

AP 14K Ultra Service Contract

Aesthetic-Press Dental: AP Phrozen Revo 14K Ultra Service Contract

Overview

Aesthetic-Press Dental is proud to offer the **AP Phrozen Revo 14K Ultra**, a custom-verified 14K resolution printer optimized for dental labs, paired with our **AP 3D Model Resin** for unparalleled precision and efficiency. To deliver this cutting-edge technology at an affordable price, we provide a 12-month service contract that includes free customer support, on-site setup, and remote troubleshooting—backed by your commitment to using AP 3D Model Resin to ensure the highest quality results. This partnership guarantees flawless dental models while supporting our ability to offer exceptional value.

Contract Terms

1. **Duration:**

- 12 months, starting from the date of printer delivery and on-site setup or per Video .

2. **Printer & Service Package:**

- **AP Phrozen Revo 14K Ultra Printer:** Provided at a subsidized price of \$1950 (reflecting Aesthetic-Press's pre-purchase, testing, and optimization process).
- **12-Month Free Customer Service:** Includes unlimited access to Aesthetic-Press support via phone, email, or live chat for printer operation, maintenance, and resin usage guidance.
- **On-Site Setup:** Aesthetic-Press technicians will install and calibrate the printer at your lab, ensuring optimal performance with AP 3D Model Resin.
- In case, on site is not possible, a comparable Video assistance will be provided.
- **Remote Troubleshooting:** Access to TeamViewer or AnyDesk support for real-time issue resolution during the contract term.

3. **Resin Commitment:**

- **Minimum Monthly Purchase:** Buyer agrees to purchase a minimum of your estimated monthly usage as per cases of AP 3D Model Resin per month for 12 months (total minimum: 36 kg yearly usage)
- **Price Lock:** Resin priced at \$75/kg for the contract duration, with free shipping on monthly orders meeting the minimum.
- **Quality Assurance:** Buyer commits to using AP 3D Model Resin exclusively (or as the primary resin) with the AP Phrozen Revo 14K Ultra

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to maintain the printer's custom-tested precision (fit better than 50 microns) and ensure consistent, high-quality dental models.

4. **Financial Commitment:**

- **Upfront Cost:** \$1950 for the AP Phrozen Revo 14K Ultra **Monthly Resin Cost:** [E.g., \$375/month for 5 kg] x 12 months = [e.g., \$4,500 total].
- **Total Contract Value:** [E.g., \$1,950 printer + \$4,500 resin = \$6,450 over 12 months].
- **Payment Terms:** Printer paid upon signing; resin billed monthly with 30-day net terms.

5. **Benefits to Buyer:**

- Access to a pre-tested, high-resolution printer at a below-market rate, thanks to the resin commitment offsetting Aesthetic-Press's investment in testing and support.
- Guaranteed fit precision better than 50 microns when using AP 3D Model Resin, validated by our LCD screen, slicer, and shrinkage/expansion tests.
- Hassle-free setup and a full year of expert support, ensuring uninterrupted lab productivity.

6. **Termination Clause:**

- If the buyer fails to meet the monthly resin purchase minimum for two consecutive months, Aesthetic-Press reserves the right to terminate the service contract. In such cases, the buyer may be charged a prorated fee [e.g., \$500] to cover the remaining value of the free service and setup, or return the printer in working condition.
- Early termination by the buyer (e.g., for business closure) requires 30-day written notice and payment for resin purchased to date.

7. **Renewal Option:**

- After 12 months, buyers may renew the service contract for an additional year at a discounted rate [e.g., \$200/year for continued support], with no further resin minimum required, or continue purchasing AP 3D Model Resin at standard pricing.

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Rationale & Suggestions

1. Why the Resin Commitment?

- **Quality Control:** Tying the printer to AP 3D Model Resin ensures the 50-micron fit and performance you've tested for, avoiding variables from third-party resins.
- **Financial Justification:** The monthly resin sales (e.g., \$375/month) offset your costs for buying, testing, and supporting the printer, keeping the Revo 14K Ultra affordable (e.g., \$2,500 vs. a typical \$3,500-\$4,000 for a 14K printer).
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2. Suggested Quantities:

- **3-5 kg/month:** Reasonable for a mid-size lab producing 50-100 models monthly (avg. of 30g per single full arch model). Adjust this based on your target client size—e.g., 3 -5 kg (\$225-375/month) for smaller labs, 10 kg (\$750/month) for larger ones.
- **Total Cost:** A **\$5,500** contract (\$1,950 printer + \$3,600 resin) is competitive against buying a printer (\$12,500+) and resin separately (\$120/kg x 60 kg = \$7,200+ elsewhere). Total **\$19,700**

3. Flexibility:

- The “primary resin” option (vs. exclusive) allows buyers some flexibility to test other resins, but incentivizes AP 3D use with the price lock and free shipping.
- The termination clause protects you without being overly punitive—buyers keep the printer but pay a fee if they bail early.

4. Sales Pitch:

- “Get the AP Phrozen Revo 14K Ultra for just \$1,950 with a 12-month service package—free setup, support, and troubleshooting. Pair it with AP 3D Model Resin at \$75/kg, and with a e.g. 3-5 kg (OR YOUR MONTHLY USAGE) monthly commitment, you're locked into precision and savings no one else can match.”

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