

# Smile Rewards

CUSTOMER APPRECIATION PROGRAM



# Congratulations! You've earned it.

Welcome to the Katara Dental Customer Appreciation Program 2024 - 2025. We thank you for your valued business and are pleased to offer you additional benefits as a preferred partner. Our goal is to enhance your customer experience and provide valuable opportunities for practice growth, including world-class service and support, practice building tools, training and education, and patient education. As your purchases with Katara Dental increase, so do the benefits. There are four tiers of membership: Silver, Gold, Platinum and Diamond.

Your membership level is achieved through purchases made during the previous financial year, and benefits are available for one program year. Please take a moment to explore this brochure; it contains details on all of your benefits for 2024 - 2025. We appreciate your commitment to Katara Dental and hope that you take advantage of the resources available to you.

We look forward to many successful years of partnership!



A handwritten signature in black ink that reads "Dr. Mukesh Katara".

**Dr. Mukesh Katara**  
Managing Director

## Membership Levels

### Silver Smiler

Less than Rs. 3,00,000  
spent during previous financial year

### Gold Smiler

More than Rs. 3,00,000  
spent during previous financial year

### Platinum Smiler

More than Rs. 10,00,000  
spent during previous financial year

### Diamond Smiler

More than Rs. 20,00,000  
spent during previous financial year

## Overview




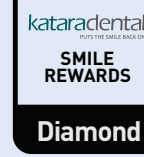
Just as we are committed to providing patients with outstanding service and results. Katara Dental is dedicated to providing the highest quality products and the most value in all aspects of your practice.

The Katara Dental Rewards Program benefits and services are divided into two areas:

- For your practice
- For your patients

# Member Benefits

Your benefits overview is provided below and detailed on the following pages.

	 Silver	 Gold	 Platinum	 Diamond
Qualification	0	Rs 3,00,000	Rs 10,00,000	Rs 20,00,000
Status Challenge Criteria (Spend required by June 30, 2024)	NA	Rs 1,50,000	Rs 5,00,000	Rs 10,00,000
Points Earn Rate	1 point / 200 Rs	2 points / 200 Rs	3 points / 200 Rs	4 points / 200 Rs
<b>For your Practice</b>				
Designated Experience Manager	-	-	Yes	Yes
Shipping and Handling Fee Waiver	-	-	Yes	Yes
BioHorizons TSK4000 Surgical Kit	Implants worth Rs 1,50,000	Implants worth Rs 1,00,000	Implants worth Rs 50,000	Implants worth Rs 50,000
BioHorizons or Camlog Prosthetic Support Package	Implants worth Rs 1,50,000	Implants worth Rs 1,00,000	Implants worth Rs 50,000	Implants worth Rs 50,000
BioHorizons Guided Surgery Kit	Implants worth Rs 3,50,000	Implants worth Rs 2,50,000	Implants worth Rs 2,00,000	Implants worth Rs 1,00,000
BioHorizons TSK4000 & Guided Surgical Kit Components	15% Discount	25% Discount	35% Discount	50% Discount
Tapered Immediate Molar Drills	15% Discount	25% Discount	35% Discount	50% Discount
Tapered Short Drills	15% Discount	25% Discount	35% Discount	50% Discount
Deep Bone Profilers Discount	15% Discount	25% Discount	35% Discount	50% Discount
BioHorizons or Camlog Multi-unit Try in Abutments Discount	15% Discount	25% Discount	35% Discount	50% Discount
Precision Angled Screw Driver Discount	15% Discount	25% Discount	35% Discount	50% Discount
Conelog Disconnecter for Abutment	15% Discount	25% Discount	35% Discount	50% Discount
Conelog Selection Abutment kit	15% Discount	25% Discount	35% Discount	50% Discount
Biologics Discount	Buy 4 Get 1	Buy 3 Get 1	Buy 3 Get 1	Buy 2 Get 1
AutoTac® System Kit	-	5% Discount	10% Discount	15% Discount
Aseptico Physiodispensor Discount (AEU 1000)	-	25% Discount	30% Discount	40% Discount
Densah Bur Discount	-	-	5% Discount	10% Discount
Novabone Discount	-	5% Discount	10% Discount	15% Discount
Corident CSA 600 + Facebow Discount	-	5% Discount	10% Discount	15% Discount
<b>For your Patients</b>				
Marketing Implant Dentistry by Marcus Hines	25% Discount	25% Discount	25% Discount	25% Discount
Implant vs Bridge Patient Consultation Model	-	15% Discount	25% Discount	40% Discount
OD Secure Patient Consultation Model	-	15% Discount	25% Discount	40% Discount
Patient Education Digital and Print Media	Yes	Yes	Yes	Yes
<b>Continuing Education / International</b>				
BioHorizons International Symposia	-	10% Reduction	25% Reduction	50% Reduction
Camlog Manufacturing Facility Tour (Wimsheim, DE)	-	Yes	Yes	Yes
Versah Manufacturing Facility Tour (Jackson MI)	-	Yes	Yes	Yes
BioHorizons VIP Meeting (Birmingham AL / San Diego CA)	-	-	Yes	Yes
BioHorizons Clinical Master's course	-	-	25% Reduction	Yes
<b>Continuing Education / Domestic</b>				
Registration for Hands on Courses	-	1	2	4
Redeem points against partner courses (1 Point = 1 Re)	Yes	Yes	Yes	Yes

