



THE POWER OF US

ADVANCING ORAL HEALTH AS PRIMARY CARE

JONATHAN KOCH



WHY HENRY SCHEIN – OUR PURPOSE



BECAUSE SO MANY
RELY ON YOU...

YOU CAN
RELY ON US.

Rely on Henry Schein's network of trusted advisors to help take care of your business, so you can focus on taking care of your patients.



**Business
Solutions**



**Clinical
Solutions**



**Technology
Solutions**



**Supply Chain
Solutions**

WHY HENRY SCHEIN – PEOPLE, PASSION, PRESENCE

HENRY SCHEIN GLOBAL DENTAL STATISTICS

THE ONLY GLOBAL DENTAL DISTRIBUTOR AND SOLUTIONS COMPANY FOR GENERAL PRACTITIONERS, SPECIALISTS, AND LABORATORIES

OVER **4,500**
FIELD SALES CONSULTANTS
TELESALES REPRESENTATIVES
PRODUCT SPECIALISTS

MORE THAN
 **3,200**
 SUPPLIER
 PARTNERS

\$6.7*
BILLION IN SALES
*Incl. Henry Schein One revenue

99%
OF ITEMS ARE SHIPPED
THE SAME BUSINESS DAY
THE ORDER IS RECEIVED

OVER **13,000**
DENTAL TEAM SCHEIN
MEMBERS

OPERATIONS OR
AFFILIATES IN
31
COUNTRIES

SERVING MORE THAN
1 MILLION
CUSTOMERS*
*Corporate-wide statistic

NEARLY
300,000
PRODUCTS
OFFERED

ACTIVE CUSTOMERS
90% OF U.S. DENTAL PRACTICES
80% OF DENTAL LABS IN NORTH AMERICA
65% OF EUROPEAN DENTAL PRACTICES
80% AUSTRALIA/NEW ZEALAND DENTAL PRACTICES
60% OF BRAZILIAN DENTAL PRACTICES

**DIRECT
MARKETING**
USING
SOPHISTICATED
DATABASE
TOOLS

HENRY SCHEIN CORPORATE RECOGNITION

FORTUNE
WORLD'S MOST
ADMIRABLE
COMPANIES **2019**

A
FORTUNE
WORLD'S MOST
ADMIRABLE COMPANY

MEMBER OF
FORTUNE 500
LIST OF THE LARGEST
U.S. CORPORATIONS

AN
ETHISPHERE
WORLD'S MOST
ETHICAL COMPANY

2019 WORLD'S MOST
ETHICAL
COMPANIES™
WWW.ETHISPHERE.COM

SEEING THE SIGNS OF CHANGE

Digital Disruption



Customer Consolidation



Supplier Change



Non-Traditional Competitors



Market Growth



OUR GLOBAL DENTAL STRATEGY: FOUR PILLARS OF FOCUS



**Customer
Success through
"One Dental"**
"One Dental,"
success through
customer

**Strategic
Growth**
strategic

**Maximize
Henry Schein's
Overall Brand**
Henry Schein's
Maximize

**Organizational
and
Process Design**
organizational

OUR DENTAL STRATEGY: FOCUSED ON OUR CUSTOMERS' NEEDS



Business
Solutions



Situation:

“My staff sometimes missed invoicing patients for X-rays taken during a visit.”

Solution:

Dentrix software is now able to automatically “order” the X-ray directly from the imaging software, monitor the procedure until complete, and bill automatically.

Result:

X-ray billings for the practice is expected to increase by 20% – 30%, and the automation will save the practice staff 20 minutes each day.



Clinical
Solutions



Situation:

“I was looking for an esthetically pleasing and effective solution for my patients.”

Solution:

After using Carriere® Motion™ for nearly four years, the doctor states it has been changing his practice and the way he treats patients. He has used The Carriere® SLX™ bracket system on over 100 cases and reports the experience as amazing, fitting beautifully on the teeth.

