

# oda **MEMBER PERKS**

## Endorsed Programs & Services

ODA and its endorsed membership service program preferred providers offer you the resources you need to help manage your dental practice...and your life.



## ASTRA PRACTICE PARTNERS

Dentists Management Corporation (DMC) was created as a dental software company to assist the dentists of Oregon to bill their insurance claims to Oregon Dental Service (ODS). As the company and dental practices needs grew, expanded services were offered to the dentists of Oregon- practice management software that included billing patients and computer hardware. DMC was one of the first dental claims clearinghouses to process dental insurance claims. DMC created a single source solution for dental practices by providing software, computer and billing services and in office training with their DAISY DOS software.

As dental practice landscapes changed, so did DMC's products and services. In 1997 DAISY Premier moved to the Windows environment. As one of the first dental software companies to fully embrace digital imaging; the DMC onsite development team wrote bridge integration for the leading digital imaging software programs at no-cost to the dental practice.

With the demand of 2D/3D imaging growing, DMC expanded their software, hardware and services offerings to include:

- Computer networking, security and installation
- 2D/3D digital sales, training and support
- In office and cloud based, monitored backup solutions
- Complete paperless practice software solutions with remote training options
- Full and Remote service hardware support

[Learn More](#)

# ASPIDA MAIL



Aspida is proud to partner with the Oregon Dental Association and we make it easy for any ODA member to send secure email!

Aspida Mail is simple to use and easy to implement. Features include:

- HIPAA Complaint Encrypted Email
  - We utilize AES-256 Encryption which is recognized by the National Institute of Standards and Technology (NIST) as an appropriate encryption algorithm
- SPAM & Malware Protection with real-time scanning
- Compatibility
  - Works with Mail Clients (Outlook, Apple Mail, Thunderbird) and we offer a Webmail Interface accessible from any browser
- Data Loss Prevention with Email Backup & Retention
  - 6 Years, No Size Limit
- Business Associate Agreement & Email Policy for HIPAA Handbook

## **Don't just take our word for it - what are other ODA members saying?**

"It is nice to have access to secure email with a minimum of effort" –Dr. Mark Mutschler, Great Grins for KIDS – Oregon City, OR

"I couldn't believe how easy the transition was to make. The email is very easy to navigate. I would recommend this system to any healthcare provider!" – Main Street Dental at 1910 – Forest Grove, OR

### **Exclusive ODA Member Offer:**

Let Aspida help you secure your patient data! ODA Members can try Aspida Mail for \$1/month for the first three months!

[Learn More](#)



**BANK OF AMERICA**

## **BANK OF AMERICA** **PRACTICE SOLUTIONS**

When you need financing for your dental practice, you want to work with someone who understands your industry. For over twenty years, Bank of America Practice Solutions has helped dentists across the nation reach their goals through smart financial solutions and expert guidance. Whether you own practice or are just getting started, we can provide customized financial help for your short-term needs and long-term aspirations.

### Purchase and start-up:

- Practice Sales and purchases
- New practice start-ups
- Owner-occupied commercial real estate products

### Growth and restructuring:

- Improvement and expansion financing
- Equipment financing
- Practice debt consolidation

**Expert guidance. Personal attention. Real Solutions**

### **Exclusive ODA Member Offer:**

Association members receive 50% reduction in loan administration fees. To learn more, call us toll free at 800.497.6076 Monday through Thursday, 8 a.m. to 8 p.m., and Friday, 8 a.m. to 7 p.m. EST.

**[Learn More](#)**

1 All programs are subject to credit approval and loan amounts are subject to credit worthiness. Some restrictions may apply.

2 For Owner-Occupied Commercial Real Estate loans (OOCRE), terms up to 25 years and 51% occupancy are required. Real Estate financing options are subject to approval and product availability is subject to change. For SBA loans, SBA eligibility and restrictions apply.

3 Bank of America may prohibit use of account to pay off or pay down another Bank of America account.

4 To be eligible for this reduction, applicants must provide association name and membership number at time of approval. Bank of America is a registered trademark of Bank of America Corporation. Bank of America Practice Solutions is a division of Bank of America, N.A. ©2019 Bank of America Corporation |

## BEST CARD



As dental offices adjust to COVID-19 realities, one relatively easy way to minimize physical contact with patients is in the payment process. Find out how your practice can take advantage of contactless card processing technologies, while saving an average of \$3,736 annually on processing fees.

