MEMBER GUIDE

HELPING YOU TO GROW FASTER
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You must have an open and active account with Patterson Veterinary to join. For more information about how to open an account with Patterson Veterinary go to our website at PattersonVet.com.

Patterson Veterinary – Trusted Partner
For more than 65 years, Patterson Veterinary has been helping veterinary practices succeed by offering outstanding customer service and industry-leading equipment and supplies.

We understand that your needs in today’s business world have changed and solutions for technology, communication and services are critical to your success. We are dedicated to serving you by offering a complete portfolio of value-added solutions to improve workflow and drive the growth of your practice.

As a member of Veterinary Practice Success Network (VPS Network), you get instant access to this comprehensive combination of expertise and technology solutions, at rates only available to members.

In addition, we are also introducing our Growth Incentive Plan. Our goal is simple, we want to assist you in growing your practice in whatever form you see your growth potential, and provide an incentive to do so with us.

Veterinary Practice Success Network, bring the best together
The Veterinary Practice Success Network (VPS Network) connects industry expertise with inspired ideas, products and services designed to help your practice grow! Patterson Veterinary’s Specialty Sales Force is a team of experts dedicated to meeting your practice needs. Sign up for the Veterinary Practice Success Network today and gain access to our expertise.

Members Only VPS Network Website
VPS Network members can learn more about our program benefits and register for the Growth Incentive at pattersonvpsn.com, our destination website exclusively for members. Learn more about our complete breadth of industry leading solutions in one central spot with details on the deals that are only available to VPS Network members.
FREQUENTLY ASKED QUESTIONS

What vendor offers are part of the VPS Network?
Our goal is to align our services and manufacturer partners with your practice’s growth goals. All of our existing internal pricing and agreements that have been offered to other group membership organizations are already built into the VPS Network. Once logged into the Members Area, check out our Preferred Partnerships with industry leading companies.

What about honoring deals that other organizations offer on specific vendors when I buy from Patterson Veterinary?
All sales for orders placed through Patterson Veterinary, whether for practices that are members of the VPS Network or not, are transmitted to our manufacturer partners. They determine which programs are approved for each practice based on enrollment in various groups. For many manufacturers, incentives provided for being a member of a specific group come directly from the manufacturer to the hospital, and the manufacturer usually does not specify that purchases must be made through a certain distributor. The unique VPS Network “Growth Incentive” is only available to members of the VPS Network, on purchases made through Patterson Veterinary, as are offers in the Preferred Partnership areas.

How much does it cost to join the VPS Network?
Many other groups cost hundreds, if not thousands of dollars per year. The VPS Network has no enrollment or membership fees. It’s a complimentary membership, exclusively available to Patterson Veterinary customers like you. There are no monthly dues or subscription fees.

What products and pricing are available to VPS Network members from Patterson Veterinary?
We have included preferred rates and specialized programs on all of our signature solutions, which are specifically designed to help grow your practice. More details are available in the member section of the VPS Network website. Also, when you log in to our ecommerce site pattersonvet.com, the custom pricing on supplies is already in effect for your account. For more information about programs and pricing, please contact your Patterson Veterinary territory manager.

How do I access the VPS Network website?
You will need to sign into www.pattersonvpsn.com to see all the details about your member benefits and to enroll in the growth incentive program.

You will be prompted to sign up for the website by registering and setting up a username limited to under 30 characters and creating a password. Once you do, your access to the site is being processed. You will receive an email when your access to the site has been completed (usually within 24 hours). From that point forward you will be able to access the MEMBERS HOME page using the username and password that you selected.

Why is Patterson offering this membership program?
This platform will empower our representatives to partner more closely with you to drive the success of your practice. It is the most lucrative and beneficial program available for Patterson’s preferred customers, and remember, membership requires no additional fees!
**VPS NETWORK WEBSITE REGISTRATION**

To access the member website, visit pattersonvpsn.com and select ‘Register Now’.

Once finished, you will receive confirmation that your registration is complete and that your account is being verified. You will receive an email typically within one business day with your login credentials for the member website and notification that your account has been approved.

Registration is complete, pending approval. You will receive an email with your registration information, with notification that your registration is pending. We will send you a final email when your registration login credentials are approved and active.
MEMBER BENEFITS

You have questions and concerns, we have solutions.
As a member of VPS Network, you get instant access to this comprehensive combination of experts and services. To learn more about any of the discounted member services, please contact your Patterson Veterinary territory manager, visit pattersonvpsn.com or email us at infovetpsn@pattersonvet.com.

