

Unwinding the Attachment Dilemma

by Scott Wellwood, President

EDI Health Group, Inc. - DentalXChange

How many times have you scratched your head wondering what on earth an insurance company might request in support of your claims? Over the years, many offices just resort to the old "when in doubt, print it out" methodology of sending every X-ray, perio chart, narrative, etc. that a payer might request to make sure there are no delays in getting a claim processed.

DentalXChange has partnered with National Electronic Attachment (NEA) to finally take the guesswork out of this process. Each insurance company provides their own personal "rules" as to exactly what supporting documentation they would like to see for a given procedure.

We load these rules into ClaimConnect so that you no longer have to guess what attachments might be needed. Simply upload your claims electronically and the system does the rest. If a claim has a procedure that requires an x-ray for instance, the claim will be suspended alerting you that the attachment is needed. Simply open your NEA FastAttach software and you will see the same claim listed there. Once you upload the attachment to NEA, sit back and relax because NEA will transfer the unique image ID to DentalXChange which will be inserted into your claim and automatically released to the insurance company where they are able to view your claim and the attachment on their screen side by side.

Best of all, it's extremely easy and cost effective to get started. The system is compatible with any digital imaging system, or you can buy a very affordable scanner that is able to scan not only paper documents, but x-rays as well. If you are not quite ready to add

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photo courtesy of Dexis

Going Digital?

by Ramon Garcia, Account Executive

With the growing demand for digital imaging, upcoming HIPAA regulations and the end of Section 179 tax expenses after 2010, the perfect storm is brewing for the dental practice of the next decade to be digital and paperless, and to do it now.

Section 179 Expense ends after 2010

The American Recovery and Reinvestment Act contains a limited provision where businesses can elect to expense, rather than depreciate, the cost of machinery, equipment and other tangible property placed in service. In 2010, the maximum deduction is \$133,000. After 2010, the cap returns to the prior limit of \$25,000.

Datacon can help usher your practice into an advanced, forward-thinking business. Your investment into digital imaging technologies will be complemented by your Datacon software. Datacon integrates with all major digital imaging technologies.

Datacon integrates seamlessly with, and is not limited to, the following digital imaging technologies:

XDR	Genex
Schick Technologies	Sirona Dental Systems
Dexis	Patterson Imaging
Clarix	Kodak Dental

If you are considering purchasing digital equipment in the near future, contact us so we can begin to work on integrating your system.

Are You Going?

CDA: San Francisco 2010: Visit and win!

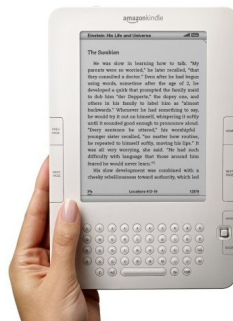
Win a Kindle: Tell us what you think of Datacon and enter to win an Amazon Kindle.

FREE Training: Be one of the first two clients to bring this newsletter to our booth each day and win two hours of online training for your office.

(limited to one win per office)



San Francisco
Thursday-Saturday
September 9-11
Booth #1631



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digitizing equipment, you can get started by signing up for the FastLook program which alerts you to claims that need attachments and allows you to print and mail only those that meet the guidelines of that specific payer.

If you've been holding off on sending your claims electronically because you're concerned about high dollar claims being delayed without attachments, now is the time to take a load off of the front desk. If you are already using electronic claims, this is an opportunity to further simplify your day. FastAttach costs only \$25.00 per month for unlimited attachments, FastLook is just \$9.95 per month, both billed directly each month on the same statement as your electronic claims.

Contact your friendly DentalXChange representative today to find out more!
(800) 576-6412 Ext. 455

DentalXChange is a partner of Datacon and works with us to maintain fluid and up-to-date insurance claim services.

Mac or PC Server? It's TCO.

by Ramon Garcia, Account Executive



The (cyber) age-old question rears its head...again. Mac or PC? Or more specifically: a Mac or Windows server? It's been argued about for years.

For workstations, it's Mac and PC. Datacon works great in a mixed computer environment. Datacon understands that our clients have a need to use PCs. Whether it's comfort with the Windows operating system or the need to run third party software, today's PCs are certainly capable machines. However, and more importantly, our server software is written for, and leverages, the features of the secure Mac server environment.

Your biggest decision will be in the purchase of your server. In many cases, it comes down to TCO. Total Cost of Ownership. Analyses have been recorded comparing the two types of machines. According to Scot Finnie in a *ComputerWorld* article, feature for feature, Macs will top a PC in pricing. In a PC, what you end up spending in service, support, upgrades and eventual replacement will top the cost of the Mac.

According to Rodney Monroe of the *American Chronicle*: Business people are beginning to realize that Apple computers and it's Mac OS X are the most ideal platform for managing their businesses. Surprisingly it's not just small businesses that are making the big switch to Macs. Among the business elite that have switched at least some of their departments from PCs to Apple computers are Home Depot, Google, Oracle, and the U.S. White House.

He continues: Macs have a lower TCO (total cost of ownership). Most experts will tell you that the difference between TCO for an equally outfitted PC and Mac are not much different. But when you take into consideration the soft cost of being down and dealing with tech support that's so widely associated with PC use, the Mac blows PCs away. Not that I would recommend that anyone do this, but I have not run virus software on my Macs...ever. Consider this: If you own a small business with 10 employees on PCs what does it cost if you get a virus and half of your employees are down?

Whatever your needs, Datacon software is flexible and secure. It has been designed with your information safety and bottom line in mind. Your TCO will be less when you invest in a MacPro or MacMini server. The Apple family of products is setting the bar for business use and we intend to do what is best for our clients as we continue to develop our software.

Upcoming Classes and Events

September

Monday 9/6
CLOSED
Labor Day Observance

Thursday 9/9 - Saturday 9/11
CDA San Francisco

Thursday 9/23
New User Seminar*

October

Wednesday 10/6
New User Seminar*

Monday 10/18
Air-tight Recall Training*

November

Monday 11/1
New User Seminar*

Wednesday 11/17
Scheduling Profiles Class

* Qualifies for CE Credits

Datacon and dmi

Datacon and dmi Networking Solutions are working together to offer you complete software and hardware services.



Your software and support needs should still come to Datacon. All of your IT, hardware and networking support, should go to dmi.

Datacon has moved to 340-A Tesconi Circle in Santa Rosa and can be contacted at 800 773 7878.

dmi has moved to 320-F Tesconi Circle in Santa Rosa and can be contacted at 707 523 5915.