



WHITE PAPER

The Silent Profit Leaks in Your Dental Supply Ordering –and How to Stop Them

Executive Summary

Managing the dental supply ordering is a critical yet often overlooked aspect of running a profitable dental practice. Hidden inefficiencies in traditional supply procurement processes quietly erode profitability, consume valuable staff time, and hinder growth opportunities. These silent profit leaks include outdated manual ordering methods, fragmented supplier relationships, opaque pricing, and mismanaged inventory—all of which impact practice efficiency and financial health.

This white paper explores the hidden costs of inefficient supply ordering management and provides actionable solutions to help dental practices reclaim lost profits and optimize operations. By identifying key areas of waste, leveraging modern technology, and adopting streamlined systems, practices can reduce overhead, enhance team productivity, and focus more on delivering exceptional patient care.



The goal of this white paper is simple: to empower dental practices to uncover inefficiencies, implement smarter processes, and unlock their full profit potential. Whether you're looking to save time, cut costs, or improve staff morale, the insights and strategies outlined here will help you transform your supply management process into a competitive advantage.

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The Costly Gaps in Traditional Supply Management

Dental practices often unknowingly lose profits due to inefficiencies and outdated processes in supply ordering management. These silent leaks can have a significant impact on practice revenue and growth.

Inefficiency in Manual Ordering

Many practices still rely on outdated methods for ordering supplies and equipment, such as:



Phone calls, texts,
or emails



Browsing through catalogs
or navigating complex
supplier websites



Using spreadsheets to
manage inventory

These manual processes waste valuable time, pulling dental teams away from patient care and growth-focused activities. The result is significant time loss and missed opportunities to save on supply costs.

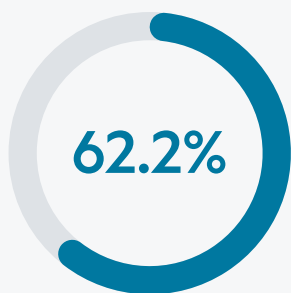


Increased Overhead Costs

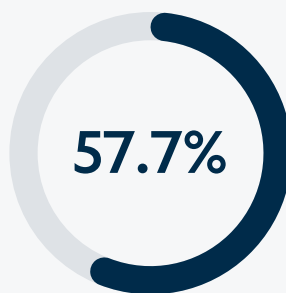
Overhead expenses are rising at an alarming rate, putting immense financial pressure on dental practices. Between 2013 and 2022, dental practice revenue grew by only 2.2%, while expenses surged by 7.7%, [according to a recent ADA study](#). This disparity underscores a troubling trend in which revenue growth fails to keep pace with escalating costs.

[The Health Policy Institute's 2024 Economic Outlook and Emerging Issues in Dentistry Report](#) further highlights the financial strain on practices. Rising expenses and overhead costs rank among the top three challenges dental practices are expected to face in 2025. When combined with low insurance reimbursements and frequent denials, many practices are experiencing reduced revenue while struggling to find ways to cut costs.

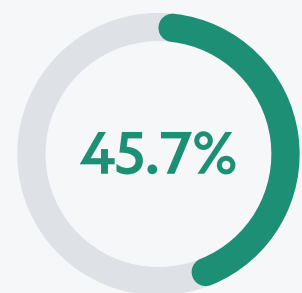
Top 3 Challenges for Dental Practices in 2025



