

### Corporate Office 1031 Mendota Heights Road Saint Paul, MN 55120 ©2023 Patterson Companies Inc. All rights reserved. 24CC1040159n (8/23)

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# PLEASE OPEN Important information regarding your account enclosed





# STAY IN THE KNOW: IMPORTANT ACCOUNT CHANGES







Since 1877, we have put our customers first, consistently introducing industry-leading ideas, technologies and solutions while providing everyday essentials and unrivaled support. To better serve you today and in the future, our business systems and processes in Canada are evolving.

Beginning September 25, Patterson is implementing SAP, a leading enterprise resource planning software. SAP enables us to manage nearly every aspect of our company through one centralized system.

Patterson is a stronger partner with SAP, offering you streamlined ordering, logistics and forecasting so we can provide customers with more innovative products and technology, while enhancing your customer experience.

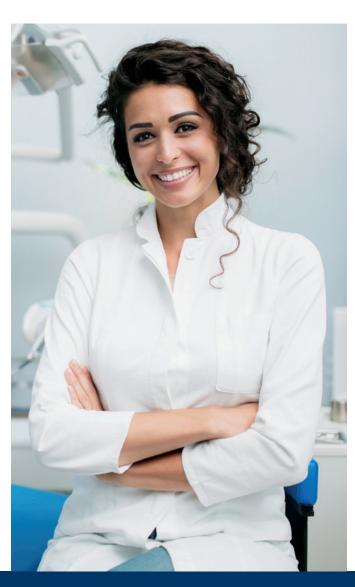
### **EXCITING NEWS!**

As we transition to our new centralized platform powered by SAP, we are delighted to introduce you to cutting-edge features and, most importantly, the numerous benefits that come along with them.

Discover a world of new possibilities, where efficiency and productivity go hand in hand. Seamlessly integrated into our operations.

### HERE IS WHAT'S IN IT FOR YOU.

- Embrace the convenience of online payment, allowing you to settle the invoices you want, quickly and securely.
- Experience immediate access to essential information through your personalized online dashboard. Find invoices, statements, purchase history, and more, conveniently in one place.
- Bid farewell to the hassle of managing multiple statements. With our new system, your statement billing transactions will provide clear/concise descriptions of the materials/services provided.
- Stay informed about your orders with realtime online tracking. Know exactly where your shipments are and when they will arrive.
- Enjoy a streamlined return process for faster credit processing. Experience a consistent and efficient procedure, ensuring you receive the credit you deserve promptly.
- Never miss out on exciting promotions again!
   Explore our online catalog and seize incredible deals to maximize your savings.
- Earn valuable points through our exclusive Loyalty Program. Enjoy rewards and benefits as a token of our appreciation for your continued partnership.





We are excited to share that our transition to SAP in September will bring better and faster service to you. To ensure a seamless experience, we kindly request your cooperation with a few essential steps.

### WHY DO WE NEED YOUR PRACTITIONER LICENSE?

To ensure we continue to adhere to *Health Canada regulations*, we kindly remind all practitioners that a valid license is required when ordering our regulated products. Be ready, and place your orders by September, as we prioritize the integrity of our services and the safety of our customers. If not already done, please contact your sales representative and provide your valid license number and expiration date.

### **REGISTER YOUR EMAIL ADDRESS**

Receive your invoices and statements promptly and efficiently. We are pleased to provide both an email copy and a paper invoice within your shipment for your convenience. For prompt same-day invoicing, please register your email address online or liaise with your dedicated sales representative.

### SIGN UP WITH YOUR ACCOUNT NUMBER

Establish your online account today for streamlined access to pertinent information, delivered in an easy-to-read format. Stay informed about live promotions and take advantage of opportunities as they arise. Elevate your experience with us through seamless online accessibility. If you don't have an online account today, register through Pattersondental.com.



### **LOYALTY PROGRAM - EARN, REDEEM AND REPEAT**

**Easy to enroll:** By enrolling, you'll gain access to your electronic monthly loyalty statements, which encapsulate your annual and monthly purchases, rewards, and savings on parts and service, among other benefits. This intuitive, consolidated view enables you to fully understand your perks and effortlessly track your points and growth.

**Earn on everyday items:** Each order you place for merchandise at Patterson Dental bolsters your Advantage points, thus opening the door to a host of valuable benefits.

**Redeem:** Advantage points are not just points, they're gateways to new equipment and advanced technology, awaiting redemption at your convenience.

