

Brookline Family Dental

Prepared by Smallstreet • Dental Practice • Review period: trailing 12 months

IDENTIFIED ANNUAL SAVINGS

\$26,805/yr

Across 7 recurring-spend categories — about 14% of reviewed controllable spend, recurring every year.

\$191,850 controllable spend reviewed
7 savings opportunities found
4 capturable in the first 30 days

BUSINESS SNAPSHOT

BUSINESS TYPE General dentistry	ANNUAL COLLECTIONS ~\$1.1M	OPERATORIES 4	STAFF 8	ACTIVE VENDORS 22
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WHERE THE MONEY IS LEAKING

SPEND AREA	CURRENT / YR	BENCHMARK / YR	SAVINGS / YR	EFFORT
Dental supplies Buying direct at list. Dental GPO membership benchmarks 15–25% off the same SKUs.	\$71,500	\$61,490	\$10,010	MEDIUM
Lab fees Single lab, no competitive bid in 4 years. Case mix supports tiered pricing on routine units.	\$66,000	\$60,720	\$5,280	MEDIUM
Card & patient financing fees Flat-rate processing at ~2.9%; interchange-plus benchmarks near 2.35% at this volume.	\$15,950	\$12,925	\$3,025	LOW
Practice-management software Legacy contract with per-seat add-ons; comparable cloud platforms start near \$179/mo.	\$9,600	\$5,400	\$4,200	LOW
Malpractice & liability insurance Auto-renewed 3 straight years without re-quote or credential-based discount review.	\$12,000	\$10,200	\$1,800	LOW
Medical waste & sterilization Auto-renewing contract with a 6% annual escalator and no cap; market rate is lower.	\$5,400	\$4,050	\$1,350	MEDIUM
Utilities, phone & internet Legacy business plan past promotional pricing across two lines.	\$11,400	\$10,260	\$1,140	LOW
Total	\$191,850	\$165,045	\$26,805	

YOUR ACTION PLAN

QUICK WINS — FIRST 30 DAYS \$10,165 / yr → Card & patient financing fees → Practice-management software → Malpractice & liability insurance → Utilities, phone & internet	NEXT — 60 TO 90 DAYS \$16,640 / yr → Dental supplies → Lab fees → Medical waste & sterilization
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What this audit is worth.

A \$1,500 Spend Audit that surfaces \$26,805 in recurring annual savings pays for itself many times over — in year one and every year after.

~18x
first-year return

Illustrative sample. Brookline Family Dental is fictional, created to demonstrate the Spend Audit format for dental practice. Figures modeled on 2026 benchmarks: dental supplies 5–8% and lab fees 5–8% of collections, GPO savings 15–30%, practice software from ~\$179/mo. Your actual savings are estimated from your own statements during your audit. Procurement and sourcing consulting, not financial or legal advice.