

Another Year, Another Birthday...

By Buddy Kurz

Datacon Management Inc. was founded 40 years ago in 1973 and operated as a service bureau for their first 10 years. They had a huge old computer in an air conditioned room with person sized tape drives and a 3 megabyte hard drive the size of a washing machine. Clients sent pieces of paper documenting each day's posting and Datacon's data entry people entered this into keypunch machines. Every entry was duplicated by two people so they could compare the results and catch any mistakes. The one ton computer would then process this data to update its record of the accounts receivable for statements and reports which were mailed back to the client office. In 1983, Datacon entered the hardware and software business and began selling the Datacon Dental System. At a time when in-house practice management systems could cost well over \$100,000 Datacon was able to offer a complete entry level system using "modern" servers from Alpha Micro Systems with pricing starting at \$16,000 for a single user system. Now, 30 years later, the original company no longer exists. New clients can license the Datacon software for a fraction of this cost. Our server can be smaller than a box of candy and store a million times as much information as that one ton computer from 40 years ago. How times have changed... In 2010, the founder of Datacon Management split the company in two and we purchased the software side of the business with a plan to modernize everything and bring the software to a national audience. The "New" Datacon began operating on April Fools' Day, 2010. That makes today our third birthday! Thanks for being here, we are looking forward to many more years of change and we have lots of exciting plans.

Speaking of New Clients,

Among others, we welcomed our first client from Alabama in March. Our efforts at national marketing over the Internet are beginning to bear fruit. Like many technology companies, we are limiting our participation in trade shows and investing more in advertising online. Thousands of people from all over the country have visited our website. For the ones who decide to take the plunge, we have done much to improve our ability to convert data from other systems and have recently been able to import complete patient and account ledgers including decades of treatments for new clients coming from JOEY Software and from MacDent Pro. Know anyone looking for great practice management software?



Typical "state of the art" computer system, circa late 1960s

And there is New Software...

Look for a new software release dated on or after April 1, 2013, as we continue to put finishing touches on the 3.6D software. We have added a few new features and provided some 'fixes' in areas that were problematical for some of our clients. As always you can review the software update notes on your system to see the details. In addition to the features detailed on page 2, here are a few tweaks you may enjoy:

- The Monthly Statistics screen includes a column showing the average number of days it takes to collect your receivables for the prior 12 months.
- Many people print labels for patients on a user defined list so we have added a simpler way to do this without using TurboScan to select patients.
- The insurance carrier profitability report now includes an option to summarize the results by procedure instead of by plan or patient.
- Many detail screens in the software allow for navigating forward and backward thru a list using the Next or Previous Page keys. These screens now include buttons at the bottom to make it obvious that it is possible to move to the next or previous record. This is particularly handy for tasks such as following up on outstanding insurance claims, confirming appointments, or working on collections from the ageing list.



New Patient Tracking

Last year around this time we wrote about an add-on report for tracking new patients. This year we have made this report a standard part of the software. If you take a peek into the Treatment Plans menu you will find a new item at the bottom titled "New Patients Seen". When a new patient is seen the first time, the software can post a new patient transaction at the top of the patient ledger. The New Patients Seen selection shows a list of patients who have had this procedure posted. This list defaults to showing the patient notes but this area can be easily customized to show other information. If you have patient flags defined for things like a Welcome Package or Thank You Sent they can be displayed here to make it simple to see what follow-up needs to occur. There is also a new built-in report that can be printed from the New Patients Seen list.

The New Patient Tracking Report is similar to the optional custom report we have offered in the past. This report shows new patients for a range of dates. For each patient we show their age, first treatment date, amount diagnosed, amount scheduled, and next appointment date. Like the New Patients Seen list, the notes area on the report can be customized to show flags or other information. At the bottom of the report there is a summary showing total treatment diagnosed, scheduled and not scheduled along with the acceptance rate. There are also averages for new patient age, treatment diagnosed, and accepted.