CLIENT COMMUNICATIONS

Marketing, Client Attraction & Retention

ePetHealth

ePetHealth is a suite of client communication and education tools designed to help you effectively market your practice to increase compliance and drive revenue. ePetHealth offers an array of marketing solutions and client education tools to help you increase appointments and services while reducing costs.

- Practice websites – mobile responsive
- Client portal with online medical records
- Email and text reminders
- Postcard reminders
- Social media management
- Newsletters
- Surveys and online reviews
- Birthday cards
- Pet health articles and videos
- Breed Library
- DIA – Diagnostic Imaging Atlas
- VetSource Home Delivery

DIA – Diagnostic Imaging Atlas
DIA helps your clients make more informed decisions about their pet’s health with an extensive library of illustrations, 3D animations, clinical images and radiographs to view, print or email.

The Veterinary Practice Success Network Member ePetHealth Deal:
- Free Basic Enrollment (standard price $499) | Premium Enrollment $399 (standard price $999)
- $30 discount on monthly subscription services
- Reduced pricing on Health Service Reminder Postcards - $.56 per single pet card - $.66 per multi-pet card
- Free onsite consultations with our Patterson technology specialist to aid implementation and training of your staff.
- DIA software (value $1,695) for use on up to 9 terminals as part of the ePetHealth platform and monthly subscription service. Subscription to ePetHealth is required.
The Veterinary Marketing Toolkit is a complete veterinary marketing system that you can use in your practice to consistently and predictably attract new clients, keep existing clients longer and ethically increase the amount clients spend in your practice.

The Toolkit consists of 22 modules, covering every aspect of marketing your veterinary practice, including videos, written instructions as well as editable templates for letters, postcards, emails, print ads etc. All the tools that you will ever need to market your veterinary practice!

Here's a reminder of what you’ll get:

• Over 50 hours of veterinary marketing coaching videos.
• Up to 25 hours of CE for every member of your team.
• Editable templates for newsletter, letters, postcards, emails, print ads etc.
• A ‘Done For You’ hospital promotion each month – this alone is worth over $3,000 per month!
• A monthly ‘paper and ink’ newsletter containing practice building strategies.
• A free copy of the acclaimed book Secrets To Growing Your Veterinary Practice In The New Economy.

The Veterinary Marketing Toolkit Deal:
• $157 per month (standard price $197 per month)
• First two months FREE
EDUCATION

Enhancing Professional Development

Patterson Veterinary University

The mission of Patterson Veterinary University is to elevate veterinary practices and the veterinary profession through management-based educational resources, tools and training.

Through our three unique learning opportunities and our expert instructors, your team will receive an education on new techniques and best practices, gain inspiration while engaging with colleagues and peers, and return with the knowledge and motivation to help your practice grow.

Practice Ownership – Two separate courses for companion animal and equine practice owners. Provides a framework that allows you to take your practice from what it is today to what you’d like it to be tomorrow.

Management – For those managing the practice who aspire to elevate personal and practice success. Offering four courses: Human Resources, Inventory and OSHA, Finance, and Marketing. The four management classes will enhance managerial skills, leadership and confidence. Participants receive knowledge and tools that will have an immediate impact on practice performance.

Communication and Customer Service – The veterinary hospital team is the face of the practice. Their ability to create positive client experiences, every time, will have a lasting impact on the success of the practice. Students will learn as a team about improving the client care they deliver by building a platform for service and communication success.

The Veterinary Practice Success Network Member PVU Education Deal:

• As a member, you will receive: 25% discount on live, in-person Patterson Veterinary University CE events. For a listing of local courses and registration materials, visit the Events page.

• Patterson Veterinary and the Veterinary Hospital Managers Association (VHMA) share values and partnership in providing educational opportunities for practice and business management for today’s veterinary professionals. Through our partnership, we’re able to offer promotions to access these resources. If you are interested in joining VHMA, new members can receive $25 off a new membership. Enter promo code: Patterson25 on your VHMA membership application.
HOME DELIVERY

Drive Compliance:

**VetSource** – Acts as an extension of your practice by offering a home delivery experience as a secure pharmacy partner.