**Save on repairs and services:** Unleash the full potential of your savings with exclusive discounts on TechEdge labour, equipment parts, and National Repair.

Get exclusive access to our service and support teams: As an Advantage member, rest easy knowing that emergency support from your local Patterson TechEdge team is just a call away.

To join the Advantage Loyalty reward program, visit <u>pattersondental.com/en-CA/Services</u> or speak to your Patterson representative today.



With the new SAP implementation, we have upgraded the look and feel of your account(s), making it more streamlined and user-friendly.

### WHAT DOES THIS MEAN FOR YOU?

- · One account, one password
- · A single, consolidated statement for easier tracking
- Improved efficiency with technician scheduling and expedited parts ordering and delivery
- Easier traceability of your equipment warranties
- Ensured ordering accuracy, minimizing discrepancies
- · Swift and reliable payment processing
- A simplified process for maintaining up-to-date and accurate account information
- A comprehensive report to review all your purchases at a glance

### CONSOLIDATION

Enjoy the simplicity of a unified account with a single password, while maintaining the flexibility to manage accounts for multiple clinic locations. This streamlined approach not only makes it easier for you to manage your account but also significantly enhances our service efficiency.

With this one customer account, we can speed up technician scheduling and expedite parts ordering and delivery. This is our commitment to you – an improved, efficient service that caters to your individual needs, no matter the scale or number of your clinic locations.

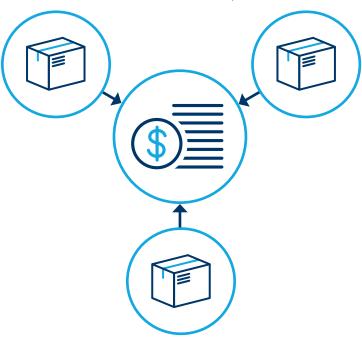


With SAP, accounts are based on locations for managing purchasing, shipping and billing activities. You have the option to structure your account for ordering or billing purposes that fit your clinic's needs. For example, you can order under separate accounts while managing your billing under a single account, or you can choose to manage these individually.

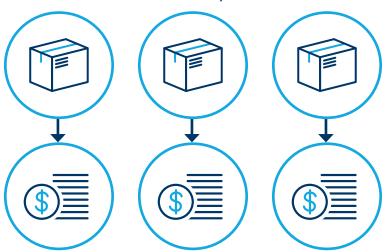
Talk to your Patterson sales representative for more information about your account(s) set up.

Below are two options out of many ways to set up your accounts.

### **MULTIPLE SHIPPING LOCATIONS, ONE STATEMENT**



### **MULTIPLE SHIPPING LOCATIONS, MULTIPLE STATEMENTS**





Discover simplicity with Patterson! We're now delivering all your statements directly to your email in an easy-to-read format. Track invoices, payments, credits, and account activities without the clutter — we're compiling multiple invoices into single, comprehensive statements. Statements will no longer be send in the mail and will now be emailed to you from Statements.PattersonAR@pattersondental.ca.

### **CUSTOMER INFORMATION**

Your account number and address remain accessible in the upper left corner of your statement. Take note, your new SAP account number starting with 0201 is your key to all account-related queries. Statements are generated and sent directly to your primary billing email. It's never been easier to manage your account.

### **BILLING SUMMARY**

Our monthly account statements detail everything you need to know. From purchases including Optimum, it's your one-stop solution for comprehensive account tracking. Your statement will no longer have separate billing summaries for each category. Another new addition is the future due balance. This will show any open balances that aren't due on the current statement but future statements.

### **CURRENT BILLING PERIOD SUMMARY**

Embrace clarity with Patterson's new billing summary! Your purchases will be labeled by categories such as: parts, labour, equipment, merchandise, and many other detailed categories. This allows for a transparent and straightforward breakdown of your spending, all within a single account. Managing your finances has never been so streamlined!

### **SERVICE CHARGE**

Please note, transactions paid beyond the due date may incur a service fee. This fee is applied daily until payment is received. This is just one more way we're striving to maintain a transparent, efficient financial environment for you.

### **REMITTANCE SLIP**

Any payments via the remittance slip can only be sent to the Montreal address listed. You will no longer send your mail-in cheques to the branch. Cash payments will no longer be accepted but learn how you can easily make payments online in the online account section of this booklet.

