In Pricing**
- Free 2-Day Shipping**

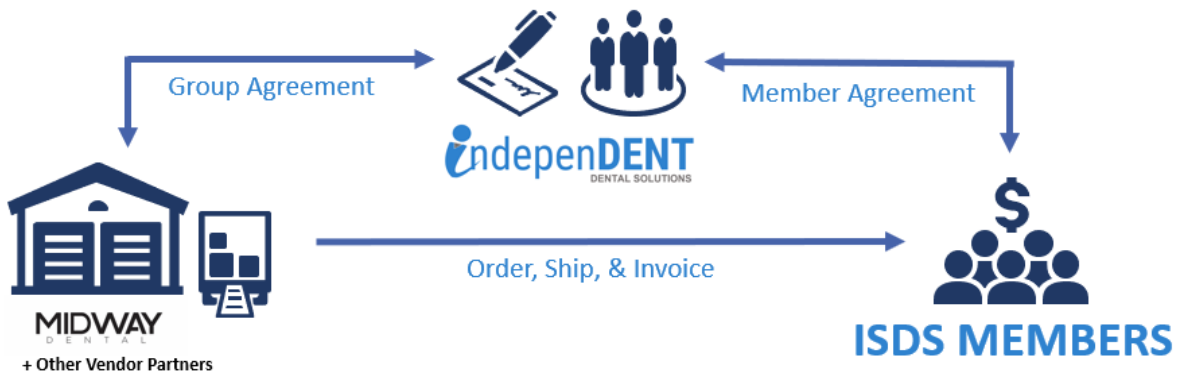
How did they accomplish these staggering results with this model?

IDS took time to vet out industry alliances that would permanently establish their ability to cut costs for dentists across the country. The biggest piece of the puzzle was their partnership with Midway Dental, an up and coming distributor that is also disrupting the dental market. While others scoffed at discounting independent dentists with DSO-level pricing, Midway, which maintains a tight vision towards the market's approaching horizon, decided to exclusively partner with IDS. Without Midway, IDS may have not found solid footing in the dental market, and without IDS, Midway may have missed the power that buying groups have in changing the dental market forever.

We have more to cover below, but in case you were already drawn to a no-cost membership that brings unparalleled savings to your business. A membership application can be filled out at:

[Independent-ds.com/isdsjoin](https://independent-ds.com/isdsjoin)

How does it work?



Negotiating on the group's behalf, IDS established agreements with multiple vendors (primarily Midway Dental) to provide locked-in, discounted pricing for the members. Therefore, when your practice joins Illinois Dental Solutions, you are given access to IDS' negotiated pricing and thus save immediately. As a member, your order is placed with and fulfilled by the vendor at IDS' negotiated pricing and terms (i.e. free shipping). Finally, by joining, IDS' collective buying power increases and allows them to continuously negotiate better pricing with the vendors.

Still looking to learn more about the program? Please join one of our informational sessions. To register, please visit:

[Independent-ds.com/isdsinfosessions](https://independent-ds.com/isdsinfosessions)

How Do You Join?

The process to join is quick and easy. Simply, fill out the membership application at:

[Independent-ds.com/isdsjoin](https://independent-ds.com/isdsjoin)

OR

If you are attending the Midwinter Meeting, please visit us at Midway Dental's booth and say, "You are an ISDS member and ready to save!"



"We have started to lay the foundation for a very strategic relationship through the creation of Illinois Dental Solutions which will drive savings and innovation that solves complexity for ISDS members...Midway Dental and IDS are ready to serve!"

- Brian Heyndrickx, IDS Co-Founder & CEO