

Summer Newsletter

2015

Dental PC volunteers for the 2016 Mission of Mercy Event

dental•pc



MISSION OF MERCY

We are happy to announce our Participation in the 2016 **Mission of Mercy Event** to be held in Jacksonville at the Prime Osborn Convention Center on

Friday, April 22, 2016 and Saturday April 23, 2016

We are thrilled to be the Dedicated IT Provider for such an amazing event!

Stop By Booth #814 at FDC for Volunteer Registration

We will also be signing up Volunteers for the Jacksonville Mission of Mercy Event at the Florida Dental Convention (FDC) in Orlando on June 11th – 13th at the Dental PC Booth #814. Please stop by if you would like to volunteer your time and participate in the 2016 MOM. We look forward to seeing you at the Conference!

**Booth
#814**

MISSION OF MERCY
Volunteer Registration

Florida Mission of Mercy

The Florida Mission of Mercy (FLA-MOM) is a two day clinic which provides free dental care to the underserved and uninsured in Florida – those that would otherwise go without dental care. The Florida Mission of Mercy (is a first-come, first-serve event with a goal of treating 2,000 patients in two days. Every year, the Florida Mission of Mercy project is held in a different location throughout the state.



Clay Archer

Dez Merrow

John Rankin

Randi Lasley

Meet the DPC Team at FDC

Please Welcome Kayla to the Dental PC Team!



We recently welcomed Kayla Contemprato to the DPC Team. Kayla is our new Service Coordinator and plays a critical role to our service team's overall success. She is our quarterback and promptly routes all the support requests and strategically schedules all our onsite visits.

Kayla comes to us from ADT where she worked as a resale representative handling high call volumes and product upgrades. Her previous experience will be a great asset to our team. We wish Kayla much success in her new role!

Looking for Computer Support, Encrypted Email, Data Security, and more?

You Can Now Purchase These Items Direct from Our Website at:

dentalpc.com/shop





Top Five Ways to Save Money & Increase Your Dental Office Efficiencies with Cloud

Here's 5 Ways Your Dental Office Can Increase Productivity & Save Money with Cloud:

- 1. Scale Quickly & Efficiently Up or Down with Cloud for your Dental Office:** Are you looking to expand or already have multiple dental practices that don't connect. Cloud is the way to go. You can expand your operations quickly.
- 2. Save on Infrastructure/Hardware Requirements & Backup in a Cloud Environment:** With cloud an onsite server is no longer required.
- 3. Cloud saves on Local Network Management & Monthly Support:** Because there are much tighter controls in the cloud, user error in your dental office is less likely. Visiting sites that can harm your network or downloading software that negatively affect your entire network are no longer accessible. With proper limitations established, there is less need for onsite support.
- 4. Utilize your existing software:** The biggest hurdle to moving to the cloud is the lack of any acceptable (much less good) software hosted in the cloud. The fact of the matter is that most cloud software is not very good. We utilize technology to put your existing software in the cloud. This minimizes the cost of retraining and retooling while giving you all of the benefits of best-in-class software.
- 5. Our Dental Cloud Computing Solution Allows You to Work Across Multiple Dental Office Locations Seamlessly 24/7/365:** With Cloud Computing you can work from anywhere and have access to your Data. You are no longer strapped to your Office PC in a single location. You can easily access dental patient records from all your locations as well as from home with Cloud Computing. This also lets you utilize a call center or remote corporate office without the need for complex and costly remote servers.

Those are our Top Five Ways to save money and be more efficient with Cloud in your Dental Practice. To learn more about how Cloud Computing can streamline your data and save you money contact us today!

The #1 Secret for Increasing Your Dental Office's Bottomline



What Every Dentist Should Be Doing but No One is Talking About!

Whether you are a 30 year old dentist starting a new practice or have been practicing dentistry for 30 years, it shouldn't be a secret that the digital age has ushered in a new era of practice management must-haves for seasoned and new dentists alike. That's because the tech revolution is changing the way patients expect to interact with dentists, as well as the way they find and purchase dental services.

Smartphones vs. Dumbphones

The reality is that most dental offices still use a plain, vanilla telephone system – one that doesn't incorporate all of the modern tools we have come to expect from our phones.

The good news is that **dental practices have a new alternative to patient interaction with IP (internet protocol) phones** that are simple to use but come loaded with the kind of features we have all come to expect from our smartphones and other mobile devices. And according to industry leaders like dental marketing expert Naomi Cooper, past Vice President of Marketing for 1-800-DENTIST and current President of Minoa Marketing and Chief Marketing Consultant for Pride Institute, **modernizing the dental practice's business systems with the latest technology is essential for boosting production and improving collections within the dental practice.**

"Often we find that offices with analog systems also tend to have manual processes that are hurting their ability to be efficient, particularly when it comes to improving collections and increasing revenue," says Cooper. "Systems like those provided by Weave Communications provides a sophisticated yet easy to use interface which seamlessly connects an office's dental practice management system with their phone system, enabling more timely and effective communication with patients and prospective patients alike."

"Furthermore," says Cooper, "a practice might have all of the latest clinical technology, from CAD/CAM to a cone beam scanner, however,

failing to update nonclinical technology, not only creates inefficiencies from a practice management perspective but can dramatically hamper the overall productivity of the front office, not to mention what it says about how 'state-of-the-art' the practice truly is!"

