



SOMNOMED PARTNERS WITH BURKHART DENTAL SUPPLY

Dental Distributor introduces customers to SomnoMed solutions

12th September 2012: SomnoMed is pleased to announce a strategic partnership with Burkhardt Dental Supply, a privately owned, dental distributor in the United States, with more than 5,000 customers and over 100 sales representatives, predominately on the west coast of the United States.

Following successful seminars for dentists in Portland, Oregon and Houston, Texas earlier this year, SomnoMed and Burkhardt have agreed to expand the partnership. Dr. Nabeel Farah, MD who presented to the group of dentists in Portland said that “the participation from the dentists and the Burkhardt team was excellent and the team approach will help identify patients who are at risk for Obstructive Sleep Apnea”.

As part of the expanded partnership, SomnoMed will organize seminars for Burkhardt dental customers to become familiar with SomnoDent[®] sleep apnea therapy. These in-person and on-line seminars will be jointly instructed by accredited sleep physicians and dentists. They will provide Burkhardt dental customers with training and certification to then properly utilize SomnoMed’s extensive range of products and services including SomnoDent[®] and the SomnoMed Health Claim Support Line[™].

“Our partnership with Burkhardt Dental is an important development and mutually beneficial,” said Dr. Peter Neustadt, Executive Chairman of SomnoMed. “Working with Burkhardt will help us directly reach their dental customers, who are interested in learning more about dental sleep medicine and want to know how they can effectively incorporate our treatment modality SomnoDent into their practices.”

“Incorporating dental sleep medicine is of high interest to our customers and the feedback we had from our dental customers after the Portland and Houston courses was tremendous,” said Bill Sundheimer, Director of Merchandise, Burkhardt Dental Supply. “By partnering with SomnoMed, we are offering our clients an extensive range of products and services from the leading dental sleep medicine provider, allowing them to better serve their patients and grow their practices.”

About Burkhardt Dental Supply

For over a century, the people of Burkhardt have focused on helping dentists achieve personal and professional success by meeting their needs for high quality equipment, repair, supplies, consulting and continuing education services. As a full service dental dealer, Burkhardt distinguishes itself by its values, ethics and people.

About SomnoMed

SomnoMed is a public company providing diagnostic and treatment solutions for Sleep-related Breathing Disorders including obstructive sleep apnea, snoring and bruxism. SomnoMed was commercialized on the basis of extensive clinical research. Supporting independent clinical research, continuous innovation and instituting medical manufacturing standards has resulted in SomnoDent[®] becoming the state-of-the-art and clinically proven medical oral appliance therapy for obstructive sleep apnea. SomnoDent[®] is the most comfortable and effective design and treatment solution for over 100,000 patients in 22 countries. For additional information, visit SomnoMed at <http://www.somnomed.com>.