

Annual Volume
Agreement 2025
Benelux

To be used for following product categories:

- IPS e.max ZirCAD Prime Esthetic 98.5: 14/1 - 16/1 - 20/1
- IPS e.max ZirCAD Prime 98.5: 14/1 - 16/1 - 20/1 - 25/1
- Ivotion 98.5 U & L
- Ivotion Dent 98.5-20 mm
- Ivotion Base 98.5-30 mm
- IPS e.max CAD HT, MT, LT, MO 3/5 pcs for Cerec and PrograMill
- IPS Empress CAD Multi, HT, LT for Cerec and PrograMill
- IPS e.max Press Multi, HT, MT, LT, MO HO 3/5/10 pcs
- IPS PressVEST Powder 2.5KG / Liquid 0,5 l

ZirCAD Prime discs

ZirCAD Prime / Prime Esthetic disc	Level	Total invoiced	Total FOC Ivoclar	TOTAL	N° of crowns (20 per discs)	represents a discount of
	1	41	9	50	1'000	18%
	2	60	15	75	1'500	20%
	3	80	24	104	2'080	23%
	4	100	32	132	2'640	24%
	5	150	51	201	4'020	25%
	6	200	70	270	5'400	26%

- Only ZirCAD Prime & Prime Esthetic discs
- No mixing with Ivotion discs (or other products) allowed

Ivotion discs

Ivotion, Ivotion Dent, Ivotion Base disc	Level	Total invoiced	Total FOC Ivoclar	TOTAL	N° of full dentures (2 disc Ivotion or 2,6 disc Base/Dent)	represents a discount of
	1	41	9	50	25	18%
	2	60	15	75	38	20%
	3	80	24	104	52	23%
	4	100	32	132	66	24%
	5	150	51	201	101	25%
	6	200	70	270	135	26%

- No mixing with Zirconia discs (or other products) allowed

IPS e.max CAD / IPS Empress CAD Blocks

e.max CAD, Empress CAD refill 3 or 5 pcs, Cerec & PrograMill	Level	Total invoiced	Total FOC Ivoclar	TOTAL Refill (boxes)	Total blocks = crowns (total boxesx5)	represents a discount of
	1	41	9	50	250	18%
	2	60	15	75	375	20%
	3	80	24	104	520	23%
	4	100	32	132	660	24%
	5	150	51	201	1005	25%
	6	200	70	270	1350	26%

- Valid for Cerec and PrograMill holders
- Valid for e.max CAD and Empress CAD blocks
- Only valid for : laboratories
- Dentists and practice labs please contact your Ivoclar contact person

IPS e.max Press ingots

e.max Press refill 3, 5 or 10 pcs		Total invoiced	Total FOC Ivoclar	TOTAL Refill (boxes)	Total ingots (using boxesx5)	N° of (posterior) crowns*	represents a discount of
	Level						
	1	18	4	22	110	440	18%
	2	28	7	35	175	700	20%
	3	34	10	44	220	880	23%
	4	41	13	54	270	1080	24%
	5	50	17	67	335	1340	25%
	6	60	21	81	405	1620	26%

IPS PressVEST Powder & Liquid

- The best press results are obtained if lab uses IPS e.max Press with our investment material
- Best results = customer satisfaction = less risk to switch to zirconia
- We have included PressVest in the contract – the quantity needed to match the quantity of ingots in each level

IPS e.max Press

Level	Total invoiced	Total FOC Ivoclar	TOTAL Refill (boxes)	Total ingots (using boxesx5)	N° of (posterior) crowns*	represents a discount of
1	18	4	22	110	440	18%
2	28	7	35	175	700	20%
3	34	10	44	220	880	23%
4	41	13	54	270	1080	24%
5	50	17	67	335	1340	25%
6	60	21	81	405	1620	26%

IPS PressVEST

Total ingots (using boxesx5)	66% Muffle 100g	33% Muffle 200g	Qty Bags 100 g	Qty Pack of 2.5 Kg (25 bags)
110	70	40	150	6
175	117	58	233	10
220	146	74	294	12
270	180	90	360	14
335	223	112	447	18
405	270	135	540	22

Level	Purchase per quarter				Total pieces in 12 months	Discount %
	Quarter 1	Quarter 2	Quarter 3	Quarter 4		
1	2	2	1	1	6	18%
2	3	3	2	2	10	20%
3	4	3	3	3	13	23%
4	4	4	4	4	16	24%
5	5	5	5	4	19	25%
6	6	6	5	5	22	26%

Total quantity: ex. Level 1 = **6** x Powder 2.5Kg + **6** x Liq. 0,5L

Rules

- IPS e.max Press and IPS PressVest should be bought together
- The volume agreements are valid for **laboratories** and **milling centers**, not dental offices
- If an agreement includes more than a product category, the categories cannot be mixed to obtain the discount (i.e. mix Zirconia and Ivotion discs OR discs with blocks)
- Volume agreement discount **cannot be combined** with other promotions
- Ivoclar RRP as to be taken as base when communicating discounts

Written agreement with endcustomer

- A signed contract is mandatory when an annual volume is agreed, and the quantity is delivered in partial shipments over the year.
- If a customer chooses to purchase the full quantity of one level in one shipment-one invoice, no contract needs to be signed.

Maximum validity of contracts: 31 December 2025

Thank you

Making People Smile

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