**With VetSource, you can:**
- Recapture revenue lost to online pharmacies
- Drive compliance with automatic refills and customized email reminders
- Satisfy your client's demand for the convenience of home delivery
- Personalized online store with ScriptRight
- Expansive catalog of more than 1,300 SKUs

**ScriptRight™**
Our e-prescribing tool integrates with your practice management software.

**Personalized Online Store for your practice** with your hospital’s unique branding allows your clients to order medications and products from you 24/7, even when your hospital is closed.

**Remind Me**
With the Remind Me™ program, pet owners receive single doses of flea, tick and heartworm preventatives on the day they should be given.

**The Veterinary Practice Success Network Member VetSource Deal:**
- No enrollment fee or monthly subscription fee if subscribed to ePetHealth
- Free onsite consultations with our Patterson Veterinary technology specialist to aid you in implementation and training of your staff
- Free merchant services as part of the VetSource service offering for home delivery
- Free embedding of the online store within your website by VetSource's IT staff
EQUIPMENT SUPPORT

Keeping Your Practice Running Smoothly

Preventative Maintenance Program
Patterson Veterinary offers onsite preventative maintenance and repair of many types of diagnostic, surgical and patient care equipment. Our certified technicians are ready to assist you with your equipment service needs. Patterson technicians do it all. We install the equipment we sell, provide training on operation and we’ll even support the manufacturer’s warranty, should the need arise.

We provide the following services:

• On-site preventative maintenance and repair of many types of diagnostic, surgical and patient care equipment
• As-needed visits for repairs of equipment purchased through Patterson Veterinary
• Training on proper use and operation
• Monthly visits from a service technician
• Support of manufacturers’ warranties

We are manufacturer certified, licensed and bonded, and provide a complete satisfaction guarantee on the work we perform. It’s the exact service you need, exactly when you need it, from Patterson Veterinary.

The Veterinary Practice Success Network Member Preventative Maintenance Program Deal:
• Up to 20% discount on Preventative Maintenance Services, depending on monthly sales volume purchases.

For more information about the qualifying purchase volumes for your area, please contact your Patterson Veterinary territory manager.
EQUIPMENT SUPPORT

Anesthesia Vaporizer Service

True Anesthesia Service
Vaporizers are serviced in a temperature- and humidity-controlled environment to ensure the stability of the temperature-compensating device and maintain accurate calibration. Calibration is performed using a state-of-the-art laser refractometer, ensuring the accuracy to ±10% at any given dial setting. Patterson Veterinary employs the best support staff in the veterinary market. Our staff consists of certified veterinary technicians with clinical and technical backgrounds in anesthesia equipment.

Patterson Vaporizer Service Includes:
• Visual inspection of all components
• Cleaning of all components
• Reassembly of the vaporizer
• Replacement of all O-rings, gaskets and seals
• Leak analysis
• Calibration with a laser refractometer

Benefits:
• Ensured Clinical Accuracy – Ensure the vaporizer is delivering the correct concentration of anesthetic agent.
• Cost-Savings – Serviced vaporizers ensure expensive anesthetic agent is not wasted through leakage and removes the need to increase agent delivery to compensate for leakages into the atmosphere.
• Health and Safety – Non-serviced vaporizers have the ability to leak, polluting the workplace and causing an increased health risk.

The Veterinary Practice Success Network Member Anesthesia Vaporizer Service Deal:
• 10% of the price of your vaporizer service event
• Special trade-in incentives and discounts on purchasing new vaporizers

Anesthesia Technical Support
Keep your anesthetic and monitoring equipment in top shape! Your anesthesia equipment is fundamental to your veterinary clinic’s success. The Patterson Veterinary Technical Support Hotline at 866.825.6076 is your one source for information on the use, care and service of anesthesia and monitoring equipment.

Our equipment experts are available by phone to troubleshoot and provide assistance with the application, use and maintenance of all models of anesthesia machines, ventilators, vaporizers, monitors, waste gas and oxygen supply equipment.

The Veterinary Practice Success Network Member Anesthesia Technical Support Deal:
Patterson Veterinary’s Anesthesia Technical Support program is complimentary to VPS network members.
• Call us with your questions, 866.825.6076, Monday-Friday 8 a.m. – 5 p.m. CST.
**PRACTICE PLANNING AND DESIGN**

Building the Practice of Your Dreams

**Patterson Veterinary 3D Design Service**

Patterson Veterinary 3D Design Service takes you from the conception of an idea, to the completion of a project. Whether remodeling an existing practice or building new, you can view the practice of your dreams before our expert designers help make it come true.