## Qualification / Tier Renewal

This is based on the amount spent with Katara Dental in the previous financial year (April to March). This includes all divisions, ie, Laboratory and Distributed products, including BioHorizons, Versah, etc. The net amount, including GST will be considered.

## Points Earn Rate

Points will be earned on the net amount, including GST. Points are earned on the amount paid and not on the amount invoiced. Payment is essential to earn points. Points do not have any cash value and must be redeemed through the program.

## Status Challenge Criteria

These spends are required within the first quarter of the current financial year, ie, April to June. If achieved, the benefits of the achieved status will be applicable from the date of achievement until the end of the current financial year, ie, 31 March. The renewal of the tier will depend on whether the member achieves the regular tier renewal criteria by 31 March. The points earned for spends during the status challenge will be as per the members existing tier.

## For Your Practice



### Designated Experience Manager:

Katara Dental understands the importance of providing excellent service to all our customers. To make the experience even more special for our Diamond customers, we introduce a designated priority hotline, that can be utilised to have any and all queries resolved on priority.



### Shipping and Handling Fee Waiver:

Diamond and Platinum customers can enjoy a waiver on shipping and handling fees. This does not apply to additional charges applicable for Prime or Air Cargo services.



### BioHorizons Tapered HD Surgical Kit:

#### Features:

- Versatile, removable, hinged lid
- 40% smaller and 40% lighter than other kits
- Easy to disassemble and assemble during cleaning
- Implant staging area for implant vials during surgery
- Use to place Tapered Plus, Tapered Internal, Tapered Tissue Level and Tapered 3.0
- Empty spare slots for other instrumentation such as stop drills or extended shank drills

**Diamond and Platinum:** Complimentary on purchase of implants worth Rs 50,000 \*

**Gold:** Complimentary on purchase of implants worth Rs 100,000 \*

**Silver:** Complimentary on purchase of implants worth Rs 150,000 \*

### BioHorizons or Camlog Prosthetic Support Package:

#### BioHorizons Adjustable Torque Wrench:

Adjustable torque wrench designed to attach to all 4mm drivers from BioHorizons. Supplied with a dual direction mechanism that allows for insertion and removal functions. When the desired torque is reached (a choice of 10Ncm to 30Ncm) the torque wrench snaps to avoid over torquing.

or

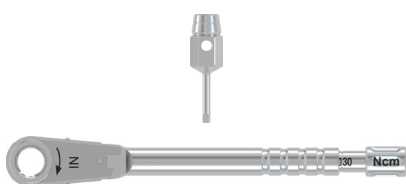
#### Conelog Adjustable Torque Wrench:

Torque wrench with continuous torque adjustment until maximal 30 Ncm (a choice of 10Ncm to 30Ncm) and Shot hex screwdriver.