The #1 Secret to Increasing Production and Improving Collections

Using innovative software like that available through <http://www.getweave.com/> when a patient calls into the practice, the front desk team has a simple interface that instantaneously displays all pertinent information about the caller, including the patient's name, as well as any upcoming or overdue appointments for the caller and his/her family members, outstanding balances and even incomplete treatment.

With Weave's magic prompt screen, the front desk team is better prepared to speak with patients about their individual needs, better leveraging each staff member's time on the phone so that appointments can be set up and past due balances can be readily collected, all while strengthening patient relationships at the same time. This innovation makes Weave the ultimate solution to improving dental collections and increasing practice profits.

Dental PC is an Authorized Reseller of Weave VoIP Phone Systems. We install and provide unlimited support for the Weave system once implemented. Contact Us Today to Improve Collections and Increase Profits by Implementing Weave in your Office!

Our Client of the Quarter: Fishman Pediatric Dentistry

Dr. Fishman purchased his practice in Jacksonville Beach, Florida in 2012 and we had the opportunity to upgrade his existing computer system to accommodate for the new technology he implemented. Dr. Fishman also recently signed up for our Complete Care program to receive unlimited onsite & remote computer support. We are thrilled to provide continued managed IT support for their practice and be a part of Fishman Pediatric Dentistry's continued growth and success.



"Dental PC helped to make a smooth transition from paper charts to electronic records after I bought my practice. They installed the best equipment and secured my network. I can sleep soundly knowing my records are easily accessible from the cloud in case of emergency. The Complete Care Program settles technical issues swiftly allowing minimal office interruptions. You cannot put a price on that!"

Ross Fishman DMD, MS, Fishman Pediatric Dentistry, Jacksonville Beach, Florida



Dental PC Technology Center Upcoming Events

JUNE

25

THURSDAY

Vanni R. Strenta, DMD Presents: Dinner and discussion on the new ATLANTIS™ Conus Concept

Dinner and discussion on the new ATLANTIS™ Conus Concept: A removable prosthesis with the comfort of a fixed restoration.

Date & Time: June 25, 2015 @ 5:30 pm – 7:30 pm

For more information or to RSVP, please contact Dr. Strenta's office at 904-573-9560. **Please RSVP by:** Thursday, June 18, 2015 as space is limited.

JUNE

26

FRIDAY

Smile Study Club Meeting – "Stepping out from behind the desk" by Lisa Marie Spradley, FAADOM

"Stepping Out From Behind the Desk" presented by: Lisa Marie Spradley, FAADOM- The Front Desk Lady

Join us and discover how you can step out from behind the desk to learn more, stay in touch with what's happening around you, and be more active in your practice's growth.

Date & Time: June 26 @ 9:00 am – 12:00 pm

Cost: Non-Members \$35.00

Registration Deadline: June 15, 2015

Checks made payable to S.M.I.L.E. Study Club and mailed to 1947 Citrona Drive, Fernandina Beach, FL 32034 or e-mail Smilestudyclub@gmail.com – Fax: 904-261-9797

Event Contact: Kim Smith, President admin@firstcoastperio.com & Teresa Spence, Vice President tspence@ameliadental.com

JULY

10

FRIDAY

Patterson Eaglesoft Training – Advanced Users Meeting

Please join Tammy Bair-Riner your Patterson Certified Technology Advisor for the **Advanced Eaglesoft Users Meeting**. Register By Contacting: (800) 226-8405 to reserve your spot. **Spacing is limited so Register Today! This event is Free for Complete Care Clients.**

Date & Time: July 10th @ 9:00 am – 12:00 pm

Cost: \$49 for Patterson Advantage Clients - \$59 for Non Advantage Patterson Clients, Free for Complete Care Clients

Contact: Tammy Bair-Riner | 954.270.2046
Tammy.Bair@pattersondental.com

JULY

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FRIDAY

Sirona / Cerec Integration

Save the Date for this upcoming training. More Details to Follow

All Events Located at Dental PC Technology Center - 7845 Baymeadows Way, Jacksonville, FL 32256



7845 Baymeadows Way
Jacksonville, FL 32256

Phone: 904-443-0095
Fax: 904-443-0088
E-mail: sales@dentalpc.com
Blogger: dentalpc.com/resources/blog
Facebook: facebook.com/DentalPC



"Making Computers Work for Dentistry since 1995."

A Letter from the Owner's Desk



We are very excited to be the exclusive IT Provider for the 2016 Mission of Mercy. This is going to be an amazing opportunity to give back to the North Florida Community and ultimately the whole state! We have been meeting with the volunteers from other/past MOM events and the stories they tell are truly inspirational.

I really encourage you to come out and volunteer. Five minutes into my first MOM meeting I realized what a monumental task it is to see 3000 patients in 2 days. From marketing, organizing, setting up, logistics, etc. There will be thousands and thousands of man hours in this project before the first Dentist and Hygienist pick up an instrument! We would love to see you and your team at the event but if you cannot we would love for you to donate to the cause.

We will be hosting the sign-up at our booth at FDC. This is just the kick off to volunteer registration but stop by and we can get you information about donating and sign you up to be a part of this life changing event.

I look forward to working with you and the rest of the MOM team,

Clay Archer, MBA, MCP