Purchasing a high quality intraoral camera is proven to produce a Return On Your Investment in 1 to 3 months depending on how well and often you use the equipment. Below is a simple plan to follow to help make your transition to digital imaging a worthwhile investment.

**Develop A Plan**

Developing a thorough plan for any investment and equipment implementation is key to success. Too often we believe that simply purchasing the product will yield results. As in any business, the key to success is in the processes that are implemented and faithfully performed by its employees. In terms of your practice and implementing digital cameras, it is important to develop a plan as to how you, your hygienists and dental assistants will use a digital camera on a daily basis. Will the camera be used for every patient? Who in the office will be trained and responsible for utilizing the camera to its full potential? How will the images be stored? Should more than one camera be purchased?

**Incorporate Into Your Daily Patient Treatment Routine**

Developing a routine to use the camera for all patients, will eliminate inconsistent treatment and incomplete patient charts. It is also important to ensure each camera is easily accessible. For example, the Iris Intraoral Camera by DigitalDoc was designed to fit into standard delivery tray slots making the camera as easy to reach as your mirror and explorer. The key to success is to have the camera easily accessible, so that you are more likely to use it each and every time.

**Results**

Softech, Inc. will help guide you through product selection, implementation process and provide all the resources you need to have a successful outcome that yields a high return on investment, productive staff and complete patient charts.

For more information or to schedule a complimentary solution consultation contact 800.233.4998 ext. 239 or email info@dentech.com
San Jose, CA – For the second year in a row, SuniRay Digital Intra-oral Sensors—designed and manufactured by Suni Medical Imaging—have been recognized by Dentistry Today as one of the TOP 50 Technology Products in the dental marketplace. The Dentistry Today Top 50 products are selected through a Reader’s Poll of Dentistry Today’s customer base. “We are more than pleased that for a second year running, Dentistry Today readers have chosen the SuniRay Digital Radiography System as one of the Top 50 Technology Products in 2011. These readers are our customers and it is a true testament to the quality of the SuniRay product that we receive this honor yet again,” said Paul Tucker, CEO, Suni Medical Imaging.

The new and improved SuniRay sensor line boasts diagnostic image quality results, with less radiation required to capture the image than many competitive sensor brands. Along with its sleek, thinner design, inline USB electronics, rapid 2-second acquisition time, and free technical support, SuniRay is easily the sensor of choice for many of today’s dental practitioners. “The new enhancements to our SuniRay product line along with Dentistry Today’s recent acknowledgment that SuniRay is once again one of the top 50 technology products makes our product a great choice for established, as well as new, practitioners looking to capture diagnostic quality images in their practices,” Said Arya Azimi, Marketing Manager, Suni Medical Imaging.

A recent evaluation showed that Suni sensors require the lowest amount of radiation to capture diagnostic images. With the concept of ALARA (As Low As Reasonably Achievable) and recent clinical studies linking dental-x-rays to health concerns, using equipment specifically designed for low-radiation exposure is becoming more and more of a requirement for dental practitioners globally.

The recent study by the CR Foundation in Provo, Utah, showed the SuniRay System to be very sensitive to radiation exposure, meaning that it required the least amount of radiation to produce a useful image. “In most cases, the amount of radiation to which patients are exposed is minimal, and everyday sun exposure delivers radiation to people that they are not even aware of, but, regardless of that fact, safety to patients continues to be a critical aspect in dentists selecting equipment to outfit their practices, said Paul Tucker, CEO of Suni.

The SuniRay System is designed with patient safety in mind. The different components of the Suni sensor and Suni’s proprietary sensor technology are married together in such a way that radiation is minimized providing a safer environment for both staff and patients. “This is the basis of Suni sensor development,” continued Tucker. “Suni’s combination of sensor pixel size, scintillator and fiber optic technologies, a piece of everything so to speak, provides a diagnostic quality product that continues to rate high in the safety category.”