**Diamond and Platinum:** Complimentary on purchase of implants worth Rs 50,000 \*

**Gold:** Complimentary on purchase of implants worth Rs 100,000\*

**Silver:** : Complimentary on purchase of implants worth Rs 150,000\*



\*Excluding GST. At List Price



## BioHorizons Guided Surgery Kit:

The BioHorizons guided surgery kit offers the precision and predictability of guided implant placement with a streamlined, single kit design. All components are color-coded to avoid the complexity seen with other systems while offering our customers predictable implant placement for optimal aesthetic outcomes.

**Diamond:** Complimentary on purchase of implants worth Rs 100,000\*

**Platinum:** Complimentary on purchase of implants worth Rs 200,000\*

**Gold:** Complimentary on purchase of implants worth Rs 250,000\*

**Silver:** Complimentary on purchase of implants worth Rs 350,000\*



## BioHorizons TSK4000 & Guided Surgical Kit Components:

Replenish worn out and missing components from surgical Kit.

**Diamond:** 50% Discount | **Platinum:** 35% Discount | **Gold:** 25% Discount | **Silver:** 15%



## Tapered Immediate Molar Drills:

The BioHorizons guided surgery kit offers the precision and predictability of guided implant placement with a streamlined, single kit design. All components are color-coded to avoid the complexity seen with other systems while offering our customers predictable implant placement for optimal aesthetic outcomes.

**Diamond:** 50% Discount | **Platinum:** 35% Discount | **Gold:** 25% Discount | **Silver:** 15%



## Tapered Short Drills:

BioHorizons Tapered Short Implants Laser-Lok® microchannels. They are available in 6mm and 7.5mm lengths, offering a solution for cases with limited vertical bone height and minimizing the need for bone grafting. The implant design features an aggressive thread profile and tapered body for primary stability, even in compromised situations.

**Diamond:** 50% Discount | **Platinum:** 35% Discount | **Gold:** 25% Discount | **Silver:** 15%



## Deep Bone Profilers:

BioHorizons new bone profilers assist with the removal of bone coronal to the implant platform. The bone profilers can be used with a handpiece or manually with a hand wrench, to remove bone when implants are placed sub crestal, at an angle or in uneven ridges.

**Diamond:** 50% Discount | **Platinum:** 35% Discount | **Gold:** 25% Discount | **Silver:** 15%



## BioHorizons or Camlog Multi-unit Try in Abutments Discount:

BioHorizons/Camlog Multi-unit Try-in Abutments may be used to measure tissue thickness and verify proper prosthetic seating prior to final abutment seating.

BioHorizons each Try-in is laser marked from 1mm to 5mm to correspond with the Straight Multi-unit Abutment collar heights and Camlog each Try-in is laser marked from 2mm to 4mm to correspond with the Straight Multi-unit Abutment collar heights. BioHorizons try-in abutments can also be used as a measuring tool for OD Secure.

**Diamond:** 50% Discount | **Platinum:** 35% Discount | **Gold:** 25% Discount | **Silver:** 15%

## Precision Angled Screw Driver:

The Precision Angled Driver and Screw can be used with the Hybrid Base abutment (hexed and non-hexed) to position the screw channel at an angle up to 15°. Digital planning is available for 3Shape and Exocad design software. Hybrid Base Abutments.

**Diamond:** 50% Discount | **Platinum:** 35% Discount | **Gold:** 25% Discount | **Silver:** 15%



\*Excluding GST. At List Price



## **CONOLOG® Disconnecter for CONOLOG® Abutments:**

A special CONOLOG® Disconnecter is available for the easy removal of CONOLOG® Abutments from CONOLOG® Implants or lab analogs. First the CONOLOG® Abutment screw/or lab screw is removed and the disconnecter is screwed into the screw canal until the abutment releases from the internal cone of the CONOLOG® Implant or lab implant.

**Diamond:** 40% Discount | **Platinum:** 30% Discount | **Gold:** 25% Discount



## **Conelog Selection Abutment kit**

Content: 2 units each, as below

CONOLOG® Esthomic® Selection abutment, straight\*

CONOLOG® Esthomic® Selection abutment, 15° angled, type A\*

CONOLOG® Esthomic® Selection abutment, 15° angled, type B\*

CONOLOG® Esthomic® Selection abutment, 20° angled, type A\*

CONOLOG® Esthomic® Selection abutment, 20° angled, type B\*

**Diamond:** 40% Discount | **Platinum:** 30% Discount | **Gold:** 25% Discount



## **BioHorizons Biologics:**

**MinerOss XP:** MinerOss® XP is a highly porous an organic porcine bone mineral matrix designed for hard tissue grafting applications. Increased porosity allows for optimal osteoconductivity and adequate space for new bone deposition.

