

3 mistakes to avoid when buying dental practice management software



In the last ten years, technology has dramatically increased our access to information and changed how we interact with one another. A decade ago, Google was just getting its start. Cell phones were just...phones. And the internet came to us over a phone line. Yet for all of the advances in technology, **most dental practices still run practice management software that was written in the 1990s**—even though practice management software is often the single most important piece of technology in a practice, the piece that brings it all together.

Today's dental industry is **highly competitive**, with sweeping demographic changes and rapid consolidation. **Outdated software doesn't cut it anymore**. For those who are taking a proactive approach and looking to migrate to a more modern solution, below is a list of **3 common mistakes to avoid when purchasing new dental practice management software**.

1 Don't get stuck with outdated technology

Software innovation in dental business applications takes place in the cloud these days—desktop software is going the way of the dodo. Purchasing desktop practice management software puts a practice at an immediate disadvantage because it's difficult and expensive to integrate internet applications with old-line software. Choose a practice management software vendor that operates in the cloud and has experience integrating with other popular dental practice applications.



2 Don't be a guinea pig for the new guys

It seems like new dental practice management software pops up all the time. But as the saying goes, “nine women can't make a baby in a month.” It takes years to refine a fully functional practice management application. Make sure your vendor isn't using you as a guinea pig to figure out tweaks that will benefit the next customer. Ask about their experience in the cloud and their track record as a practice management software provider.

3 Don't ignore the total cost of ownership

Many dentists and practice managers make the mistake of considering only sticker price when evaluating new practice management software, while ignoring the total costs over the life of the software, which can extend for years. Don't forget to include hardware costs, setup and implementation fees, ongoing IT support costs, and even the opportunity cost associated with downtime when your staff is training on a new system.



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About Planet DDS

Founded over a decade ago, Planet DDS was the first dental practice management solution built as a true cloud solution from the ground up. Since then, we've remained true to our initial vision: to help dentists run their practices so they can focus on what matters most—patient care. We now deliver our innovative cloud platform and virtual business services to thousands of dental professionals across the country.