New Patient Tracking Report						From 1/01/13 to 4/02/13	
Patient Name	Referral Source	Age	First Treatment	Amount Diagnosed	Amount Scheduled	Next Appointment	Notes
Dujano, Evelyn		32	3/29/13	1231.00			Pt got married April 2010
Seitman, John	by Gretta Smith	39	3/29/13				Has Delta; working in S.F.; right now; was sent to America B&B (B&B; P&B 1/29 being sent; Dr 5/00
Merrill, Kathleen	by James Home	39	3/29/13				Has Blue Shield ins.; Will get x rays from hc dentist; Grad. from St Mary's
Linden, Samantha		36	3/30/13	159.00			call for x rays - Dr. Detweiler: dxm 4/01, f '99, pmo '95 being sent 1/24/02
Scares, Cecilia		38	3/31/13	123.00			*****REMOVED*****
Fairbanks, Michael		36	4/02/13	50.00			
Fairbanks, Nicholas		7	4/02/13	58.00			
Fairbanks, Leslie	by Marka Centewall	30	4/02/13	2672.00			
Buckley, Michael		40	4/02/13				

Treatment Plan Statistics for 46 Patients			
Treatment Diagnosed:	5296.00	Average New Patient Age:	33
Scheduled Treatment:	2337.00	Average Treatment Diagnosed:	131.43
Treatment not Scheduled:	3789.00	Average Accepted Treatment:	336.43
		28.52 % Accepted	

Ortho Case Financial Arrangement

We have made quite a few changes to Ortho Cases in recent updates which have been generally well received by those using this feature. We don't always get it right the first time, and in an effort to simplify the creation of the financial arrangements we moved some of the details to a separate window within the case screen. It turns out that some people were printing the old screen to provide the patient with a copy of the financial arrangement. It is not too difficult to create a custom report for any screen in the Datacon software but we thought everyone could benefit from having something included with the software.

Financial Arrangement							
Westley Anthro			Adult Ortho				
Case Fee:	6000.00	Patient Fee:	4200.00	Insurance Fee:	1800.00		
Initial Fee:	1500.00	Initial:	600.00	Initial:	900.00		
Total Pmts:	4500.00	Payments:	3600.00	Payments:	900.00		
Remaining:	4500.00	Remaining:	3600.00	Remaining:	900.00		
		Total Remaining	Payment Count	Payment Frequency	Payment Amount	Next Due Date	
Delta Dental of CA		900.00	3	Quarterly	300.00	4/15/2013	
Private Payments		3600.00	11	Monthly Final	320.00	4/15/2013	
			1		80.00		
Date	Total	Private	Prime	Second	Third	Fourth	Remaining
4/15/2013	620.00	320.00	300.00				3880.00
5/15/2013	320.00	320.00					3560.00
6/15/2013	320.00	320.00					3240.00
7/15/2013	620.00	320.00	300.00				2620.00
8/15/2013	320.00	320.00					2300.00
9/15/2013	320.00	320.00					1980.00
10/15/2013	620.00	320.00	300.00				1360.00
11/15/2013	320.00	320.00					1040.00
12/15/2013	320.00	320.00					720.00
1/15/2014	320.00	320.00					400.00
2/15/2014	320.00	320.00					80.00
3/15/2014	80.00	80.00					
	4500.00	3600.00	900.00				

When viewing the financial info page in an ortho case there is now a print option for the Ortho Case Financial Arrangement. This report shows case totals and subtotals for the patient and insurance portions. Each carrier is listed showing the amount remaining with the payment count, frequency, amount, and due date. Similar information is shown for the patient portion and the bottom of the report shows the schedule of payments with dates, totals, and breakdown by carrier or patient.

When Reviewing the Payment Schedule there is a print option for Payment Coupons.

Classes and Events

Classes

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Schedule

Monday, 5/27
Memorial Day Observance
Office Closed

Thursday, 7/4
Independence Day
Office Closed

Events

CDA Annual Session
San Francisco
August 15-17, 2013



Your Input

We value your input: your suggestions, comments, ideas, even your constructive criticism.

Your input helps to shape the future of your Datacon software.

Please contact us in one of the following ways to share your thoughts:

www.datacondental.com/forum

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