**Mem-Lok® Pliable:** Mem-Lok Pliable is a strong, conformable collagen barrier membrane. Manufactured from highly purified, intact porcine collagen and minimally cross-linked, it is biocompatible and predictably resorbable. It drapes easily for graft site contours and can easily be repositioned. Mem-Lok Pliable offers flexibility, strength and easy handling.

**Diamond:** Buy 2 Get 1 Free | **Platinum:** Buy 3 Get 1 Free

**Gold:** Buy 3 Get 1 Free | **Silver:** Buy 4 Get 1 Free



## **AutoTac® System Kit:**

AutoTac is a membrane fixation system that allows you to effectively secure membranes with the push of a button. The proprietary delivery handle drives titanium alloy tacks that stabilize the membrane during the healing process.

**Diamond:** 15% Discount | **Platinum:** 10% Discount | **Gold:** 5% Discount



## Aseptico Physiodispensor (AEU 1000):

Aseptico motor is quickly becoming the best-selling implant motor on the market due to its reliability and affordability. Use as an implant, oral surgery, or endo motor perform standard or mini implants, third molar extractions and other surgical applications, and even endodontics with auto stop-reverse. Autoclavable irrigation tubing means you don't have to buy tubing for every procedure. Five pre-set buttons can be programmed separately for both implants and endodontics, dramatically reducing your procedure time. \*Handpiece is not included.

**Diamond:** 40% Discount | **Platinum:** 30% Discount | **Gold:** 25% Discount



## Densah Burs:

The Densah® Bur technology is based on a new technology for osteotomy preparation that we have coined "osseodensification." When a Densah® Bur is rotated at high speed in a reversed, non-cutting direction with steady external irrigation, a strong and dense layer of bone tissue is formed along the walls and base of the osteotomy. Dense compacted bone tissue produces stronger purchase for your favourite dental implant, higher initial implant stability, higher initial torque values, and may facilitate faster healing.

**Diamond:** 10% Discount | **Platinum:** 5% Discount



## Novabone:

NovaBone's bone graft substitute is engineered to accelerate the body's natural healing process with a measured release of ions and changes in surface chemistry that supercharge cellular activity with preferential development of cells that form new bone. The FDA authorized our use of the term osteostimulation to define this unique process. Numerous studies, including human clinical trials, have proven that NovaBone demonstrates equivalent rates of bone growth when compared to autogenous bone graft.

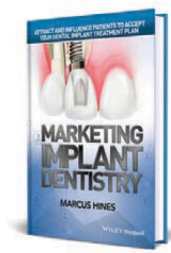
**Diamond:** 15% Discount | **Platinum:** 10% Discount | **Gold:** 5% Discount



## Corident CSA600 + Facebow:

Calibration system makes it possible for the dental clinics and labs to interchange plaster tooth cast without exchanging articulators themselves. And ensures that only casts can be interchanged among CSA Articulators without inaccuracy. Interchanging casts to another articulator; it is often desirable to remove the casts from the CSA Articulator originally mounted and to place them on another CSA one. So it is a very useful when the removed casts are to be sent to other places, the cast is attached easily to magnetic mounting plate so that it can readily be removed later without any damage.

**Diamond:** 15% Discount | **Platinum:** 10% Discount | **Gold:** 5% Discount



## Marketing Implant Dentistry by Marcus Hines:

25% Discount

Marketing Implant Dentistry gives dentists the tools to better market and promote their practices in a competitive market. Gain more case acceptance by learning about proven approaches for attracting dental implant patients and successful communication skills to target both new implant patients and professional referral sources.



## Patient Consultation Models:

Marketing Implant Dentistry gives dentists the tools to better market and promote their practices in a competitive market. Gain more case acceptance by learning about proven approaches for attracting dental implant patients and successful communication skills to target both new implant patients and professional referral sources.

