D2D

Dental to Dental

Our Product & Service

Service 01: Dental Clinics

Search for high-quality products at the lowest prices for dental clinics.

Service 02: Dental Suppliers

Increase sales for the supplier's company while reducing spending on the sales team's salaries.

Our Team

Event Management

Sirk Suzana
Founder, CEO,
Sales Lead

Operation & Admin

Chray Bopor
Co-Founder, COO,
Administration Lead

Advisory Board

Dentist

Sirk Vansy
Owner of Sirk Vansy
Dental Clinic

Dentist

Bun Tila
Co-founder, CEO of
Well Dental Care

Problems

Dentists spend their time checking for the lowest prices from each supplier.

While they should have spent their time caring for their patients.

Suppliers find it hard to increase the number of products they sell.

Their sales team spends a lot of time visiting many clinics each day. This wastes their time and resources.

The dental clinics get annoyed by the sales team's frequent visits.

The salespeople push the dental clinics to buy their products even though they don't need them yet.

D2D Solution

D2D provides a Telegram chatbot that connects dental clinics with dental suppliers.

Benefits:

- Dentists can spend more time caring for their patients.
- Suppliers can reduce their sales team by up to 70%.

Freely Asking Questions

Dentists can freely ask questions on our Telegram chatbot. They can also request us to search for any products they need without any concerns.

Easy Access

With our Telegram chatbot, we ensure a user-friendly experience and provide easy access.

Essay Payment-making Process

With our Telegram chatbot, we ensure that the e-payment process is worry-free for our users. Additionally, they can choose to make payments by cash or e-payment after delivery.

$75 000 Investment

Telegram chatbot

10K

Operation expenses

30K

Sales & Marketing

30K

Admin Expenses

5K

Market TAM Analysis

D2D's market includes:

- Dental clinics (end users)
- Dental product suppliers (the business partners)

Cambodia

1K at least	Number of Dental Clinics
$20,000	Estimate the Average Annual Spending per Clinic
$30 million	Total Addressable Market (TAM)

Southeast Asia

50,000+	Number of Dental Clinics
$20,000+	Estimate the Average Annual Spending per Clinic
$1 billion	Total Addressable Market (TAM)

Competition

	D2D	Other Suppliers	Pill Tech (Indirect Competitor)
Trusted Company	✓	✓ (Some are)	✓
Experienced Dental Team	✓	✓ (Some are)	✗
Offers Supplier Prices to Clinics	✓	✗	✗
No Extra Fees for Clinics	✓	✗	✗
Commission-Based Sales Model	✓	✓ (Some are)	✗
Assists Suppliers in Sales	✓	✗	✗
Non-Pushy Sales Tactics	✓	✗ (Pushy sales tactics)	✗
Strong Relationships with Clinics	✓	✓	✗

Roadmap & Go-To-Market

2024 Phone Call & Telegram Chat Service

Currently, we provide services to our clients through phone calls and chats on Telegram.

2025 Telegram Chatbot Establish

We are advancing our technology by establishing a Telegram chatbot to make our business operations more convenient.

2026 Expand to B2B plus delivery service

We prioritize our delivery service to ensure the best experience for our clients, as they often need their products as quickly as possible.

2027 Connect with Southeast Asia Suppliers

D2D ensures that our clients can get the products they want from Southeast Asian countries as well.

2028 Enter Southeast Asia Market

D2D aims to enter the Southeast Asian market by becoming a B2B marketplace that facilitates large-scale trade between countries in the region.

2029 Emergency Service

Dentists often struggle to urgently find unique products, making it difficult for suppliers to assist in emergencies. However, D2D can efficiently source rare and unique items for them, thanks to access to products from multiple countries through trade.