

From 12 Websites to One Platform: A Dental Practice's Procurement Evolution



Jeremey Silverman
General Dentist and Practice Owner

Challenges

Manage procurement for a new startup dental practice, while manually comparing prices across 12+ supplier websites and trying to maintain optimal inventory levels with limited cash flow.

Solution

Leveraging Synergy's benefits and partnership with Method to access Method's centralized platform to provide a single interface for all procurement needs, including automated price comparison, formulary management, and streamlined ordering processes. This comprehensive approach eliminated the need for multiple website logins, manual price checking, and disorganized supply tracking.

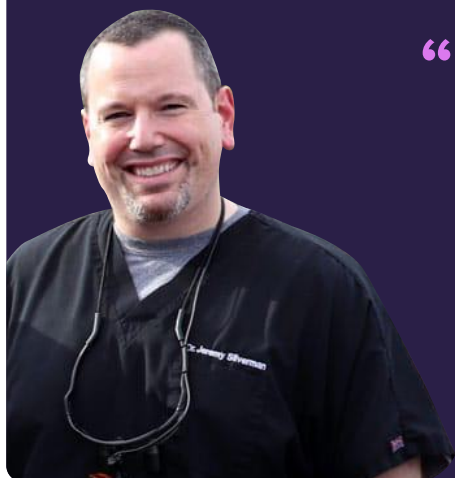
The Results

- ✓ Supply costs reduced to 4.8% (well below industry average of 6.5%)
- ✓ Procurement time reduced from hours to minutes per order
- ✓ All supplies consolidated into one manageable formulary
- ✓ Ordering process simplified enough to delegate to staff
- ✓ Zero stockouts or emergency orders needed
- ✓ Full visibility into spending across all suppliers

There's no "good" time to start a dental practice though there are undoubtedly more challenging ones. For one Arizona practice and Synergy Dental Partners Member, Peace of Mind Dental, this was their reality. But tough times make for creative solutions. Jeremy Silverman and his team found that launching during the pandemic meant finding innovative ways to control costs and streamline operations from day one.

The breaking point in manual procurement

While building patient trust was crucial, managing the practice's supply chain proved equally challenging. Not only was the burgeoning practice struggling with the same supply chain issues as everyone else, trying to find the right suppliers to work with was a significant challenge. Jeremy and his team were left with the “traditional approach”. In other words, they were visiting supplier site after supplier site to compare prices and that was becoming unsustainable.



“ Before the process for me was going to individual websites like DC Dental, Darby Dental, EdgeEndo, and other suppliers. It was probably a dozen or more websites, and we’d check and compare all these sites and try to find the best deals. And it was just such a waste of time ”

Dr. Silverman

Tracking inventory, comparing prices across a dozen websites, and managing multiple supplier relationships creates an unsustainable workload. Without centralized data, practices often over-order to avoid stockouts or rush-order at premium prices when supplies run low.

That added up to wasted time and resources that are always at a premium but were doubly so for the fledgling practice.



Five advantages of adopting spend management software

Fortunately, Dr. Silverman and his team discovered Method through their Synergy membership. After a brief implementation, the team saw an immediate impact.

“ Method has really helped me streamline my supply and small equipment ordering. It's allowed me to have one place to compare prices, and it makes it a huge time saver for me. ”

The switch to Method delivered immediate improvements in five critical areas:



Centralized Ordering

"Now that I don't have to do that at all anymore, it's all incorporated into Method and even the option to add other vendors to Method that weren't originally set up when I got on, which is excellent."



Automated Price Comparison

"Time is money, and I spent so much time going from website to website, looking for different supplies, trying to find the best deals, and that was such a lot of time wasted."



Formulary Management

"It's so streamlined. I can delegate this process to my assistant without any issue. Everything will be set up. Formularies and lists are right there."



Time Efficiency

"If we need to order something, again, there's no searching around. It's right there for us and we know we're getting the cheapest price immediately being compared to others."



Cost Control

The practice achieved supply costs below 4.5%—significantly better than the industry average of 6.5%.

Measurable results and future growth

“ I've had months where [supply costs] were below four and a half percent, but on average throughout the year. Last year, 4.8% was my supply cost. And then you mentioned the industry average is I think six and a half. So happy to hear that. ”

This significant reduction in supply costs directly impacts the practice's bottom line. For a practice generating \$1 million in annual revenue, the difference between the industry average of 6.5% and achieving 4.8% represents \$17,000 in annual savings—money that can be reinvested in growth, technology, or staff development.



Looking ahead, Peace of Mind Dental sees Method as integral to their expansion plans.

“ It really makes me also think about scaling in the future. If I ever did want to scale open more practices, this would be even more beneficial because it can just be transferred to your next office. All of your formulary is set ”

The value of standardized procurement becomes even more apparent when considering expansion. Multiple locations often struggle with inconsistent ordering practices and varying costs across sites.

Method's platform ensures that best practices and preferred products are automatically shared across locations, eliminating the need to rebuild procurement processes with each new office while maintaining the cost savings that made the initial implementation so successful.

The new standard for dental procurement

Practices face new challenges all the time: rising supply costs, price creep from vendors, and the operational burden of managing multiple supplier relationships.

Research shows that without proper procurement controls, practices often work with 20+ suppliers, leading to inefficient spending and administrative overhead. High-performing practices typically maintain their supply costs at or below 5% of revenue. This benchmark is becoming increasingly difficult to achieve through manual processes alone.

The practice's journey from startup to efficient operation demonstrates that systematic procurement can put your practice on the path to sustainable and achievable growth. By eliminating time-consuming price comparisons and maintaining clear spending visibility, Method allows practices to focus on what drives real value: establishing a reputation for quality patient care.

For Dr. Silverman, the value his team gets from procurement software remains clear: "Honestly, I think it's well worth the price of admission," he told us in conversation, pausing for a moment before adding, "The time savings alone is well worth it."

Ready to wrangle costs and procurement efficiency to your dental practice?

[Learn more about how Method can help](#)