### **INVOICES**

Misplaced your paper invoice? No worries! Digital copies will be sent from <a href="Invoices.PattersonAR@">Invoices.PattersonAR@</a>
<a href="pattersondental.ca">pattersondental.ca</a> or you can access them through our online portal. This not only bolsters security but also supports sustainability.

A few changes you may notice on your invoice:

- Terms of payment will be shown at the bottom left on your invoice.
- Any shipping and handling charges, as well as Canadian taxes, are displayed on your invoice.
- When purchasing regulated items, your practitioner license will appear on the invoice.
- Shipping charges will be pro-rated across all items on your order. Meaning we'll only charge you shipping for the items you receive.
- Down payments will reflect on your equipment invoices with an accurate balance due

# HAVEN'T SHARED YOUR EMAIL WITH US YET?

Use this QR code to quickly set up your online account. Let Patterson elevate your experience with convenience and ease.





## Statement

### Ottawa Branch

For questions regarding this billing please call (555) 555-5555 Customer Information **Billing Summary** Please retain this portion for your files. May-31-2023 3,545.60 Statement Closing Date Account Number 0200456789 Previous Balance: Payments: Credits: (219.48) 0.00 3,326.12 Amount Past Due: \$ Service Charge: 0.00 399.41 New Charges: Total Due: 3,725,53 CUSTOMER NAME 123 STREET Future Due: 0.00 OTTAWA, ON A2C Y2K Total Balance: 3,725.53 Total Optimum: \$ 75.18

mount Due	Α	Billing Period Summary  Description		Document #	Date
3,545.6	\$	Previous Balance			
36.6			Parts	3021737174	04/07/23
166.8			Parts	3021737175	04/07/23
124.8			Sundries	3021737344	05/03/23
71.0			Sundries	3021737349	05/03/23
399.4	\$	Purchase Total			
(124.86			Payment - Thank You	3021737344	05/03/23
(71.05			Payment - Thank You	3021737349	05/03/23
(23.57	N. 555 P.		Payment - Thank You	Payment	05/04/23
3,725.5	\$	Total Due	The same of the sa		
3,725.5	\$	Total Balance			
577.2			Sundries, Parts	3021737482	05/15/23
(502.03	W13020	to positive measure of	Payment - Thank You	Payment	05/16/23
75.1	\$	OPTM12346	1000		- 1

A service charge not exceeding 1.75% per month (21.00 % per year) may be applied to that portion of the account balance not received by due date. Products returned past 90 days of original purchase date will be charged a 15% restocking fee. Conditions apply. Consult www.pattersondental.com for details.

Return this portion with your remittance

| Statement Closing Date: May-31-2023 |
| Account #: 0201094508 |
| Total Due: \$ 3,725.53

Amount Paid: \_\_\_\_

CUSTOMER NAME 123 STREET MONTREAL, QC A2C Y2K

Patterson Dental Canada Inc. CP 11730 Succ Center Ville Montreal, QC H3C 6P9

000372553020109450860

An example statement.



The My Account homepage showcases a user-friendly dashboard, designed with your needs in mind. It's easier than ever to make purchases with customizable features that display recent payments, shopping lists, and orders awaiting your approval.

Plus, we've put product transparency at your fingertips – you can see if an item is available, shipped from another location, or backordered.

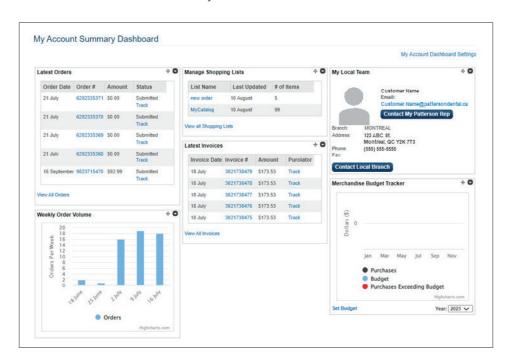




### SELF-SERVICE - YOUR ACCOUNT SUMMARY DASHBOARD

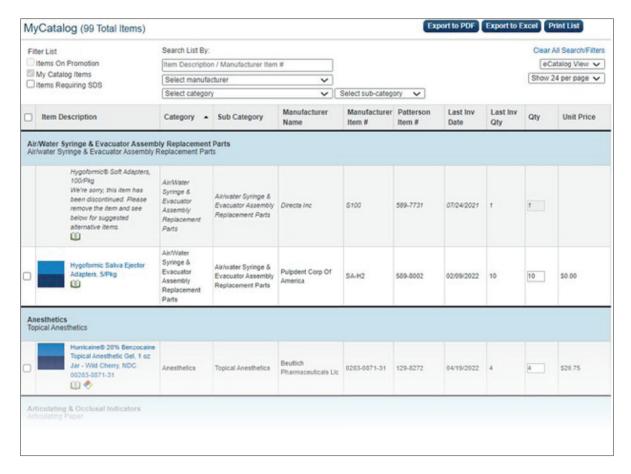
Your self-service account allows you to make payments, download monthly statements, and explore billing-related FAQs, all at your convenience.