Staffing/recruitment and retention/workforce shortage



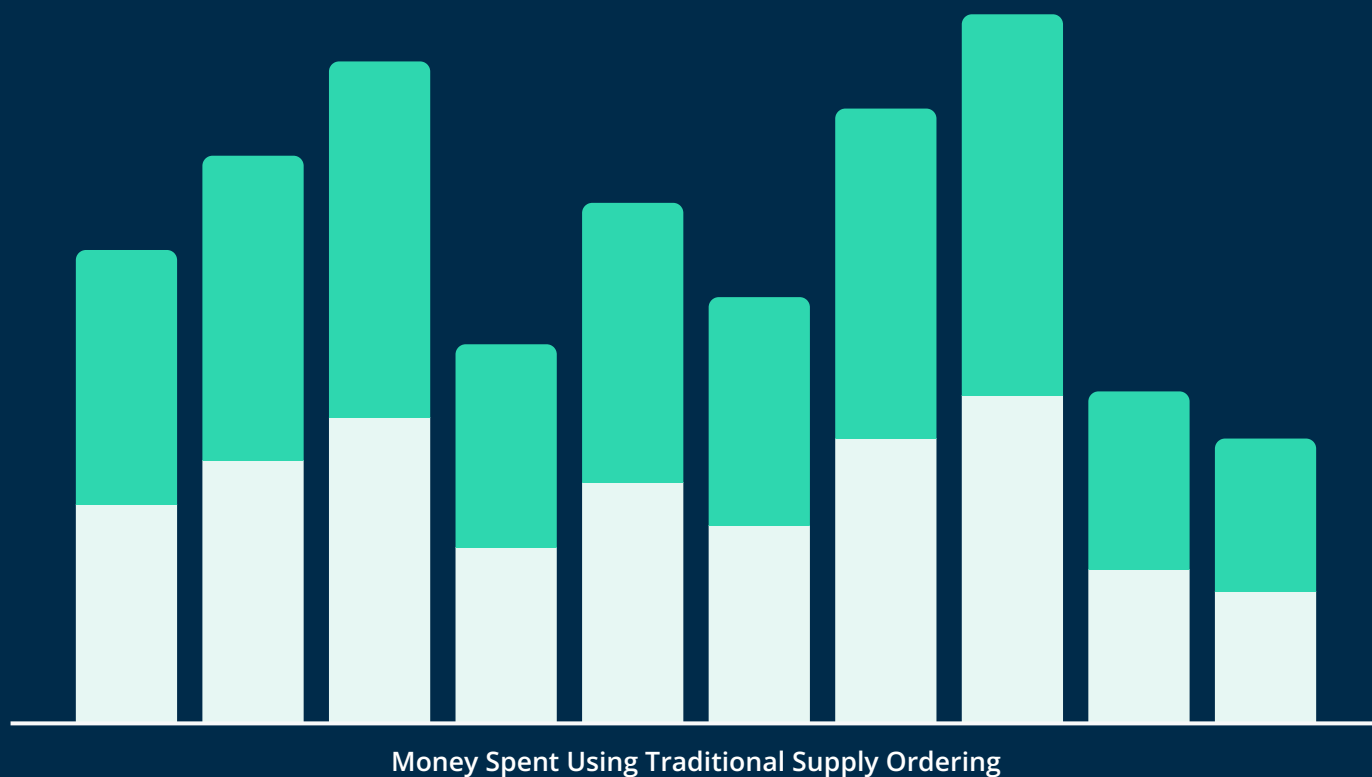
Low insurance reimbursement/denials/Medicaid and Medicare/other insurance issues



Increasing expenses/overhead costs

Adding to the problem, traditional supply ordering methods often result in **practices overpaying for supplies by an average of 17% or more**. Without bulk purchasing options, price negotiation power, or market transparency, practices are left vulnerable to unnecessary costs that quietly drain profits year after year.

● Overpayment



Fragmentation and Lack of Integration

Dental practices often deal with multiple suppliers, creating a fragmented and disjointed system for ordering and inventory management. This disorganization leads to increased risk of stockouts, difficulty tracking inventory and payments, and delays in patient care due to supply shortages.

