



Datacon News

Monthly Newsletter for Our Datacon Clients

May
2007

Datacon Announces “One Box Solution”

By Jay de Long

Datacon is proud to announce our new “Mac Pro One Box Solution.” For the first time, you can store your Datacon database **and** all of your digital images on one lightening fast server with **one simple backup**.

The Mac Pro is the most powerful server offered by Datacon and can be set up with multiple configurations. The Mac Pro can be expanded to hold over a terabyte of data.

This server can be set up with a RAID1 (Redundant Array of Independent Disks), which creates an exact copy (or mirror) of a set of data on two or more hard drives. This possibility is very exciting and will provide increased reliability to all of your practice data. If your primary hard drive fails, you can run your

practice off of the secondary hard drive and experience zero down time until the primary hard drive is replaced!

Since the Mac Pro functions as a server, you will use it to store and backup your data and digital images. Most major clinical packages are written for PCs, so you may want PCs in the operatories—no problem! The Mac Pro will work in a network of Mac and PC workstations. The server will function as file storage and the clinical programs will reside on the PCs which access the images stored on the Mac Pro.

Note: Most leading digital image software is compatible with this server setup. Dexis, Schick, CliniView, Apteryx, VixWin are just a few.

Another great feature of this server is it enables you to perform one quick backup for all of your information. We recommend backing up to external hard drives and storing them off-site.

Please call Datacon today to find out more about this One Box Solution and see if it is right for your office.

Last Chance To Be On Time for NPI Deadline

By Mary Ellen Forman

The May 23rd deadline for the National Provider Identifier is quickly approaching! Have you gotten your NPI number yet? If not, you must apply for the number at:

www.nppes.cms.hhs.gov

If you must submit a paper application in order to get your NPI number, according to the website, it is taking about 20 days to process.

You will need N102 software or higher in order to utilize the NPI number on the new Laser ADA 2002 form. If your practice is a corporation, you will need the N106 version.

Please call Software Support today to schedule your software update! We anticipate a large volume of clients trying to get updated at the same time, so make sure you are first in line!

If you already have N102 but have not started utilizing the new form, call Software Support.

Designer Business Forms Supplies ADA Envelopes

By Ed Nathan

In a continuing effort to support your office with the acquisition of a National Provider Identifier (NPI) and the transition to the ADA 2002 claim form, I have arranged with Datacon to offer a 20% discount on the envelope used with the above form. This discount would apply to first time orders for both new and existing clients. This envelope complies with HIPAA requirements. Designer Business Forms can be reached at (800) 533-6915.

PLEASE CIRCULATE TO

Doctor Associate Office Manager Bookkeeper Office Staff

Consultant's Corner

The Economic Realities of Providing Dental Hygiene Services

Michael Perry, D.D.S., President, Momentum Dental Business Consulting, LLC
(707) 525-8700

When I started practicing in 1979, the hygienist in the practice I associated with was salaried at \$14.50 per hour with no benefits and we were charging \$39 for a one hour dental prophylaxis. If she arrived 15 minutes before work and left 15 minutes after, she would earn a total compensation of \$123 per day while producing an average of \$411 – a compensation to production ratio of 1 to 3.3. In the West Coast practices I'm coaching today, I would estimate the average total daily compensation for hygienists is \$450 with an average daily production of about \$800 – a ratio of 1 to 1.9.

Given that prices for dental services and employee compensation are subject to the same laws of economics that affect other service industries, what has gone wrong and why?

The most recognized indicator of inflation, the "consumer price index" (CPI) has averaged 4.15% over the past 23 years. This would mean that \$1.00 in 1979 would be worth \$3.66 today. This also means that the \$123 daily compensation for my hygienist in 1979 would be worth \$450.18 today.

My conclusion is that if hygienists' compensation was fair and adequate in 1979, it is fair and adequate today. The problem is on the production side of the equation. Why is it that production has not kept pace? I feel that there are two primary reasons – the control of fees by third parties (insurance carriers) and the "giving away" of periodontal treatment by clinicians.

Using the same CPI of 4.15% presented earlier, if \$39 for a dental prophylaxis was a reasonable fee in 1979, then \$143 would be the proper fee today. Rather than setting fees based upon the cost of practice, dentists have followed the lead of third parties in deciding what to charge for these procedures.

Some estimate the portion of American adults with periodontal disease at 75%. In my experiences with clients, the average percentage of patients receiving "cleanings" in the daily hygiene schedule is about 60%. This percentage indicates that either a large number of patients are not receiving needed periodontal treatment or they are receiving needed periodontal treatment free of charge along with their adult prophylaxis.

Dental hygiene consulting companies have emerged in the past two decades that will train teams how to better communicate with patients about periodontal treatment. These companies are thriving, in my opinion, because most dentists and hygienists are not able to move beyond these powerful paradigms that control their behavior around the delivery of dental hygiene services.

Note: In Datacon, it is very easy to track and identify patients requiring periodontal prophylaxis. Simply flag the patient or put them on a list so that when they are scheduled or appear on the schedule, the appropriate procedures and fees will be applied.

Funny Stuff

- ◆ If the #2 pencil is so popular why is it still #2?
- ◆ I intend to live forever, so far so good.
- ◆ I started out with nothing, and I still have most of it.
- ◆ Change is inevitable except from a vending machine.
- ◆ OK, so what's the speed of dark?

Datacon's Hours

Monday Through Friday
8am to 5pm, Pacific Time

Datacon Closed

May 28—Memorial Day

Current

Datacon Versions

Dental Software—3.5N(104)

pcLink—1.9 (04/24/2006)

pcLink for Mac—1.7

TimeClock—2.0(H)

Please call Software Support
if you need an update!



Datacon Dental Systems

144 South E Street, #144

Santa Rosa, CA 95402

(707) 523-7790

(800) 773-7878

www.datacondental.com

Classes

May, 2007

New User Seminar *

Monday, 05/11/07

Doctors Only

Wednesday, 05/23/07

June, 2007

New User Seminar *

Wednesday, 06/06/07

Airtight Recall *

Thursday, 06/14/07

Analysis Reports

Wednesday, 06/27/07

July, 2007

New User Seminar *

Monday, 07/02/07

Power User Seminar

Wednesday, 07/18/07

* Qualifies for
CE Credits

