



# E-commerce & Supplies

Tools and networks for buying supplies and equipment — marketplaces, GPOs, and procurement software.

|                                |                                   |  |
|--------------------------------|-----------------------------------|--|
| VENDOR<br><input type="text"/> | DEMO DATE<br><input type="text"/> | WHO YOU SPOKE WITH<br><input type="text"/> |
|--------------------------------|-----------------------------------|--|

WHAT TO ASK ON A DEMO

TICK WHAT THEY SAY · NOTE · N/A

|  |   |
|--|---|
| <p><b>01 Does it replace my current suppliers or sit on top of them?</b></p> <p>Consolidators keep existing vendors; marketplaces redirect buying — a completely different commitment.</p> <p> <input type="checkbox"/> Sits on top<br/> <input type="checkbox"/> Replaces them<br/> <input type="checkbox"/> Does both         </p>             | <p>Doesn't apply <input type="checkbox"/></p> <p>NOTES<br/><input type="text"/></p> |
| <p><b>02 What does the catalog cover — and can I get my preferred brands?</b></p> <p>Scope and brand availability determine whether the platform actually serves your day-to-day needs.</p> <p> <input type="checkbox"/> Consumables<br/> <input type="checkbox"/> Equipment<br/> <input type="checkbox"/> Both         </p>                     | <p>Doesn't apply <input type="checkbox"/></p> <p>NOTES<br/><input type="text"/></p> |
| <p><b>03 Can you show documented savings for a practice like mine?</b></p> <p>Real numbers with a reference beat generic claims — it's the single biggest decision driver.</p> <p> <input type="checkbox"/> Documented + references<br/> <input type="checkbox"/> Estimate only<br/> <input type="checkbox"/> None given         </p>            | <p>Doesn't apply <input type="checkbox"/></p> <p>NOTES<br/><input type="text"/></p> |
| <p><b>04 How do I get better pricing — and are prices locked or live?</b></p> <p>Pre-negotiated rates, live comparison, or direct discounts each carry different risk and reliability.</p> <p> <input type="checkbox"/> Pre-negotiated<br/> <input type="checkbox"/> Live comparison<br/> <input type="checkbox"/> Direct discounts         </p> | <p>Doesn't apply <input type="checkbox"/></p> <p>NOTES<br/><input type="text"/></p> |
| <p><b>05 What does it cost to use — and are there hidden fees?</b></p> <p>Dues, per-order fees, shipping minimums, and surcharges all change the real net price.</p> <p> <input type="checkbox"/> Membership dues<br/> <input type="checkbox"/> Per-order fee<br/> <input type="checkbox"/> Free         </p>                                    | <p>Doesn't apply <input type="checkbox"/></p> <p>NOTES<br/><input type="text"/></p> |

06 **Am I locked into a contract, minimum, or exclusivity?**

Doesn't apply

Term length, auto-renewal, and exit terms determine how easily you can switch back later.

- No commitment
- Term contract
- Exclusivity required

NOTES

07 **Does it connect to my practice-management or inventory software?**

Doesn't apply

Integration with Dentrix, Eaglesoft, or Open Dental avoids double-entry and keeps inventory accurate.

- Integrates
- Manual export
- Standalone

NOTES

08 **What inventory tools are included — par levels, auto-reorder, expiry?**

Doesn't apply

Strong tools cut waste and prevent stockouts; weak ones just take the order and stop there.

- Full inventory
- Basic reorder
- None

NOTES

09 **How do you handle backorders, fill rates, and returns?**

Doesn't apply

A typical fill rate and written return policy reveal reliability before you commit.

- High fill rate
- Frequent backorders
- Unclear

NOTES

10 **Multi-office: does it consolidate spend and handle approvals?**

Doesn't apply

Cross-location reporting, per-office budgets, and procure-to-pay vs. just a cart are vastly different.

- Consolidated + approvals
- Ordering only
- Per-office only

NOTES

YOU'VE EXPLORED 1 OF 24 CATEGORIES

# Imagine the rest of your practice running this clearly.

You sized up one category today. The other 23 — staffing, no-shows, insurance, slow collections — are already sorted, each vendor **classified by the problem it solves**.

EVERY PROBLEM IN YOUR PRACTICE, ALREADY SORTED

|                |               |               |               |           |               |
|----------------|---------------|---------------|---------------|-----------|---------------|
| Clinical AI    | Imaging       | Practice Mgmt | Patient Comms | Insurance | Revenue Cycle |
| Payments       | Membership    | Credentialing | Scheduling    | Marketing | Analytics     |
| AI Scribe      | Teledentistry | Phone / VoIP  | Virtual Assts | Staffing  | HR & Training |
| Treatment Plan | Engagement    | Supplies      | Lab           | Hardware  | Compliance    |

500+ vendors · sorted by the problem, vetted by our editors



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**Get the next call right the first time.**

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