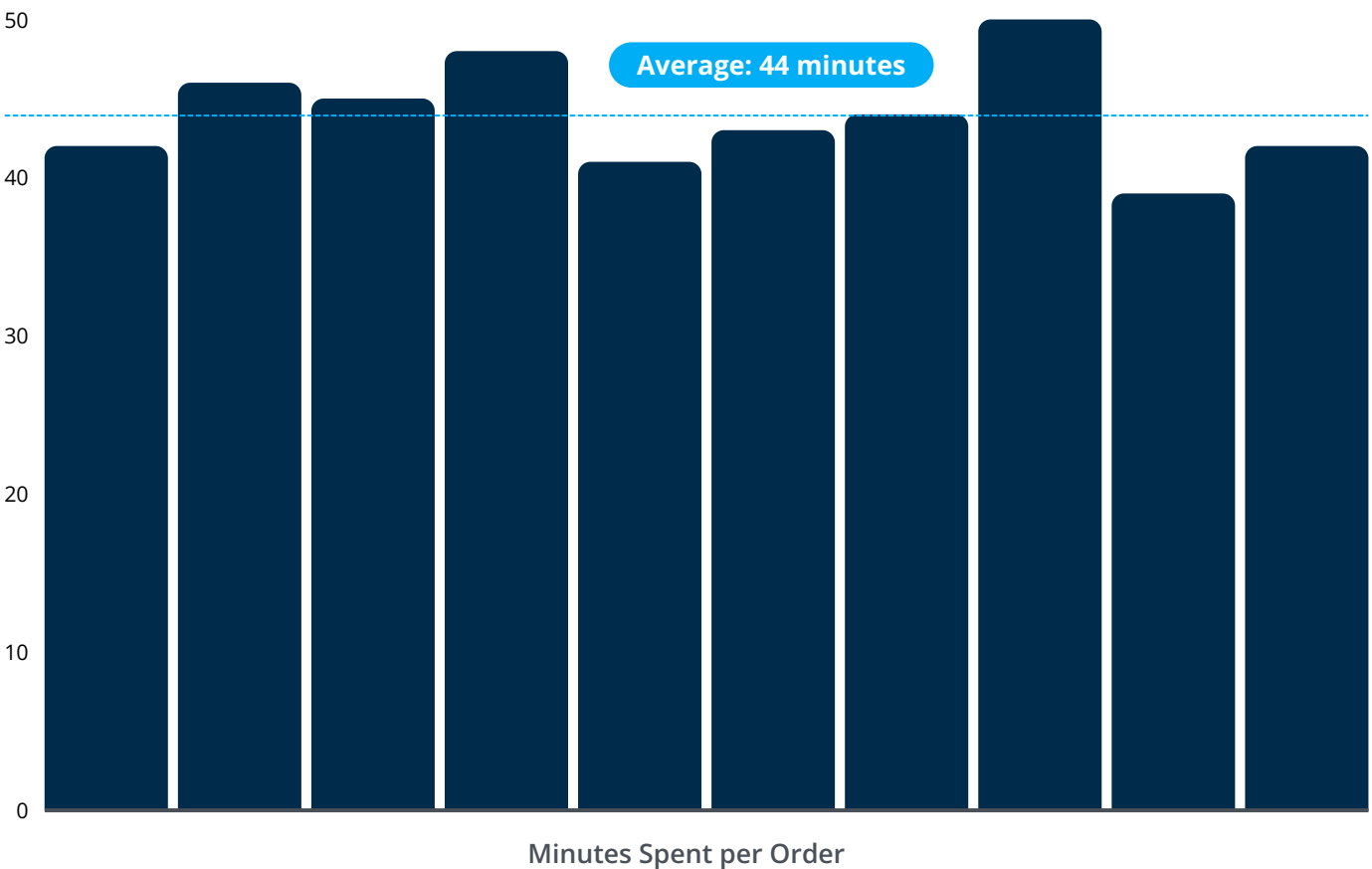
An integrated solution is essential to eliminate these inefficiencies, reduce costs, and ensure seamless operations.

Time Wasted is Money Lost: How Managing Orders Steals Your Practice's Potential

Time Spent on Ordering and Inventory Management

Managing supply orders is a time-consuming burden for many dental practices. In fact, it's been shown that manual processes are consuming an average of **44 minutes per order!** For larger practices, the time spent on these tasks can reach significant levels, taking up entire workdays.

This time drain represents a missed opportunity for practices. Every hour spent on non-clinical tasks is an hour that could be devoted to improving patient care, enhancing team productivity, or generating revenue through additional patient services. Inefficient supply management not only costs time, but it also limits a practice's growth potential.