Our industry leading resources can take the paper napkin drawing of an idea, and turn it into a ground up construction, lease space remodel, expansion, or extension of existing structures design.

- View each room as though you were there
- Visualize accurate, true-to-life images of equipment and space
- Experience your practice through the eyes of a client
- Receive support and assistance from expert equipment specialists and office designers

**The Veterinary Practice Success Network Member 3D Design Deal:**

- Preferred status for registration opportunities to our Guiding Practice Success seminar series
- Complimentary telephone consultation services arranged through your Patterson Veterinary territory manager or local branch equipment specialist
- Upon signed commitment of equipment purchases exceeding $25,000, reduced design fees and CAD/CAM drawings, complimentary consultations on design changes and renderings, and 3D practice design “virtual walkthrough” renderings of the project
INVENTORY MANAGEMENT

**eShelf**
Create, place and receive inventory orders directly from your practice management software (PMS). eShelf is an automated inventory ordering solution, integrated with your practice management software.

- Reduce costs associated with manually placed orders
- Reduce errors processing and receiving inventory
- Increase profits through inventory turnover
- Real-time pricing updates
- Immediate notification of item availability
- Order shipping status and easy receipt of items

**How It Works in Your PMS**
(Currently available only on Cornerstone)

- Creates purchase orders in Cornerstone to be sent directly to Patterson Veterinary when you are ready to submit
- Receives instant feedback on the order
- eShelf will offer visibility into promotions and the ability to update an order to take advantage of special pricing or promotions
- Order confirmation is received by Cornerstone
- Checks the status of orders via a link to the UPS real-time tracking site
- Receives the order into your inventory and updates quantity on hand if established in Cornerstone for invoiced items
- Updates the product cost in Cornerstone and sets the appropriate margin if established in Cornerstone
- Notifies users when orders are placed outside of Cornerstone (e.g., phone, web), making receiving all orders easy

**The Veterinary Practice Success Network Member eShelf Deal:**
- Free for VPS Network Members
DATA BACKUP

Protecting Your Data Gets More Important Every Day

PattLock
Now there’s a new way to protect yourself and your clients’ information. Compatible with all practice management solutions and file types, PattLock is powered by DataHEALTH, a fully accredited URAC HIPAA Security Business Associate. PattLock allows you to safeguard important financial and client/patient information.

Using an Internet connection, PattLock securely transmits your data and stores it in a safe location. With PattLock, your practice can:

- Schedule the time and frequency of your backups
- Verify that your data has been successfully backed up
- Restore data if necessary
- Rely on Patterson’s legendary technical support

The Veterinary Practice Success Network Member PattLock Deal:
Patterson Veterinary offers a secure online backup service, PattLock, allowing you to safeguard important financial and client/patient information.

- Competitive pricing PLUS Patterson’s legendary technical support to help set up your data backup schedule and assist you with any technical issues.

PATTERSON EXCLUSIVE EQUIPMENT OFFERS

Patterson Veterinary has developed exclusive agreements to provide you quality equipment, coupled with our amazing support and service.

Cone Beam CT – NewTom 5G
NewTom 5G is the result of numerous years of research and development in the field of CBCT technology. Traditional CT scans generate image slices one at a time by producing a fan-like beam of radiation. The Cone Beam CT creates a three-dimensional cone-shaped beam that only has to circle the patient once to generate an image of the entire area. Save time, generate images in 18 seconds.

The Veterinary Practice Success Network Member Featured Equipment Vendors:
Patterson Veterinary has exclusive agreements with world-class equipment vendors to keep your practice state of the art. Build the practice of your dreams!

The Exclusive Equipment Deal:
- Preferred pricing and warranty agreements from our exclusive equipment vendors.
- Schedule an appointment to meet with your equipment specialist today to learn more.
PATTERSON EXCLUSIVE EQUIPMENT OFFERS

Digital Radiography (DR) & Computed Radiography (CR) – RadmediX Imaging Systems
Patterson Veterinary + RadmediX Veterinary Imaging = The complete picture.

RadmediX is a proven solution for veterinary imaging, producing sharp, crisp diagnostic images in just seconds. Includes guided measuring and scoring tools for pre-surgical planning and report generation tools for client education.

X-ray Table and Generator – Arcom Analogic X-ray System
The Arcom Analogic X-ray System is more than just an X-ray table; you’re getting Patterson Veterinary’s renowned service and support too.