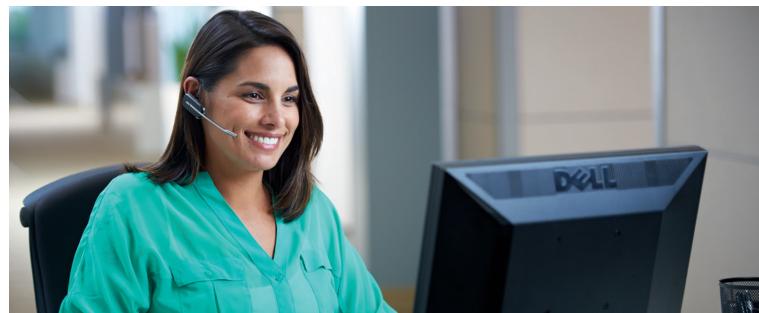
Comprehensive reporting is just a click away! Access your year-to-date purchase summary, monthly summary, detailed reports, and even dynamic reporting with filter options for different product categories. To top it off, information about Free Goods is easily accessible.



### **MY CATALOG**

Experience shopping made easy with **My Catalog**. Browse, view, and place orders swiftly. Spot promotional items immediately and effortlessly, while you build a shopping list of your go-to items. We've turned routine purchasing into a seamless, enjoyable process.







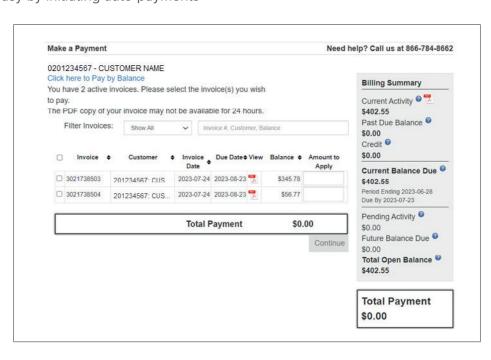
### **ONLINE PAYMENTS**

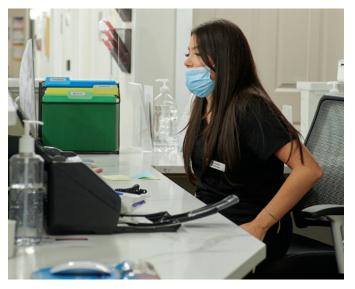
New features provide you with better visibility, more flexibility with management of your payments online allowing you to settle your invoices quickly and securely.



### By using online bill pay, you can:

- · Track your payments in real-time
- · View your outstanding balance
- · Pay at your own leisure
- Embrace the convenience
- · Be eco-friendly by going paperless
- · Choose the specific invoices you want to pay and view invoices all in one place
- · Credit card updates made on the web will also update in SAP
- · Request payment receipts to be emailed to you
- Make things easy by initiating auto-payments







### WHAT'S NEW WITH MERCHANDISE RETURNS

We have streamlined returns for your convenience! Experience a quicker turnaround time when crediting your account. Simply request a return label and a return form from your branch, sign the form, and Purolator will pick up the labeled return during their standard deliveries. If you're not expecting a delivery for a while, you can schedule a pick-up by calling 1-888-744-7123.

**Note** – in line with Health Canada regulations, our sales representatives are unable to physically handle controlled substances such as prescription items. Your compliance is essential for us to maintain a safe, efficient environment.

