



Hardware & Devices

Physical clinical equipment — scanners, 3D printers, chairs, implant systems — usually paired with companion 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 **Is the device FDA-cleared for its clinical use?** Doesn't apply

Clearance varies — scanners and implant robots aren't all cleared the same.

Cleared NOTES

Pending

Not applicable

02 **Does it work with the scanner and PMS I have?** Doesn't apply

Open-format export and PMS links decide whether it fits your existing setup.

Open / integrates NOTES

Closed ecosystem

Unclear

03 **Is the software a subscription on top of hardware?** Doesn't apply

Companion software often carries its own recurring fee beyond the device.

Included NOTES

Separate subscription

Free software

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

Coverage on sensors, arms, and print heads varies widely — read the term.

Multi-year NOTES

1 year

Quote only

05 **How fast can you service or swap a failed unit?**

Doesn't apply

A dead chairside device stalls production until it's repaired or replaced.

- Loaner / fast swap
- Mail-in repair
- Unclear

NOTES

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

Doesn't apply

Scanners, printers, and guided surgery have real learning curves.

- In-person training
- Remote / online
- Self-serve

NOTES

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

Doesn't apply

Capital equipment is a big outlay — lease terms change the real cost.

- Lease or finance
- Buy only

NOTES

08 **Are consumables locked to your brand?**

Doesn't apply

Proprietary resins, kits, or appliances raise the true cost of ownership.

- Open consumables
- Proprietary only

NOTES

09 **Will it integrate with my lab and workflow?**

Doesn't apply

Lab connectivity and export decide whether cases flow out cleanly.

- Lab-connected
- In-office only
- Unclear

NOTES