From standalone terminals that read contactless (NFC chip) credit cards and mobile wallet-stored cards (ApplePay® for example), to online systems for recurring payments, website payments, even auto-posting of payments to dental software, Best Card has the solution for your practice.

**Do the Math:** On a processing statement, calculate your Effective Rate. Fees divided by Dollars Processed equals your Effective Rate. Best Card practices average 1.9-2.2%. If you're paying more, you may be paying too much. Fax a recent statement to 866-717-7247 or email to [Compare@BestCardTeam.com](mailto:Compare@BestCardTeam.com) to receive a detailed no-obligation savings analysis and a \$5 Amazon gift card. Call 877-739-3952 or visit [BestCardTeam.com/OR](http://BestCardTeam.com/OR) for more info.

*"Six years ago, we switched our processing to Best Card. They made the transition painless and we have saved thousands of dollars annually since then. My rates today are as low as the day we joined them, and they continue to provide excellent customer service."*

*Jonathan Warmflash DMD, Portland*

Best Card has been providing dental practices with relief from the fees associated with processing credit cards since 2008 and is now endorsed by more than 40 dental associations or their affiliates nationwide.

### **Exclusive ODA Member Offer:**

Along with outstanding customer service and serious savings, ODA members will receive \$100 equipment discount OR \$100 Amazon gift card\* if you sign up with Best Card by April 30th.

[Learn More](#)

\*Amazon gift card will be sent in third month processing with Best Card. Pro-rated if <\$8,000/month processing.

# HARRISBIOMEDICAL



*HARRISBIOMEDICAL* has been one of the country's leading dental industry compliance consultants SINCE 1989 and was among the first to respond to the demands of OSHA and HIPAA. *HARRISBIOMEDICAL* offers a full range of written programs and training services designed to help you comply with OSHA's regulations, HIPAA's rules and the CDC's infection control guidelines. The *HARRISBIOMEDICAL* one-stop approach to responding to client needs in direct, dependable, and accountable ways is why it's called "The Compliance Company".

In addition to answering your questions and providing unlimited client support *HARRISBIOMEDICAL* provides a complete program of compliance services:

- OSHA Program Manual, including Accident Prevention, Hazard Communication, Bloodborne Pathogens, Infectious Waste Management, and Infection Control all tailored to the activities of your practice and based on Oregon regulations.
- HIPAA Program Manual including stand-alone written Privacy, Security, Breach Notification, and Omnibus programs in a single binder, all designed to respond to the individual needs of your practice and the requirements of the U.S. Department of Health and Humans Services and the state of Oregon.
- Staff Training covers the full spectrum of training requirements with continuing education credits across the board. From the basics of infection control and OSHA's long list of safety and health provisions to the complexities of cyber security and protecting patient privacy, staff training is the heart of a safe and healthful practice.

**Exclusive ODA Member Offer:**  
ODA members receive 10% off services

[Learn More](#)

# iCore Rx



iCoreRx speeds up your workflow by combining all the steps of the prescribing process into one place. iCoreRx empowers you to:

- Work more efficiently. Electronically prescribe ALL medications, including controlled substances
- Conveniently prescribe from your office computer, tablet, laptop or phone
- Reduce time spent duplicating information. iCoreRx integrates with your practice management system allowing your EHR to autofill everything required to complete the prescription
- Verify prescription history in just one-step with real-time access to the Oregon Prescription Monitoring Program (Oregon PMP AWARXE)
- And more!

## **Exclusive ODA Member Offer:**

As an ODA member, you receive a 43% discounted rate when you subscribe to iCoreRx.

[Learn More](#)



RETIREMENT ADVOCATES

## ***The (k)keystone 401(k) GROUP PLAN SOLUTION (GPS)***

Retirement Advocates partners with you to meet your fiduciary obligations and deliver the ideal retirement plan benefits for both you and your employees.

