



E-commerce & Supplies

Tools and networks for buying supplies and equipment — marketplaces, group purchasing, and procurement software. New to the category? Ask Mola — our assistant at search.dentaltechhub.com — to shortlist vendors for you first.

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 **Does it replace my suppliers or sit on top of them?** Doesn't apply

Consolidators keep your vendors; marketplaces redirect where you buy.

Sits on top
 Replaces them
 Does both

NOTES

02 **What's the core job — savings or spend control?** Doesn't apply

GPOs chase lower prices; procurement tools chase visibility across offices.

Lower pricing
 Spend visibility
 Both

NOTES

03 **How does it get me better pricing?** Doesn't apply

Pre-negotiated GPO rates differ from live cross-supplier price comparison.

Pre-negotiated
 Price comparison
 Direct discounts

NOTES

04 **Does it consolidate spend across locations?** Doesn't apply

Multi-office reporting is the reason groups adopt these — not all do it.

Consolidated
 Per-office only

NOTES

05 **Is it consumables, equipment, or both?**

Doesn't apply

Equipment dealers and consumable supply tools rarely cover each other well.

- Consumables
- Equipment
- Both

NOTES

06 **If equipment — new, refurbished, or both?**

Doesn't apply

Certified-refurb dealers price very differently from new-equipment sellers.

- New
- Certified refurb
- Both

NOTES

07 **Does ordering route through my existing accounts?**

Doesn't apply

Some place orders on your vendor accounts; others make you switch.

- My accounts
- Their accounts

NOTES

08 **Does it handle approvals, receiving, and AP?**

Doesn't apply

Procure-to-pay covers POs and invoices; a marketplace stops at the cart.

- Full procure-to-pay
- Ordering only

NOTES

09 **Is it a membership, a fee, or free to use?**

Doesn't apply

GPOs and networks often charge dues; marketplaces may earn on the order.

- Membership dues
- Per-order
- Free to use

NOTES