Impact on Staff Efficiency and Focus

The ripple effect of inefficient supply management not only extends to time loss, but also affects staff morale and efficiency. Dentists, hygienists, and administrative staff are often pulled away from their primary responsibilities to handle supply-related tasks, reducing the overall productivity of the team.

Burnout, a persistent challenge in the dental industry, is closely tied to this dynamic. Overwhelmed by tedious and repetitive tasks, many dental professionals experience diminished job satisfaction. According to the [2025 Dental Post Salary Survey](#), **35% of dental professionals reported they are considering a job change**, citing factors like inefficiency and stress. Front office associates—those most often tasked with managing daily orders, deliveries, and vendor coordination face particularly high turnover.

The Burnout Problem in Dental Practices



35% Considering
a job change



28.8% Turnover of Front
Office Associates

The Hidden Costs of Obscure Pricing and Inventory Mismanagement

Managing dental supply orders is riddled with hidden costs that drain profits and disrupt operations. Two significant contributors to these inefficiencies are unclear pricing and inaccurate inventory management.

1 Unclear Pricing and Lack of Price Comparison

The lack of transparent pricing from suppliers leaves many dental practices vulnerable to overpaying for supplies and equipment. Without a clear understanding of market rates or the ability to compare prices, practices often face inflated costs. Practices [should aim to allocate 5 to 6% of their revenue](#) to supply and equipment purchases. However, achieving this is difficult due to:

- **Price Opacity:** Many suppliers do not provide clear or consistent pricing, making it nearly impossible for practices to ensure they are receiving fair rates.
- **Lack of Price Checks:** Without tools to regularly compare prices, practices often pay more than necessary, cutting into profits.
- **Missed Savings Opportunities:** Practices that lack bulk purchasing power or negotiated discounts unknowingly overpay for routine supplies.
- **Commission-Driven Sales:** Traditional supply reps often prioritize higher-priced items to increase their commissions, further driving up costs for practices.





2 Inaccurate Inventory Management

Traditional ordering systems often lack real-time data and integration, making it difficult for dental practices to maintain accurate inventory levels. This results in two common and costly issues: overstocking and stock shortages. Overstocking ties up funds and wastes valuable storage space, while stock shortages disrupt patient care and can lead to lost revenue. Without a way to properly forecast, practices frequently rely on manual methods, such as staff memory or spreadsheets, which are prone to errors.

For example, one practice struggled with overstocking because its hygienists and dental assistants were unknowingly placing duplicate orders for the same supplies. Without a centralized system to track inventory in real time, different team members ordered items independently, leading to excess stock of some products while still running out of critical essentials. This lack of coordination not only resulted in wasted supply costs but also created inefficiencies that disrupted daily operations. Since switching to a streamlined system, the practice has gained full visibility into supply levels, preventing unnecessary orders and ensuring they always have the right products on hand.

[Click here](#) to find out how much hidden costs and inefficiencies are impacting your practice's bottom line.

The Urgency of Change: Why Your Supply Ordering Needs to Evolve

In a world where nearly every aspect of daily life has shifted online—booking reservations, shopping for essentials, managing finances—it's surprising that many dental practices still rely on outdated processes for managing their supply ordering. While the world around them advances, these practices miss out on the significant advantages that modern technology offers.

Modernizing your practice is more than keeping up with trends; it's about transforming the way you operate. By embracing technology, dental practices can streamline workflows, enhance the patient experience, and optimize overall efficiency. Transitioning to a cloud-based, all-in-one system for supply and equipment ordering eliminates the complexities of traditional methods, automates inventory management, and ensures timely restocking. This shift not only reduces human error but also improves efficiency across the board.



Digitizing key aspects of practice management can help your team collaborate more effectively, provide higher-quality patient care, and drastically reduce costs. For example, the right supply procurement platform offers tools and features that revolutionize operations, such as:



AI-Powered Smart Catalogs

Shop for authorized products all in one place with transparent, industry-leading pricing.



Collaborative Tools

Foster teamwork with features that allow seamless coordination across your practice



Customized Solutions

Gain access to personalized inventory shopping lists and spend analytics that cater to your practice's specific needs.



Centralized Procurement

Integrate supply management into one platform, enabling transparent pricing and improved supplier relationships.