1	PATTERS DENTAL/DEN	ON- 1205 HENRI BOURA:	SSA BLVD W,				Cre	dit R	eturn and	d Pick Up Request
Customer Service Phone (800) 661-1054				Pick Up Method : Purolator			Return #:  Date Contacted:  CSR Contacted:  Contacted By:  Cust Fax/Email:		75150963 Apr.19-2023 Bhugyashiree Pawar Bhagya P Manualiy added (403) 235-5568	
Customer Informati							Cust Par	Eman.		ed by FC Information
Account #: 201212121  Street Address: 123 STREET  City:  Province / Postal Code : AB T2A 2K2		Account Name : Practitioner: Sales Representative: Branch:		a second	NT NAME			FC #: FC Address : City:	1018 Unit 26, 3110-51 Avenue NW	
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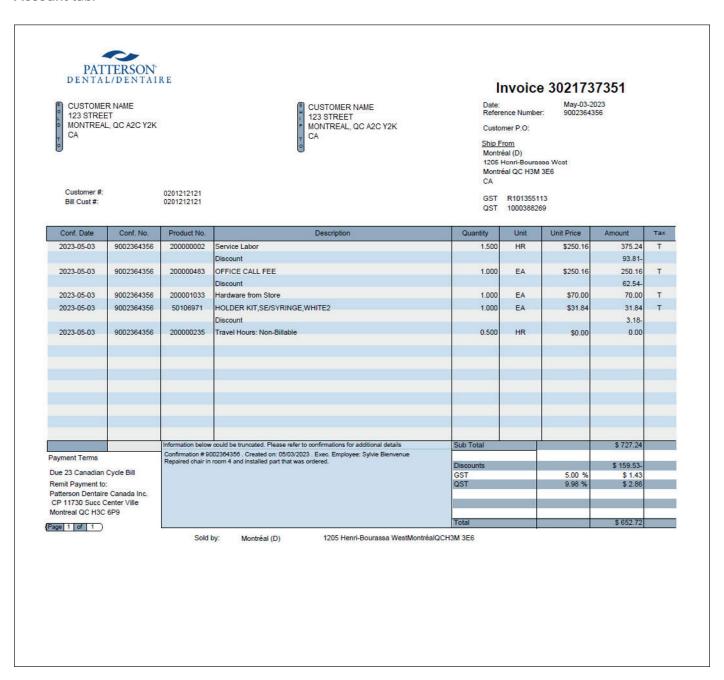
PATTERSON DENTAL/DENTAL/E	Ship-to: Patterson Dental CA, Inc. 1205 HENRI BOURASSA BLVD W, MONTREAL, QC H3M 3E6	Credit Return and Pick		Return and Pick Up Request
		Pick Up Method :	Return #:	75159962
		Purolator	Date Contacted :	Apr-19-2023
Customer Service Phone (800) 268-0944			CSR Contacted:	Bhagyashree Pawar
			Contacted By:	KAPIL SURANA DPC
			Cust Fax/Email:	dentalsurana@gmail.com
Your return cannot be processed and you will not receive coordions are me.  1) A signed copy of this form/affidavit is received with:  2) All items received have been listed on this form by it authorizing the return.  3) Products deemed sealable must be sealed, nussed, When returning a defective product, all information to be communicated to Patterson before arranging for not returnable.  Please Note:  All returns and credits for Product are given in accordance charged a mistock fees.  Additional amstock fees.  Additional fems not listed on this form, require a separate in Authorization Form, please call Patterson customer service	the merchandise being returned.  he Patterson representative unexpired and undamaged.  pertaining to the problem must a return. Certain products are  to the vendor policy and may be  Credit Return and Pick up	Under penalties of Perjury, I hereby Declare: I have stored the returned product under the peneturned is being shipped back in accordance!  As the Authorized Representative of the Accounterturned were purchased from Patterson Dent the form match those of the products that I am Name of Account:  Print First and Last Name of Authorized Representative:  Signature of Authorized Representative:	o the same.  nt listed below, I have verified il CA, linc I have also verified returning.	that the items being



Enjoy the convenience of new service improvements. This upgrade amplifies our capacity to satisfy your repair and support requirements. Equipped with mobile devices, our technicians can swiftly provide essential information like service history, warranty details, parts availability, and pricing.

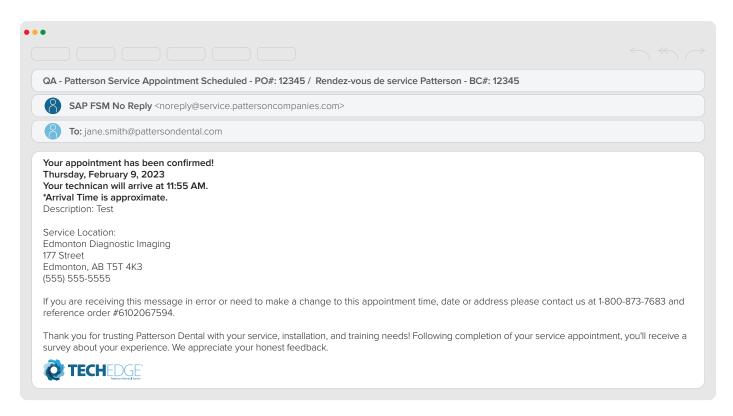
### **NEW APPEARANCE**

Say hello to simplicity with new and improved service invoices. They've been revamped for easy reading and better clarity. Your invoices are just a click away – find them online under the **Invoices** section in the **My Account** tab.