Implant Vs Bridge Model: Rs. 8,500

OD Secure Model: Rs. 27,000

TeethXpress Model: Rs. 44,000

**Diamond:** 40% Discount | **Platinum:** 25% Discount | **Gold:** 15% Discount



## Patient Education Print and Digital Media:

Increase case acceptance with patient education brochures, posters and booklets that use simple, compelling language and images to communicate the various restoration options available in modern dentistry. Items are available to you at no charge and can be ordered online at [store.biohorizons.com](http://store.biohorizons.com) or through your customer care representative.



# Continuing Education / International

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## BioHorizons International Symposia:

BioHorizons conducts international symposia on multiple occasions every year at various locations. At these symposiums you will have a unique opportunity to be part of a discussion about the latest in implant therapy and management of complications. The guest speakers consist of an elite group of doctors and academics who will share their knowledge and experience, and address questions from the audience. In addition to networking, the event is a great opportunity to exchange views and best practices with colleagues from the dental profession attending from around the world.

Katara Dental put together packages against purchases, which include registration and accommodation. These packages vary based on the speakers, duration, location, venue, etc. of the meetings. Elite members are entitled to a reduction in the qualification criteria for these packages. All other terms and conditions relating will apply. Please take a look at the offer details for each symposium.

**Diamond:** 50% Reduction | **Platinum:** 25% Reduction | **Gold:** 15% Reduction

## Camlog Manufacturing Facility Tour:

Camlog is a sister implant brand of BioHorizons. Based in Wimsheim, Germany, it is the number one dental implant, by volume, sold in Germany.

Half day tour only. Does not include expenses such as flights, accommodation, local travel, etc.

## Versah Manufacturing Facility Tour:

Versah LLC's manufacturing facility is located at Jackson, Michigan, about an hour's drive from Detroit.

Half day tour only. Does not include expenses such as flights, accommodation, local travel, etc.

All Tours:

**Diamond, Platinum and Gold:** Complimentary

## BioHorizons VIP Meeting:

Takes place annually at the BioHorizons worldwide headquarters in Birmingham, Alabama, USA. The agenda includes Surgical, Prosthetic and Biologics overviews by the respective product managers along a new product development update and an overview of the latest studies by the R&D team. This is a great opportunity to interact with the top management at BioHorizons and pose questions to them as well as share feedback and concerns. Includes registration and accommodation. Does not include expenses such as flights and local travel, etc.

**Diamond and Platinum:** Complimentary

## BioHorizons Clinical Masters Course:

Our flagship international, limited attendance, personal attention, hands on course. Previously conducted at world-class academies, such as the Lake Como Institute, Italy, Formacion Dental Meda, Spain and Steigmann Institute, Germany.

Katara Dental put together packages against purchases, which include registration and accommodation. These packages vary based on the speakers, duration, location, venue, etc of the meetings. Elite members are entitled to a reduction in the qualification criteria for these packages. All other terms and conditions relating will apply. Please take a look at the offer details for each course.

**Diamond:** Complimentary | **Platinum:** 25% Reduction in qualification requirement

# Continuing Dental Education / Domestic

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## Registration for Hands-on Courses:

Topics include Osseodensification, Guided Surgery, Digital workflow and Tissue management. Location, frequency, speakers, etc. vary.

**Diamond:** Complimentary registration to 4 courses per year

**Platinum:** Complimentary registration to 2 courses per year

**Gold:** Complimentary registration to 1 courses per year

Members may nominate others in case they do not wish to attend.

## Redeem Points against partner course registration: 1 Point = 1 Rupee

Redeem your Smile Rewards at our partners to register for courses.

Partners include: Impart Education, Fusion Education & Dr. Komal Majumdar's Courses



## Terms and Conditions

- Free inclusions should be consumed in the applicable year. This cannot be transfer in next year
- Points have no cash value and can be redeemed only through the program
- Account must be in good standing and Accounts Receivable needs to within limit determined by Katara Dental
- Any decision / determination will be made by company management, and this will be final
- Katara Dental reserves the right to discontinue or change the policy without prior notice
- Disputes are subject to Pune jurisdiction

Our Partners:



## kataradental®

PUTS THE SMILE BACK ON®

### H.O.:

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### New Delhi:

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## dentechlaboratory®

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