

STERILIZER TRACEABILITY PROCUREMENT

The vendor they’d never heard of was the best fit for their expanding operations.

How a multi-clinic dental group demoed nine sterilizer traceability systems, chose one that never would have surfaced through their reps, and negotiated equipment costs down by more than 30%.

2 → 12

Vendor options considered — before and after MedReddie

ORGANIZATION	REGION	CATEGORY	SELECTED VENDOR
East Coast Dental Group	Atlantic Canada	Sterilizer traceability	Alpha Micro Tech

01 — THE PROJECT

A dental-specific need in a market built for medical.

Selecting a digital sterilizer traceability system meant filtering a market built mostly for medical clinics. The dental industry has different workflows, and the East Coast Dental Group demanded a higher level of traceability and usability. Before MedReddie, the team knew of two products, both surfaced by dental reps and neither met their needs. Every recommendation carried the same caveat: it came from someone selling something.



02 — THE PROCESS

From two known options to nine live demos.

MedReddie surfaced new solutions and brands to the team, with every demo's notes on the platform so anyone could catch up asynchronously. The finalists ran a 30-day live trial across a couple of clinics. Then, with market data in hand, the team turned a single expensive vendor quote into a competitive negotiation cutting equipment costs by more than 30%.

“If it wasn’t for MedReddie, we might not have been linked together with SteriScan. It was definitely a success.”

Jennifer
Practice Manager

Equipment savings

30%+

Vendors considered

2 → 12

Vendors demoed

9

Team access

24/7

“I didn’t have to worry about bothering anybody or waiting for the next business day.”

Angela
Training Coordinator

03 — THE REPEATABLE APPROACH

Scale your procurement in 3 steps

STEP 01

Define your initiative

Tell MedReddie your procurement process, regional requirements, solution category and specific requests

STEP 02

Generate evaluation criteria

We'll use market intelligence, peer reviewed research, and category-specific criteria to curate a new set of criteria for your needs.

STEP 03

Procure the solution you need

Translate consensus into structured criteria, requirements and evaluation logic.

Contact Us

✉ info@medreddie.com
🌐 medreddie.com

Sign up and run your first set of RfX Requirements FREE

