

Become a KaVo Certified Partner!

We congratulate our first 3 KaVo Certified Dealers in Scandinavia:

Denmark_ Dent Support A/S
 Finland_Hammasväline Oy
 Norway_ Dental Sør AS

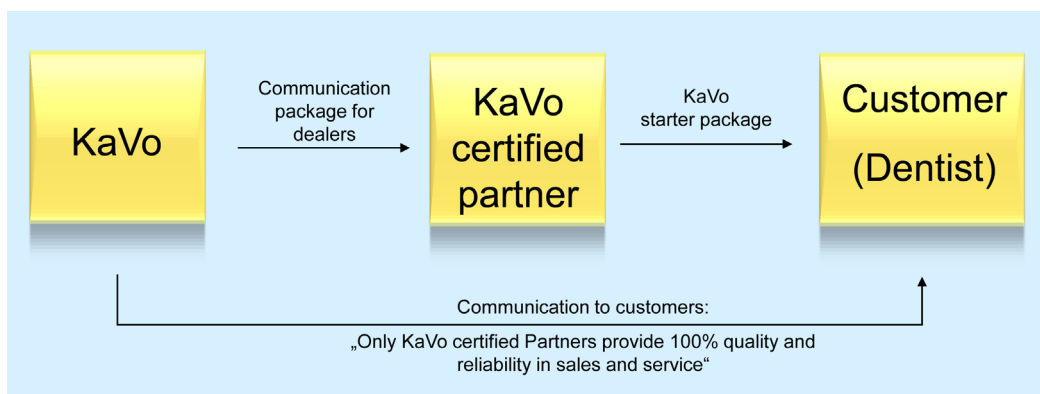
After becoming a "KaVo certified Partner" you can demonstrate to customers and competitors that you have expert knowledge about KaVo products. KaVo Certification programs are available in the following areas:

- Instruments
- Treatment units
- Imaging
- Service

By achieving the certification it is documented that your company has professional trained associates with comprehensive product knowledge for optimal customer product advisory and high quality service.

Market communication of "KaVo certified partner"

In order to inform the end customers about the KaVo certified partner program, and the competences of the partner in product guidance and service, the following communication flow is planned:



KaVo communication to customers	KaVo communication package for dealers
KaVo will communicate the certification program by several medias: <i>You can trust that „KaVo certified partners“ provides you the best guidance and service.</i>	As KaVo certified partner you get a comprehensive communication package that helps you to communicate your competence directly to your customers.
Media: <ul style="list-style-type: none"> • Partner list on Web-Site • Hint on KaVo adverts • Press releases • Included in KaVo flyers • Direct mailings, newsletters • Brochures 	Package content: <ul style="list-style-type: none"> • Certificate "KaVo certified partner" (will be yearly renewed) • Stylish brass plate and cube • Stickers for use in office and demo rooms • Etc.

"You can always rely on: A KaVo certified partner" offers perfect advice and excellent service.

