

**Contracted Suppliers:****Enbio****Contract ID:** CC-0131**Tuttnauer****Contract ID:** CC-0132**Phoenix Imaging****Contract ID:** CC-0133**Young Innovations****Contract ID:** CC-0134**Shofu****Contract ID:** CC-0135

## Product, Pricing, and Services Available

This category includes a range of Consumables, Equipment, and Imaging & Scanning products available at exclusive discounted rates through authorized dental distributors.

### Key Contract Values

	Shofu	Young Innovations	Tuttnauer	Enbio	Phoenix Imaging
<b>Discount off Distributor Wholesale Price</b>	5% discount on Consumables & Abrasives, 10% on Chemical Product	Average 25% - 30% discount across all product lines	10 % discount	5% discount	5 % discount
<b>Product Lines</b>	Consumables, Abrasives and Chemicals	Hygiene: Hand instruments, Disposable Prophylaxis Angles, Handpieces, Varnish, Paste  Restorative: Microbrush, Dry Angles, ProMatrix, Crystal Tips, Surg-O-Vac Tips  Infection Control: Vacusol, Surgical Evacuation Tip, Tartar & Stain	Automatic Autoclaves, Manual Autoclaves, Ultrasonic Cleaners, Washer Disinfectors	Class B Autoclaves	Handheld x-rays devices

### Class of Trade Eligibility

Community health centers and non-profit dental practices.

### How to Operationalize These Agreements

Access your ordering platforms with Henry Schein Dental, Patterson or Benco.

### Resources

<https://cnectgpo.com/contract/dental-manufacturer-discounts/>

## Other Supplier Programs

### Phoenix Imaging

- 2 week product evaluations at no additional cost. Virtual training provided (if needed outside of the standard video led format we have developed).
- Pricing for the Extended Warranty: \$795 per year covering the provision of a loaner unit, as well as all associated shipping expenses for sending the unit to the factory repair center and returning it back.

### Enbio

- **Worry-Free Warranty Coverage:** Enbio provides comprehensive warranty protection for its autoclaves for up to 24 months or 4,000 cycles, whichever comes first. Exclusively for CNECT members, Enbio will replace the faulty unit with a **brand-new autoclave**, free of charge.
- **Complimentary Maintenance:** Preventative maintenance provided free of charge in the first 12 months or 4000 cycles after the purchase.
- **Free Items:** Set of two Enbio water bottles, valued at \$67 per set, provided free of charge to CNECT members.

### Tuttnauer

- **Warranty:** Includes standard manufacturer coverage (parts & labor) for 1–2 years, depending on the model.
- **Installation & Training:** Distributor installs the unit; Tuttnauer provides in-service training at delivery.
- **Shipping:** Typically shipped from distributor inventory; \$85 fee applies for manufacturer drop-shipments.

## Supplier Attributes

	Enbio	Phoenix Imaging	Tuttnauer	Shofu	Young Innovations
<b>Dental Distribution</b>	Benco, Patterson Dental	Henry Schein Dental, Patterson Dental	Benco, Patterson, Henry Schein Dental, McKesson medsurg	Benco, Henry Schein Dental, Patterson Dental	Benco, Henry Schein Dental, Patterson Dental
<b>% Discount Protection</b>	Firm for 12 months	Firm for the term of the agreement	Firm for the term of the agreement	Firm for 12 months	Firm for 12 months
<b>Manufacturing Facilities</b>	Europe	Seoul, South Korea	Israel, Hungary	Japan	WI, MT, MO
<b>Sales Reps</b>	17	18	27	30	2
<b>Expected lifespan of equipment</b>	10 years or 10,000 cycles	10-14 years	7-10 years	N/A	N/A
<b>Meets Regulations/ Standards</b>	Yes	Yes	Yes	Yes	Yes
<b>Offers Equipment Warranty</b>	Yes	Yes	Yes	N/A	N/A

## Sourcing Summary

The CNECT contracting staff conducted a national RFP. Supplier participants are indicated in the table below. An award was based upon an analysis of the market, supplier attributes, and services. Upon review of key criteria, the category was approved for a multi-source award.

RFP Summary	
Sourcing Process/Public Notification	RFP posted to CNECT website.
Suppliers Invited to Participate	Enbio, Young Innovations, Phoenix Imaging, Shofu, Tuttnauer, Aspectico, Midmark, Nordent, DentalEZ, 3Shape, HU-Friedy, Pulpdent, Voco, Air techniques, Belmont, Adec, Galaxy, Terumo, Proedge
RFP Questionnaire – Key Supplier Attributes Evaluated	Product offering, pricing, and key supplier attributes.
Bidders	Enbio, Young Innovations, Phoenix Imaging, Shofu, Tuttnauer, Aspectico, *Midmark, * Galaxy, *Proedge  (* still in contract negotiations )
Award Criteria	<a href="#">Supplier attributes</a> , product lines, and competitive pricing that meet the needs of members.
Contracting Staff	All contract decisions for this category are decided upon by a team of dedicated professionals with a combined 40+ years of GPO experience.
Awarded Supplier	Enbio, Young Innovations, Phoenix Imaging, Shofu, Tuttnauer
RFP Status	This category will remain an open RFP, and CNECT will be accepting responses on an ongoing basis.

## Questions

For questions about this agreement, please [contact your local representative](#) or the CNECT contracts team at [rfp@cnectgpo.com](mailto:rfp@cnectgpo.com).

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