



Solutions For a
New Economy



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2011 END OF YEAR PROCEDURES

It's that time of year again! Can you believe it? It's time to closeout 2011 and get your Dentech system ready for 2012.



**PRIOR TO PERFORMING END OF YEAR PROCEDURES,
PLEASE MAKE SURE YOU HAVE A VALID BACKUP!**

POSTING: After all activity has been entered for 2011, run POSTING manually. **Do not wait until January to post.** To ensure that posting runs in 2011, do not run posting through the Job Scheduler. ****If you have POSTING in the Job Scheduler you need to remove this from the Job Scheduler and reset the dates to begin running for the first business day in January.***

DAYSWORKED (Unix Only): Begin the year of 2012 with accurate information in the Practice Manager. By adding the number of days your providers are projected to work on a monthly basis, you will begin to build the Day and the \$/Day in both the Month to Date and Year to Date totals.

RESET INSURANCE MAXIMUMS:

This should be run after all activity has been entered for 2011 and before any work is entered in 2012.

Reset Maximums After: 12/31/2011 **Thru:** 01/31/2012

****If you have Reset Maximum set to run in Job Scheduler make sure that it is set to run on January 1.***

Reset Patient/Dr. Referral Period?: Answer "Yes" if you want the system to zero out the count for the Patient and Doctor referrals. This will allow the system to begin counting the referrals again starting January 1. The count of "Total Referrals" is not affected.

End of Year? (Unix Only): ****Remember to press F2 to activate the End of Year prompt.*** Answering "Yes" tells the system that all of the financial transactions have been posted. What this does: In Patient Registration any amounts accumulated for this years "Year to Date" totals will be moved to the "Last Year" column. ****DO NOT answer "Yes" to this question more than once or you will lose your figures! When the question comes up again at the end of January, answer "No".***

MONTH END GENERATION: Month End Processing should be done after all of the above has been completed.

Month: 12; **Year:** 2011; **Pay Class Data (Unix) / Production by Pay Class? (Win):** Y

**** If MONTH END is scheduled to run in the Job Scheduler make sure that it is set to run on January 1.***

GENERATE AND PRINT REPORTS: Account Receivable reports, if required by you or your Accountant, should be run prior to 2012 entries. Time sensitive reports include: Producer A/R along with Daysheet A/R, Aged Accounts Receivable, and Payor A/R. All other Dentech reports can be requested at anytime as needed.

The End of Year Procedures and screenshots can be found on the front page of the Dentech website, www.dentech.com. If you have any questions, please refer to the website for further instruction.

WHAT'S THE DIFFERENCE?

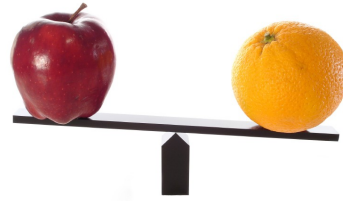
When evaluating products make sure you're not comparing apples to oranges.

How does one begin to make educated decisions regarding a computer system and clinical applications? Does one research every possible scenario, piece of hardware, clinical tool or application available? Does one have that much time on their hands? Probably not. Most people rely on the information and recommendations of others for their source.

There are a number of companies that offer computer products and services for dental professionals. While most are good, the best solution for your practice will be the one that provides you with the most comprehensive solution to suit your needs.

Comparisons are often made between practice management software and most start with the appearance. While aesthetics are important, remember beauty is only skin deep. To make a fair evaluation of any product, one may start by doing a side-by-side comparison. But first, one must define how they want their dental office to operate and then focus on the solution that meets those requirements. How similar or how different are the two solutions? How are the differences going to affect what your goals are? Are statements made by these companies backed up with cold hard facts?

The Softech staff is often asked how we differ from other systems. The difference is that Softech addresses all people, process, and technology components to develop comprehensive solutions for any practice. The Softech solution includes practice management software, imaging software, digital sensors, intraoral cameras, voice-activated clinical charting, and much more. Rest assured Softech researches and partners with the best the industry has to offer when it comes to dental office solutions.



Secondly, we understand that Doctors want alternatives. Softech provides an array of solutions and does not trap you with proprietary technologies that limit your options. Sure, we can provide you with everything you need to successfully run the practice, but we will always give you the flexibility to choose the product best for your needs. We are here to help make your digital transition smooth and will provide advice every step of the way.

Softech only uses "name brand" hardware from companies that back their systems with the best warranties in the business. With over 30 years selling computer hardware, we've come to realize the value of a well built system and your business should insist on the same.

Before signing on that final dotted line, one should be sure to evaluate support options, training and electronic services that will continue to enhance the overall performance of the system. Many companies *only* support their own software, thus leaving the Doctor to 'fend' for themselves. Softech not only fully supports all Softech programs, it also supports the third party programs, clinical applications, and hardware when purchased from Softech.

There are so many aspects to consider when providing you a complete dental system. At Softech we are always striving to be exactly what our customers expect and have come to know. Just as your dental practice relies on word of mouth, no business can survive without happy customers. Your relationship shouldn't end after a sale, it should just be the beginning!