Softech has added the Suni line of digital imaging equipment, consisting of intraoral sensors using CMOS and CCD technology, and an intraoral camera to provide additional imaging options for customers. Qualification testing on all DENTECH software solutions has proven that the Suni sensor and camera lines provide consistent, high quality digital imaging at a fraction of the cost of competitive imaging equipment.

For more information or to schedule a complimentary solution consultation, contact Lisa at 800.233.4998 ext. 239 or email info@dentech.com.
This Quarter Q&A Tip

Technology Tip - Benefits of Rebooting Your Computer

Standard Manufacturer Warranty Applies….

When the Warranty Runs Out….

Cost and Effect!

Manufacturer warranties and conditions can vary greatly on new computer equipment. Some manufactures offer multiyear on-site warranties while others may provide 90 days depot warranty. Like anything else, you’ll want to read the fine print for Terms and Conditions of the warranty.

Q. What is the difference between onsite warranty and depot warranty service?

Onsite warranty option - should you have a hardware failure while under an on-site warranty, you would contact the manufacturer and they should resolve the hardware issue at no additional cost even if a technician is dispatched to your location. For example; servers and workstations from Dell have a 3 year onsite warranty.

Depot warranty option - should you have a hardware failure while it is under a depot warranty, you would contact the manufacturer and they would instruct you where to send your defective hardware for service and you may be responsible for all shipping costs. Typically peripherals i.e. printers, uninterruptable battery backups, switches and firewalls fall into the depot warranty category. Of course you can upgrade your coverage with a hardware maintenance agreement with Softech, Inc.

Q. What happens if the hardware fails after the warranty expires?

Here are some of your options:

- Fix the hardware yourself if possible. If you have the time and technical skills to diagnose and resolve the problem.
- Pay a company to repair the hardware. The costs can add up quickly for parts and labor. It’s not unusual to pay $150.00 per hour just for labor.
- Replace the defective device or system. Not usually the most desirable but could be the most cost-effective. Allow processing time.
- Obtain a hardware maintenance contract from Softech, Inc. Most advantageous & cost-effective way to keep your system reliable.

What you get with a Hardware Maintenance Contract from Softech, Inc.:

- Telephone support for hardware issues including configuration of equipment.
- Single source diagnosing and problem resolution.
- Restoring software after a hardware malfunction when necessary. Most companies only fix or replace the failed component.
- Loaner equipment to keep system up and running. After all, your business relies on it.
- Next business day on-site response or less.
- Regular smaller payments vs. larger unexpected costs.
- Piece of mind…. Give us a call at 800.233.4998 ext. 252 or email tammy.donovan@dentech.com to request a quote.

Computers have a multitude of processes that are running at any given time that eat up system memory, disk cache (temporary hard drive space) or other valuable resources. Over time, rebooting your computer frees up system resources because it restores the operating system to a fresh state.

There are obvious reasons why rebooting is necessary:

- To unlock a frozen monitor or computer.
- Re-establish connections to routers, printers, scanners, internet or whatever else may be connected.
- Improve sluggish PC performance.
- Performs diagnostic checks and resets the computer often fixing problems without you knowing.

Computers are similar to people, just like us they tend to get too busy multitasking or get overloaded causing them to slow down and this is usually when problems occur. Give your computer a boost with a nice reboot.

Being asked to reboot your system can be a source of frustration for many reasons. Although it may be inconvenient, time consuming or just plain annoying it is however the best place to start when trying to solve a problem. You may not realize there are many scenarios in which a simple reboot will resolve an issue, we don’t know why, but it does. However, if it doesn’t, at least the support person has a clean slate to start the troubleshooting process.
To start receiving an Electronic version of the Softech Newsletter, follow these steps:

⇒ www.dentech.com
⇒ Recent Newsletters
⇒ Fill out and submit the Email Request
Or let your Account Representative know.

The DATE The SAVE

October 4-6, 2012 Dearborn, Michigan

patricia.schwind@dentech.com  800.233.4998  ext. 232