With a modern system, dental practices can reduce the time spent on supply ordering by dozens of hours each month. This reclaimed time can be reallocated to patient-focused activities, boosting team morale, increasing patient satisfaction, and ultimately improving practice productivity.

The urgency to evolve is clear. By adopting the right technology, practices can free themselves from the inefficiencies of outdated processes, ensuring they remain competitive in today's fast-paced, patient-centered healthcare environment.

Reclaim Hidden Profits: The Financial Impact of Streamlining Supply Orders

By addressing inefficiencies in time management and cost control related to supply ordering, dental practices can unlock significant savings and increase their revenue potential.

Time-Related Savings and Increased Production

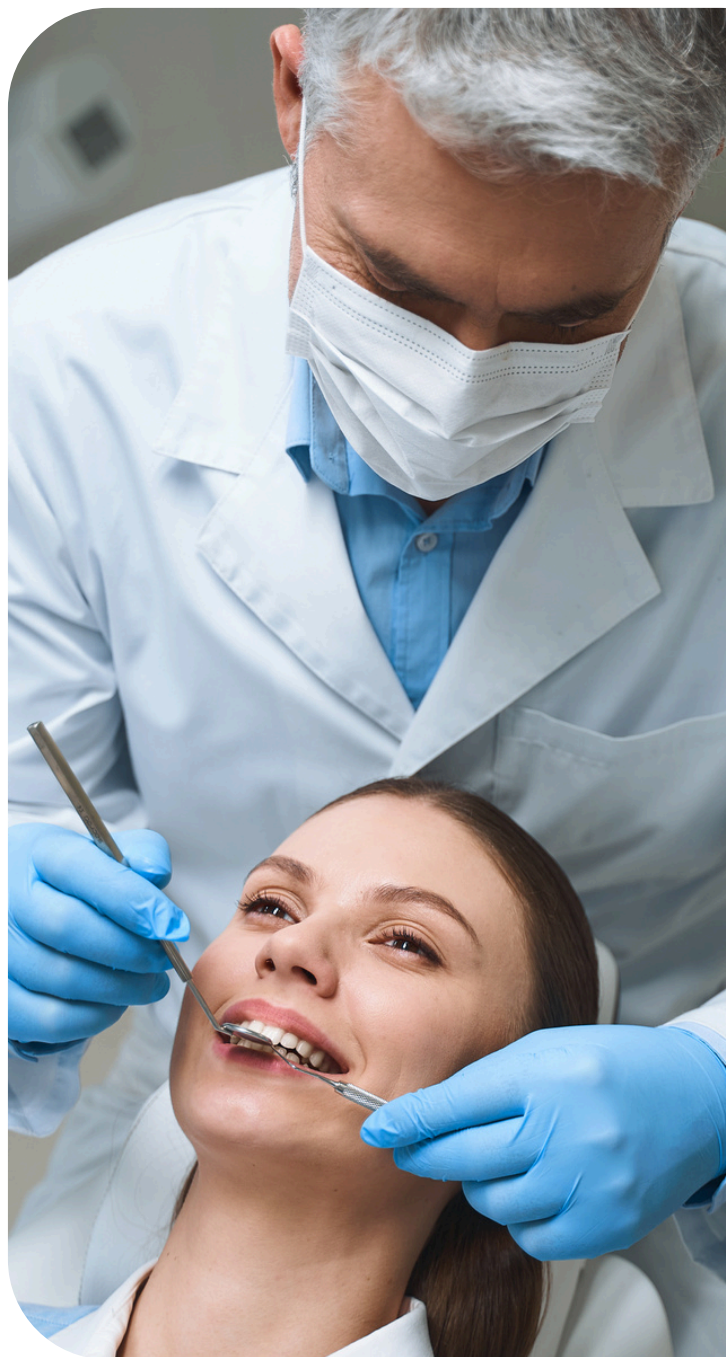
Manual supply ordering and inventory management consume valuable time that could be better spent on patient care and practice growth. Automating these processes allows practices to reclaim hours lost to administrative tasks, enabling staff to focus on clinical and revenue-generating activities.