ODA and Retirement Advocates have worked with other partners to develop a streamlined and cost-effective retirement plan package only available to our members.

Potential benefits:

- A consultative approach to addressing your needs
- Efficiency gains for your practice
- Pricing advantages driven by ODA economies of scale
- Staff/employee retention strategies driven by benefit enhancement and promotion
- Tax mitigation through plan design consultation
- Practice transition strategies

[Learn More](#)

# THE DENTISTS INSURANCE COMPANY (TDIC)



Dentistry is no stranger to tough challenges. And while this year has been unprecedented, dentists have a remarkable heritage of working together to drive the profession, their practices and patient care forward. Back in 1980, when professional liability insurance premiums were skyrocketing, a bold group of dental association members took action to protect their peers. They founded The Dentists Insurance Company. Forty years later, TDIC has grown to protect dentists in 15 states — including exceptional coverage for Oregon Dental Association members.

As a company founded by dentists to protect only dentists, TDIC offers insurance products designed just for the unique needs of dental practices and approved by your peers.

Benefit from exceptional protection from people who understand your profession:

- **Comprehensive coverage.** Choose dentist-centric professional liability and business owners' insurance, plus a wide array of customized coverages – from workers' compensation to health – through TDIC's dedicated agency, TDIC Insurance Solutions.
- **Expert guidance.** Talk to your own dedicated team of trusted advisors. Get plain-speak answers to your insurance questions and find the right type and amount of coverage for your practice. And tap into guidance, resources and seminars that help you navigate risk management.
- **Shared strength.** With an engaged community of policyholders and the vision of a dentist-led board of directors, TDIC has earned an A (Excellent) rating from AM Best for 26 consecutive years.\*

ODA members have access to dentist-centric protection from TDIC.

[Learn More](#)

\* AM Best Company rating effective February 2020. For the latest rating, access [ambest.com](http://ambest.com).



## WEO MEDIA



WEO Media is a full-service dental marketing company based in Beaverton, Oregon. Since 2009 we have worked with over 1,000 dental practices across the country to provide websites and online marketing services. Our services include websites, SEO, PPC, social media, online reputation management, 24/7 live chat, custom video production, patient education website videos, waiting room TV, photo shoots, direct mail, email newsletters, logo design, graphic design, branding, and more.

### Why Dentists Choose WEO Media?

- **New Patient Growth:** our services are excellent and proven to grow your practice. Whether you are a GP or Specialist, a startup or an established practice, we have extensive experience in growing all types of dental practices.
- **Award-Winning:** we have won the American Dental Association's Cellerant Technology "Best of Class" Award for being the top website and online marketing company in the dental industry for 4 years in a row! This award is presented at the annual ADA conference every year.
- **Great Customer Service:** we retain over 95% of our clients every year due to our relentless focus on providing great value and service at reasonable rates.
- **Excellent Return on Investment (ROI):** our highly effective marketing services can generate new patients at a very affordable rate which produces outstanding ROI!
- **Dental Industry Experts:** we are endorsed by the numerous associations and industry leaders such as the Oregon Dental Association, California Dental Association, Nobel Biocare, Burkhart, Western Society of Periodontology, and many more. We are also a Google Certified Partner Agency and a Healthgrades Certified Partner Agency.

#### **Exclusive ODA Member Offer:**

WEO Media offers all ODA Members discounts up to 25% on setup fees. WEO also offers complimentary marketing assessments to analyze your current website and online marketing in order to offer suggestions on how to improve your results.

[Learn More](#)

# CO-ENDORSED PARTNERS

*Through ADA Business Resources, the ODA co-endorses these companies:*

AHI Travel (Travel)

Care Credit (Patient Financing)

Cyracom (Interpretation & Translation Services)

GE Appliances (Appliances)

HealthFirst: (Amalgam and Sharps Management)

Lands End (Staff Apparel)

Laurel Road (Student Loan Refinancing & Mortgages)

Lenovo (Computers & Technology)

Mercedes-Benz (Luxury Vehicles)

OnPay (Payroll)

Office Depot (Office Supplies)

Stynt (Staffing Solutions)

UPS (Shipping)

U.S. Bank (Credit Cards)