### **CUSTOMER APPOINTMENT CONFIRMATION BY EMAIL**

After scheduling a repair visit, you'll receive an email confirmation outlining the time, date, and specifics of your requested service order. We ensure every aspect of your interaction with us is transparent and hassle-free.

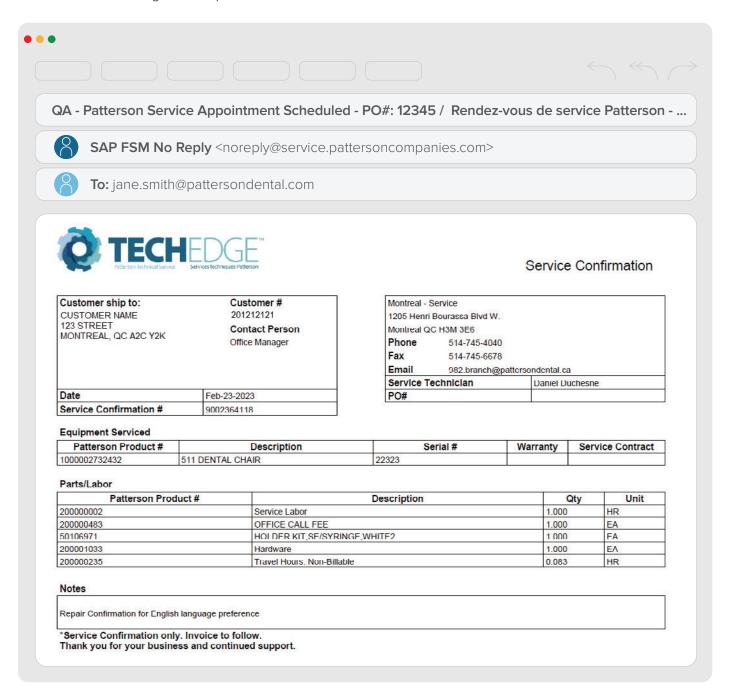






### SERVICE COMPLETION CONFIRMATION BY EMAIL

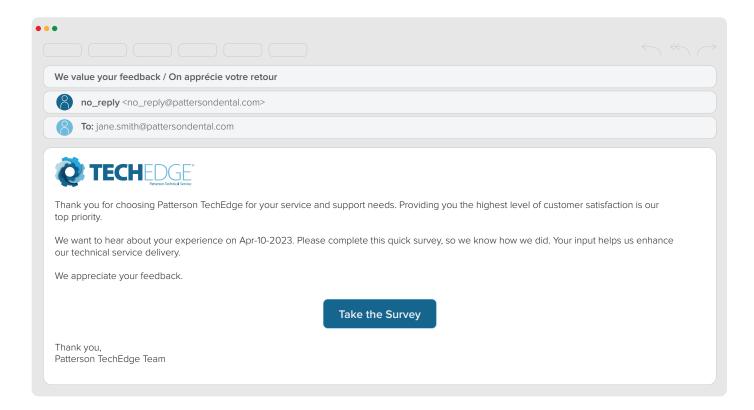
Keep track with our new intuitive updates! Once your service repair or visit is finished, you'll receive an email notification confirming the completion of the work.



If a service installation is needed, we'll notify you via email about the Installation Order and its completion status. This consolidated email includes confirmations made throughout the installation process, showing labor, parts, and expenses for clear, easy tracking. With Patterson, you're always in the know.

### **SURVEY**

Your feedback matters at Patterson! After a service appointment, you may receive an email survey. We value your input as we constantly strive to deliver exceptional customer service. With Patterson, your voice is always heard and appreciated.







### FOR SERVICE REPAIRS/INSTALLATIONS

Expert help is just a call away at Patterson! Our certified technicians are eager and ready to assist with all your repair or maintenance needs. Reach out to your local branch or connect with our representatives at 1-800-873-7683.