Arcom Analogic X-ray System:
• Works with RadimediX and other X-ray plate manufacturers
• 5-year parts warranty
• Exclusively from Patterson Veterinary

Custom Medical Grade Cabinets – Integrated Laminate Systems
ILS designs and builds custom cabinetry that combines elegance and beauty with multiple storage solutions for ancillary equipment and delivery systems in the treatment room. To meet the unique functional and efficiency needs of each practice, the ILS process starts with consultation and design and ends with your satisfaction.

Hydrotherapy Treadmill – Neptune Canine Hydrotherapy Treadmill
The Neptune Canine Hydrotherapy Treadmill will bring a wave of new treatment opportunities to your patients. The Neptune is easy to use, intuitive and advanced, providing you and your patients with the ultimate hydrotherapy treadmill experience.

Digital Dental Sensor and X-ray Generator – Schick Dental Sensors and Sirona Heliodent X-ray Diagnostic accuracy is at the heart of effective dentistry. Quality dental systems from Sirona, backed by Patterson’s support, are designed to obtain detailed images with a high contrast range, which is ideal for rapid and clear diagnoses.

This complete Sirona Veterinary Dental System, exclusively from Patterson Veterinary, has your needs covered.

Class B Medical Grade Sterilizer – Mocom Forever 28
The Mocom Forever 28 provides a higher level of sterilization than most other systems. It is easy to use and provides full traceability of every sterilization cycle. The system is designed to streamline workload, with short cycle times and the ability to sterilize double-wrapped instruments. The system is programmable with six sterilization options, which can be selected on a user-friendly LCD screen using an integrated soft-touch keypad.

The Veterinary Practice Success Network Member Featured Equipment Vendors:
Patterson Veterinary has exclusive agreements with world-class equipment vendors to keep your practice state of the art. Build the practice of your dreams!

The Exclusive Equipment Deal:
• Preferred pricing and warranty agreements from our exclusive equipment vendors.
• Schedule an appointment to meet with your equipment specialist today to learn more.
PATTERSON EXCLUSIVE EQUIPMENT OFFERS

Anesthesia System – Versa II
The Versa II is a versatile system packed with features to make your job easier and your patients safer. The Versa II is made with materials manufactured to withstand the routine and unpredictable. The Versa II comes with an anesthesia machine and a Passive Gas Evacuation Kit to get you started; however, there are additional accessories to make it customizable for your specific needs. Designed to meet all your demands at an affordable price.

Intravenous Fluid Pump – IVVet
A complete solution for a variety of veterinary clinical applications, IVVet offers outstanding performance, accuracy and reliability in one compact, easy-to-use system.

IVVet is based on a unique combination of patented Q Core Flow Control Technology, innovative hardware design, intuitive touchscreen and a software controlled pumping mechanism.

The Veterinary Practice Success Network Member Featured Equipment Vendors:
Patterson Veterinary has exclusive agreements with world-class equipment vendors to keep your practice state of the art. Build the practice of your dreams!

The Exclusive Equipment Deal:
• Preferred pricing and warranty agreements from our exclusive equipment vendors.
• Schedule an appointment to meet with your equipment specialist today to learn more.

NEED FINANCING?
Patterson Veterinary has an entire suite of financing options for capital equipment purchases made through Patterson Financial from $1,000 to $400,000. No documentation or lengthy credit application to complete, and Patterson Financial is only available to Patterson customers.

The Veterinary Practice Success Network Member Financing Deal:
• Document free lending from $1,000 to $300,000 with 24-hour approval turnaround time.
• 1% discount below any Patterson Financial published rate, including special offers available for limited times (excluding any 0% offer).

OPENEDGE PAYMENT PROCESSING SYSTEM
Patterson Veterinary Practice Success Network chose to partner with OpenEdge veterinary business services’ payment processing system because it was designed with one simple goal: create world-class payment services for the busy vet practice. Because we have approved and use OpenEdge payment processing in both our dental and veterinary divisions, we can offer the volume rates to members of VPS.

The Veterinary Practice Success Network Member OpenEdge Payment Processing System Offer:
• No rental fee for your first unit and no volume commitment
• Includes PriceMe – a detailed review and comparison of processing fees
• Customer support with a 98% satisfaction rating
• Easy installation and activation
• Easy to comply with PCI DSS requirements
• Breach support and monitoring
MEDICAL SUPPLIES

Savings on Rx, name brand, generic, medical sundries, instruments and equipment.

