

PRIVATE · CARE

**45 / 45 / 10****45% practice. 45% dentist. 10% Dentello.****No upfront fee.****3-year workforce structure.****Dentists sourced, sponsored and activated — one managed relationship, end to end.****45 / 45 / 10**

REVENUE SPLIT

**3-year**

CONTRACTS

**£0**

UPFRONT FEE

**End-to-end**

MANAGED

This document is presented by Dentello, the UK's dental workforce platform, and outlines our managed workforce solution and a summary of commercial terms. It is provided for information only and does not constitute a contractual offer. Final terms are set out in the workforce agreement between the parties.

## THE PROBLEM

# Practices don't have a talent problem. They have an **activation problem**.

Qualified dentists are ready to work. The hard part is sponsorship, registration and onboarding — and keeping them once they start.

## Practices lose money when —

- × the chair sits empty
- × onboarding is delayed
- × GDC registration and private onboarding runs late
- × sponsorship and right-to-work admin is mishandled
- × clinical activity or private revenue falls behind
- × the dentist leaves after a year for a better commercial offer
- × locum costs damage margin
- × recruitment has to start again

## WHY DENTELLO

### The UK's workforce platform

Dentello sources, sponsors, onboards and activates dentists end to end — you get one managed relationship, not a CV.

### We solve activation, not just hiring

Qualified dentists exist. We handle sponsorship, visas, GDC and registration so they arrive ready to deliver.

### Built for long-term stability

Fixed 3-year arrangements with protected commercial terms and revenue continuity.

The UK's dental workforce platform — **managing the full journey** from sourcing to first patient and beyond.

## THE COMMERCIALS

# Simple 45 / 45 / 10 revenue split.

No upfront fee. Dentello is paid only when the dentist generates revenue.

|                                      |                             |                          |                            |
|--------------------------------------|-----------------------------|--------------------------|----------------------------|
| <b>45 / 45 / 10</b><br>REVENUE SPLIT | <b>3-year</b><br>FIXED TERM | <b>£0</b><br>UPFRONT FEE | <b>Monthly</b><br>INVOICED |
|--------------------------------------|-----------------------------|--------------------------|----------------------------|

| REVENUE AFTER LAB | PRACTICE (45%) | DENTIST (45%) | DENTELLO (10%) |
|-------------------|----------------|---------------|----------------|
| £10,000           | £4,500         | £4,500        | £1,000         |
| £20,000           | £9,000         | £9,000        | £2,000         |
| £30,000           | £13,500        | £13,500       | £3,000         |

The 45 / 45 / 10 split applies to revenue after all lab bills are deducted — you only pay when the dentist earns.

## PRE-AGREED TERMS — SET BEFORE PLACEMENT

## ENGAGEMENT TYPE

Self-employed associate, working the agreed days.

## CONTRACT LENGTH

3-year fixed-term associate arrangement.

## REVENUE SPLIT

45% practice / 45% dentist / 10% Dentello.

## LAB BILLS

All lab bills are deducted from revenue before the 45 / 45 / 10 split.

## EARLY EXIT

£14,400 early-exit charge under the agreement; we work to source a replacement.

## LOCUM PROTECTION

Locum cover where delivered activity falls below the agreed level.

## THE DIFFERENCE

# Where a recruiter stops, **Dentello starts.**

A CV is where a recruiter finishes. This is what the next three years actually include.

## Traditional recruiter

CV IN, INVOICE OUT

- × A separate placement invoice
- × A one-off CV introduction
- × Little support once they start
- × A short rebate window at best
- × No revenue or locum protection
- × No post-placement support
- × No funded training

## Dentello

A MANAGED WORKFORCE

## WHAT YOU GET

- ✓ No separate recruitment fee — built into the model
- ✓ A 3-year managed placement, not a one-off intro
- ✓ Sponsorship, onboarding and compliance support
- ✓ Early-exit and replacement protection
- ✓ Locum and revenue protection in the agreement
- ✓ Visa / UKVI support where applicable
- ✓ Ongoing settling-in and communication
- ✓ Funded courses — composite bonding, clear aligners, communication training

**Same money, a very different outcome** — our fee is built into the agreed rate, not billed on top. You are not paying to be introduced; you are keeping the chair filled for three years.

## WHAT HAPPENS IF &amp; NEXT

## Your risk, covered.

Real workforce risk, covered by agreement — with a simple next step and no obligation to accept a dentist after interview.

*“Working with Dentello helped us close a long-standing workforce gap — a dentist introduced and supported in an area of real need, improving access for patients.”*

— PRACTICE PRINCIPAL

## WHAT HAPPENS IF?

### Q. What if the dentist isn't the right fit?

**You stay in control.** You interview before anything is committed, and there is no obligation to proceed — even after interview.

### Q. What if the dentist leaves early?

**Every placement is backed by a replacement guarantee.** If the dentist exits early, we work to source a suitable replacement, subject to the workforce agreement.

### Q. What if the dentist doesn't deliver?

**A locum keeps your activity moving.** If delivery falls below the agreed level, contractual protections apply, including locum cover while the shortfall is addressed.

## The next step

**Tell us your requirement** — location, days, activity target and start timeline — and we'll reserve a suitable dentist and arrange interviews. There is no obligation to accept anyone after interview; you keep the final decision.

## EMAIL

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## WEBSITE

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