Result:

The Orthodontist shares the system is “just making practice fun, and that’s what it’s all about. Creating more gorgeous smiles and helping people.”

OUR DENTAL STRATEGY: FOCUSED ON OUR CUSTOMERS' NEEDS



Technology Solutions



Situation:

"I want to improve workflow compliance in my practice and capture patient recall opportunities."

Solution:

A Software of Excellence (SOE) Sales Consultant regularly meets with the doctor to review key performance indicators generated by the software on how the practice is performing and areas for improvement.

Result:

Since working with SOE, practice workflow compliance has increased 26% and patient recalls have gone up nearly 10% – helping to drive more revenue for the practice and allowing the dental team to focus on the delivery of care.



Supply Chain Solutions



Situation:

"As a group practice with 5 locations we faced challenges with inventory control."

Solution:

After several sessions with a Henry Schein Field Sales Consultant, the group practice began using the Henry Schein Inventory Management Solution and Henry Schein Online to fulfill and monitor orders.

Result:

Stakeholders have complete transparency on the products and quantities ordered. In 2018, the group practice grew from 5 to 8 practices.

MORE THAN 300 HENRY SCHEIN SOLUTIONS

BUSINESS SOLUTIONS

to help customers successfully manage and grow their business

Credit Card Processing
Credit Repair
Compliance Training
Demographic Site Analysis
Dental Business Institute
Financing and Leasing
Management Consulting
Marketing & Patient Engagement
Office Space Planning
Patient Collections
Patient Financing
Practice Analysis
Practice Transition & Brokerage
Recruitment
Student Loan Refinancing



CLINICAL SOLUTIONS

to stay on the leading edge of patient care

Ace Surgical Supply
Anesthetics
BioHorizons
Burs & Diamonds
CAD/CAM
Camlog
Crown & Bridge
Dental Equipment Parts & Accessories
Disposables
Endodontics
Evacuation
Finishing/Polishing
Gloves
Handpieces
Health & Beauty & OTC
Henry Schein Dental Orthodontics
Henry Schein Orthodontics
Impression Materials & Accessories
Infection Control
Instruments
Laboratory for the Lab
Laboratory for the Practice
Medical Diagnostic & Emergency
Office Management & Supplies
Pharmaceuticals
Preventative
Restorative & Cosmetic
Small Equipment
Pro Repair
Surgical & Implants
Uniforms & Work Wear
X-Ray and Digital Imaging



TECHNOLOGY SOLUTIONS

to help harness technology for the benefit of the clinical setting and patients served

3D Printers
Air Compressors
Amalgam Separation
Autoclaves/Sterilizers
aXium
aXium Ascend
CAD/CAM Software
Cameras
Caries Detection
Delivery Systems
Demandforce
Dental Film Processors
Dental Sensors
Dental X-Ray Processors
Dentalplans.com
DentalVision Enterprise
Dentrix
Dentrix Ascend
Dentrix Enterprise
Easy Dental
EndoVision
Extra Oral Imaging
Informed
Instrument Cleaner
Intraoral Imaging
Intraoral Scanners
Julie
Labnext
Lasers
Lights
Microscopes
Mills
Mobile Dental Equipment
Nitrous Oxide Systems
Officite
OMSVision
Ortho2
Patient Monitoring
PerioVision
Power Practice
Practice Management
Software
Sesame
Software of Excellence
Sterilizing Equipment
TechCentral
Treatment Package
Vacuums



SUPPLY CHAIN SOLUTIONS

for a complete product selection and inventory to deliver the right products at the right time

120,000 Products in Stock
180,000 Special Order Items
3,200+ Supplier Partners
30 Distribution Centers
99% Order Fulfillment Rate
134,000 Cartons Shipped Daily
18,000+ Team Schein Members
3,600 Field Sales Consultants
1,900 Telesales Representatives



BECAUSE SO MANY RELY ON YOU...YOU CAN RELY ON US.



Thank You!