When team members are freed from non-clinical responsibilities, practices can:

- See more patients, increasing visit volume and treatment acceptance.
- Improve patient satisfaction by dedicating more time to personalized care.
- Boost team morale and productivity by reducing stress and administrative burdens.

Example

[Smilen Dental Group transformed its operations](#) by adopting an all-in-one dental supply platform. Consolidating 30 different procurement sources into a single streamlined system **cut their time spent on ordering by 50%**. With the saved hours, they were able to reallocate resources to clinical activities, significantly increasing production and enhancing patient care.





Cost Reduction

Streamlining supply management also provides tangible financial benefits. By implementing a centralized and transparent system, **practices can reduce overhead costs by 17% or more.**

Key contributors to cost reduction include:

- Access to better pricing through negotiated discounts and transparent cost comparisons.
- Reduced waste from overstocking or mismanaged inventory.
- Optimized ordering processes that eliminate unnecessary purchases.

The combination of time savings and cost reduction not only improves a practice's bottom line but also positions it for sustained growth and profitability. Every dollar saved and every minute reclaimed contributes to a more productive, patient-focused, and financially sound practice.

Traditional Supply Ordering vs. Torch Dental Comparison

Time Spent on Orders (Monthly)

20+ hours vs. 5 hours

15+ hours reduced

Inventory Accuracy

60% vs. 95%

35% more accurate

Uncovering Your Practice's Potential

Optimizing supply ordering can transform your practice's efficiency and profitability, but the first step is recognizing the inefficiencies in your current system. By reflecting on your team's supply ordering-related pain points and leveraging the right tools, your practice can unlock hidden potential for savings, productivity, and growth.

Recognizing Inefficiencies in Your Current System

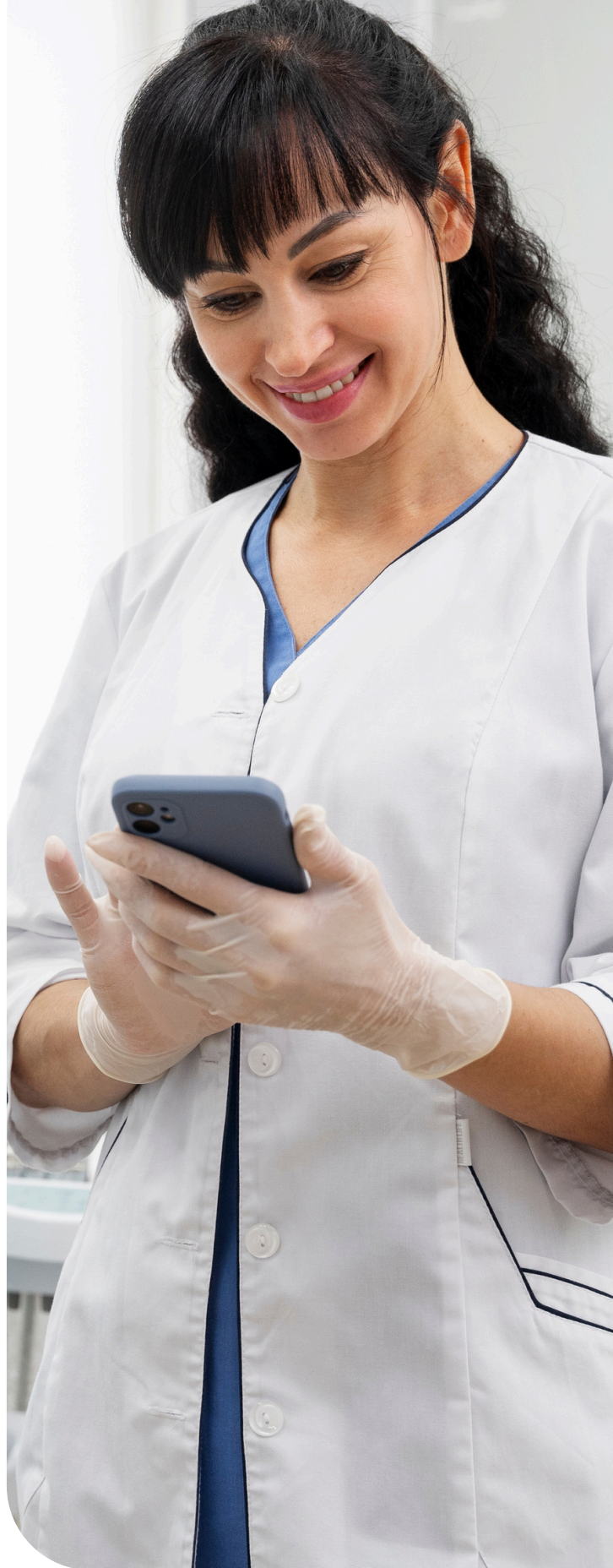
Many dental practices unknowingly lose time and money due to outdated supply management processes. Consider your current system:

