

WALES · PERFORMANCE EDITION

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
- × Welsh NHS / health board onboarding runs late
- × sponsorship and right-to-work admin is mishandled
- × clinical activity or 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.

45 / 45 / 10 REVENUE SPLIT	3-year FIXED TERM	£0 UPFRONT FEE	Monthly INVOICED
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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 & 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.

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WEBSITE

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