As a member of the VPS Network, you will have access to the full line of everyday items, as well as products from companies such as ELANCO, Merck Animal Health, Boehringer Ingelheim, Merial, Virbac, Abbott, Nutramax, Abaxis, CEVA, Zoetis and hundreds more.

You will find savings for being a VPS Network member through our custom designed VPS Network catalog of hundreds of everyday items ranging from pharmaceuticals to needles and syringes.

These items were hand picked as the most commonly purchased everyday items from our entire catalog spanning 400 manufacturers and 37,000 SKUs. Our expertise is knowing what you need, and as a VPS member, you will receive discounts on these everyday items.

All you need to do to take advantage of the instant savings is to log in to your Patterson Veterinary online account, and place an order today! Your account is already set up to take advantage of the lucrative offers that we have negotiated with hundreds of manufacturers.

Membership in other groups ranges from the hundreds to the thousands of dollars in annual fees. Your Patterson Veterinary account in good standing qualifies you for this membership for no additional fees!

Featured Medical Supply Vendors

Riverpoint Medical designs and develops suture for Patterson Veterinary. Riverpoint Medical is a family owned company, with over 75 years of accumulated medical manufacturing experience, focusing on product quality with in-house R&D laboratory and sterilization facilities. Download our suture flyer.

Everost pushes the frontiers of veterinary orthopaedic innovation in implant design, instrumentation and support services. Their design team has over 29 years of experience designing products exclusively for veterinary orthopaedics. Over the last two decades, Everost has designed products in all areas of trauma, canine cruciate repair, coxofemoral luxation, arthrodesis, ligament repair, total joints and artificial ligament reconstruction.

Animal Pharmaceuticals opened in 2003. This family owned and operated business is based in Boca Raton, Florida, and all products are made in the U.S.A. Animal Pharmaceuticals carries a full line of medicated products, soap-free shampoos and conditioners, body sprays, nutraceuticals and treats, otics and flushes, and medicated products.
**PREFERRED PARTNERSHIPS**

Patterson offers many unbeatable deals through various promotions with preferred partners. Working with manufacturer partners to bring you the latest technology, medical advances, and standards of care is what we do on a daily basis. Our Preferred Partnership program goes above and beyond this for our VPS Network membership. We are working with a select group of manufacturer partners who have a shared vision with us: To help your practice grow!

Our Preferred Partnerships that are designed exclusively for our VPS Network membership are a rare combination of the key initiatives that motivate our manufacturer partners combined with what we know our members will appreciate to help their practice grow. When we establish a Preferred Partnership with a manufacturer partner, we have taken the time to work out with them how this program will have a positive impact on our members’ ability to practice the latest medical advancements as well as on the bottom line. Check out the current Preferred Partners in the Members area of our website.

**OFFICE SUPPLIES**

Ensure that all of the essentials are covered. We have handpicked dozens of the most popular items purchased from our Office Supplies division to bring you a VPS Network Shopper’s Guide. Download the shopper’s guide today from the Members area.

- Personalized and nonpersonalized prescription bags
- Personalized medical supply bags
- Paw Print bags
- Prescription labels and thermal labels
- Pre-printed medical record exam labels
- Pet health record envelopes
- Controlled substance logs
- Personalized toothbrushes

**GROWTH INCENTIVE**

As the title suggests, it’s all about growth. Growth in customers, services, medical technology, innovative procedures, retention rates, client satisfaction and patient care.

As practices grow and their revenues grow proportionately, the fixed and variable costs of operating a practice are less impactful to the bottom line; however, there are still significant expenditures. Cost of goods (COG) percentages are in need of careful management, for which we have the tools and resources to help. Our goal is simple, we want to assist you in growing your practice in whatever form you see your growth potential, and provide an incentive to do so with us. Here is how it works …

Every year that you grow your business with Patterson Veterinary, your variable expenses should grow as well. We know that the inventory you buy from us in your practice is significant for your organization and we want to encourage you to grow it proportionately to your revenue.

When you grow your purchases with Patterson Veterinary year over year, we will provide you with 2% back on that growth, which you can then choose to reinvest into your practice, pay yourself, reward staff members or do whatever else you choose. That growth incentive will be paid quarterly according to Patterson’s billing cycles and will show up in the form of a statement credit on your account statement.

That’s what partnership is all about. Your territory manager and local branch will be responsible for helping you determine what your growth numbers are from year to year.

To participate in the VPS Network Growth Incentive, you must complete a separate registration form, agreeing to our nondisclosure and the terms and conditions.