- How much time does your team spend on ordering supplies each week?
- Are you confident you're getting the best prices, or is lack of transparency leaving you overpaying?
- Do you frequently experience overstocking, running out of essential items, or struggling to track inventory?

Does your current system...

- ☐ Require hours of manual effort for supply management?
- ☐ Lack tools to compare prices or track spending?
- ☐ Cause stress or inefficiencies due to juggling multiple vendors?

Recognizing these bottlenecks is the first step toward change.

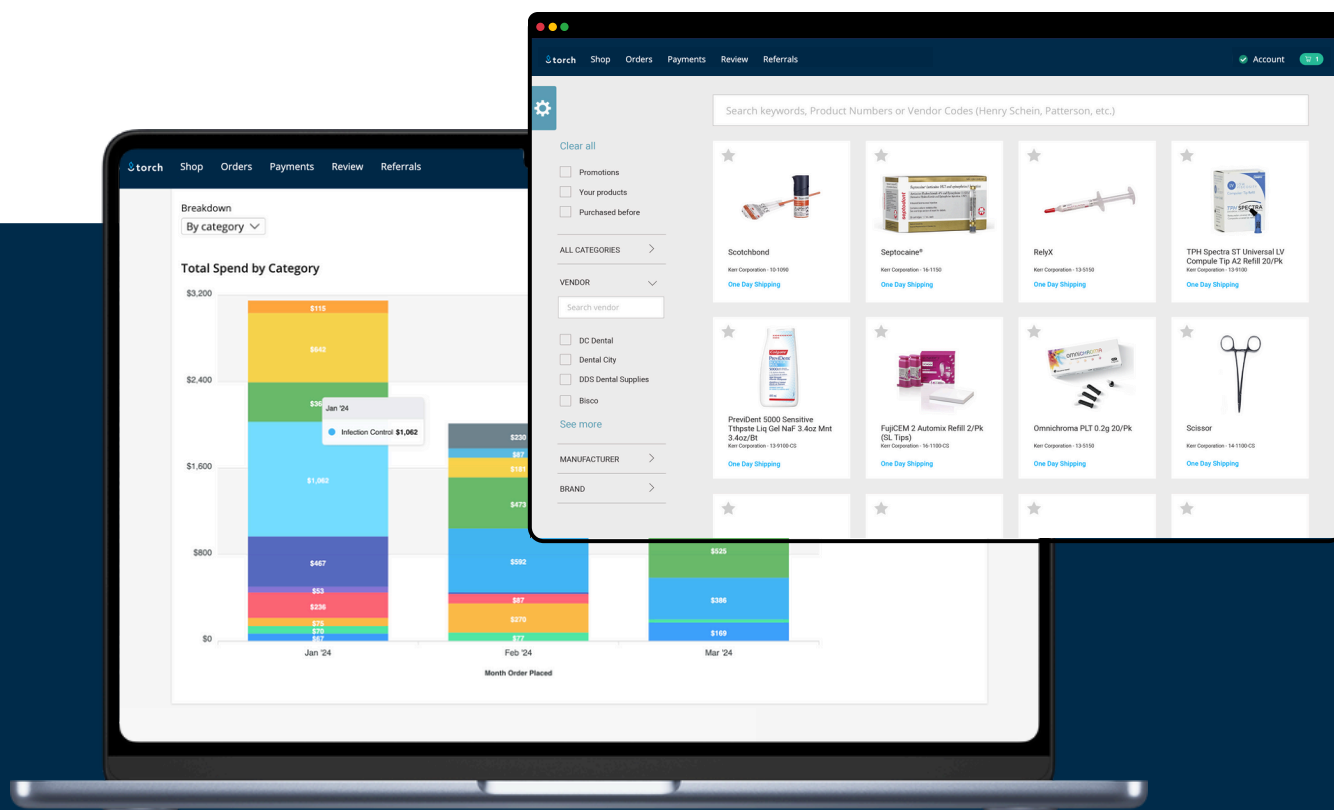


Tangible Benefits for Real Practices

The benefits of streamlining supply management are significant, as demonstrated by practices like Garden City Dental Center. After switching to an all-in-one system, [they saved 22% annually](#)—equating to \$27,200—while freeing up dozens of hours each month for staff to focus on patient care.

Here's how the modern system they adopted, Torch Dental, drove substantial improvement for their practice and many others:

- **Streamlined Supply Ordering:** Simplifies the process by consolidating all vendors into one platform.
- **Significant Cost Savings:** Offers transparent pricing and optimized procurement strategies.
- **Time Efficiency:** Automates ordering, giving staff more time for patient-facing activities.
- **Inventory Management:** Provides tools to maintain better control, minimizing overstocking and stockouts.
- **Vendor Management:** Acts as a single point of contact, removing the hassle of dealing with multiple suppliers.
- **Improved Staff Morale:** Frees staff from repetitive tasks, boosting satisfaction and productivity.
- **Increased Transparency:** Delivers detailed spending insights, helping practices make informed decisions.





Leveraging Data to Drive Change

Data-driven decision-making is essential for improving efficiency. Tools like Torch Dental's *Rate My Practice* make it simple to uncover hidden savings and efficiency gains. In just minutes, you can:

- Identify areas where your practice is overpaying.
- Highlight inefficiencies in your ordering process.
- Calculate potential time and cost savings with a more modern approach.