Upcoming Events



CHICAGO MIDWINTER MEETING

FEBRUARY 23-25, 2012

McCormick Place West – Chicago, IL

BOOTH# 608



ANNUAL SESSION

APRIL 18-21, 2012

Lansing Center — Lansing, MI

We understand the panic and indecisiveness that comes along with purchasing new equipment for the practice. You ask yourself: *Is this the best quality product? Will it work with my practice management system? Will it integrate with my other clinical applications?* These are all common and **very important** questions to ask prior to purchasing new equipment or software. Bring your questions to our booth so we can help make sure all of your equipment can and will work together.

CHARTING
X RAY SENSORS
IMAGING SOFTWARE
INTRAORAL CAMERAS
PRACTICE MANAGEMENT
ELECTRONIC CLAIMS
COMMUNICATIONS
EQUIPMENT

MAKING ALL OF YOUR DIGITAL SOLUTIONS WORK TOGETHER!



MAKING SENSE OF DIGITAL SENSORS

With at least 26 different sensor brands on the market today, how does one know which to choose? What does one base the purchasing decision on? As the cost of sensors continues to increase with suppliers charging \$8,000 for software, plus \$12,000 per sensor on top of the additional \$3,600 annual support (that's \$3,600 every year just for support) Doctors are looking at spending at least \$23,600 for only 1 sensor. Most practices today require the use of more than one sensor for their practice, which raises the average cost even more. Is the product worth the sticker shock?

Softech, Inc. recently introduced the Dentech Digital Sensor which combines quality with cost effectiveness. Our most popular package includes: 3 sensors, (2-Size #2, 1-Size #1), imaging software, positioner, sensor holders, and a 5-year extended product replacement warranty for less than the average price of one sensor from other companies. The Dentech Sensor, paired with Apteryx, the most widely used imaging software, makes the road to a digital practice more realistic and less painful on your pocketbook.

With today's technology, digital images deliver results that are equal to or better than traditional film x-rays. Digital images can be viewed immediately unlike traditional film which requires a darkroom, film, processing, an assistant, wasted time spent waiting on development, and a mess to clean up. Exposure to radiation is significantly reduced and the user has the ability to enhance and manipulate images for their desired view. Electronically storing digital images allows you to educate patients on their treatment plans with the ability to view past and present images and monitor progression and deterioration.

Dentech Digital Sensors also address concerns in regards to size and patient comfort. With 5.41 mm measurement, Dentech Digital Sensors are one of the thinnest sensors on the market. Rounded corners make sensor placement both easy and comfortable for the patient. Sensors come in two sizes ensuring proper fit based on varying mouth sizes.

Superb value, great image quality, a 5-year product replacement warranty, sensor size and comfort allow dental offices to invest in their digital future with Dentech Digital Sensors.

FYI

Remember, you may pay your account by credit card. We accept:

- Visa
- MasterCard
- Discover
- American Express

If you would like to simplify the payment process, you can sign up for automatic monthly payments. That way you'll never forget to pay your bill.

Please contact the Accounts Receivable department to update your payment selection.

800.233.4998 Ext. 225



Holiday Hours

In observance of the holidays, Softech services will be unavailable on:

- Friday, December 23, 2011
- Monday, December 26, 2011
- Friday, December 30, 2011
- Monday, January 2, 2012

Normal hours will resume Tuesday, January 3, 2012.



Protect your Technology Investment with

A Service Plan!

MANUFACTURER'S HARDWARE WARRANTY: In the event of hardware failure within the warranty period (usually 1-3 years depending on the equipment), parts and labor required to replace the hardware is paid for by the manufacturer.

EXTENDED HARDWARE WARRANTY: In the event of hardware failure within the coverage period, but outside of the Manufacturer warranty period, parts and labor required to replace the hardware is paid for by Softech.

SOFTWARE SUPPORT: In the event of a software failure in Softech software, you have access to:

- The call center for reporting and resolving software issues
- Updates and patches to software sold by Softech.

*DOES NOT cover training, hardware or 3rd party software maintenance.



Welcome

We are Pleased to Welcome the Newest Members of the Softech Family!

Dr. Chuandi Wang
Portage, MI

Dr. Jeffrey Tilson
Gahanna, OH

Dr. Richard Martens
Springfield, MO

Dr. John E. Tozer
Bangor, ME

Dr. William J. Haggerty
Centerville, OH

Dr. Ryan Michelson
Saginaw, MI

Omni Dental Associates
San Diego, CA

Dr. Chad Witkow
Clio, MI

Dr. D.V. Nguyen
Baton Rouge, LA

Dr. Katharine Murphy
West Bloomfield, MI

Dr. James Husiak
Montague, MI

Dr. C. Patrick Gray
Dexter, MI

Peninsula Hospital
Far Rockaway, NY

Allentown Bethlehem Pediatric
Allentown, PA

**Family Dental Care of
Bloomington**
Bloomington, IL

Jefferson Dental Clinics
Houston, TX - 7 Locations
Dallas, TX - 2 Locations
Denton, TX - 1 Location
Pasadena, TX - 1 Location

To sign-up for the electronic version of the Softech Newsletter, follow these steps:

Go to:

1. www.dentech.com
2. Recent Newsletters
3. Scroll down to Newsletter Email Request

Want your Practice featured in the newsletter?

Contact the Marketing Department at 800.233.4998 Ext. 228

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