



Hardware & Devices

Physical clinical equipment — scanners, CBCT, 3D printers, milling units, chairs, handpieces, lasers, sterilizers, implant systems.

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

WHAT TO ASK ON A DEMO

TICK WHAT THEY SAY · NOTE · N/A

01 Is the device FDA-cleared and any other registration required? Doesn't apply

Some devices also need radiation or state registration before you can use them.

Cleared
 Pending
 Not applicable

NOTES

02 Does it fit my existing software, PMS/imaging, and lab? Doesn't apply

Open formats decide whether it drops into your workflow or forces a closed ecosystem.

Open
 Closed
 Unclear

NOTES

03 What software is required, and is it a separate subscription? Doesn't apply

Companion software is often mandatory and carries its own recurring fee.

Included
 Separate subscription
 None needed

NOTES

04 What disposables does it need — and can I buy them third-party? Doesn't apply

Ongoing consumable costs and lock-in are where real ownership cost lives.

Third-party OK
 Proprietary only
 None needed

NOTES

05 What does the warranty cover, and for how long? Doesn't apply

Coverage on parts that fail — sensors, heads, turbines, laser tubes — varies widely.

Multi-year
 1 year
 Quote only

NOTES

06 **What are the service options and how fast can you fix a failed unit?**

Doesn't apply

A dead chairside device stalls production — check repair speed and loaner availability.

- Loaner / fast swap
- Mail-in
- Unclear

NOTES

07 **What does installation require — space, power, plumbing, or shielding?**

Doesn't apply

Site-prep surprises for CBCT, chairs, or compressors blow up budget and timeline.

- Plug-and-play
- Site prep
- Pro install

NOTES

08 **Is hands-on training included at install?**

Doesn't apply

Scanners, printers, and lasers have real learning curves that affect return speed.

- In-person
- Remote
- Self-serve

NOTES

09 **Can I lease or finance, or is it buy-only?**

Doesn't apply

Lease and finance terms change the real cost and cash-flow impact of capital equipment.

- Lease or finance
- Buy 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



Not sure what to fix next? Tell Mola what's slowing you down — it points you to the right shortlist.
dentaltechhub.com/mola

Get the next call right the first time.

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