Interested in the specific impact a modern supply ordering platform can have on your practice? Try [Torch Dental's Rate My Practice tool](#) to get detailed insights on your practice's financial and productivity potential, or [schedule a demo](#) to see firsthand how Torch Dental can help you maximize savings and efficiency.

The choice is clear—modernizing your supply management isn't just about saving money; it's about building a more profitable, streamlined, and future-ready practice. Now is the time to take the first step toward greater efficiency and financial success.

Appendix

Rate My Practice Overview

Optimizing your practice's efficiency and profitability has never been easier. Torch Dental's *Rate My Practice* tool is designed to help dental practices uncover hidden savings and identify opportunities for improved productivity—all in just a few minutes. With this easy-to-use tool, practices can:

- Identify areas where you may be overpaying for supplies and **discover how much you can save** with transparent pricing and optimized procurement strategies.
- Gain insights into how a modernized approach can **reduce the hours spent on manual ordering** and inventory management.
- **Estimate the additional revenue you could generate** by reallocating time saved toward patient care and other clinical activities.

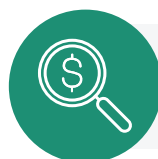
How to Use the Rate My Practice Tool



Step 1
Input current spend



Step 2
Receive report



Step 3
Analyze savings

Ready to uncover your savings and increased production potential?

Try the *Rate My Practice* tool and take the first step toward transforming your practice.

For even deeper insights, explore our resources at www.torchdental.com or [schedule a personalized demo](#) to see Torch Dental in action.

Your Practice

Provide a few pieces of info about your practice to learn how much you could save on dental supplies and how much you could increase profit.

Number of Practice Locations
How many locations does your practice operate?

Monthly Supply Spend
What is your practice's average monthly spending on supplies per location?

Average Number of Orders Per Month
How many supply orders does your practice place monthly per location?

Typical Production (Revenue) Monthly per Location
How much revenue does your practice typically generate monthly per location?

Your Name

Your Email

Phone

[See Your Return On Investment](#)