

# A Best Practices Point of View from



## **Beyond Improved Productivity: Maximize Long-Term Profitability**



## Maximize productivity and long-term profitability

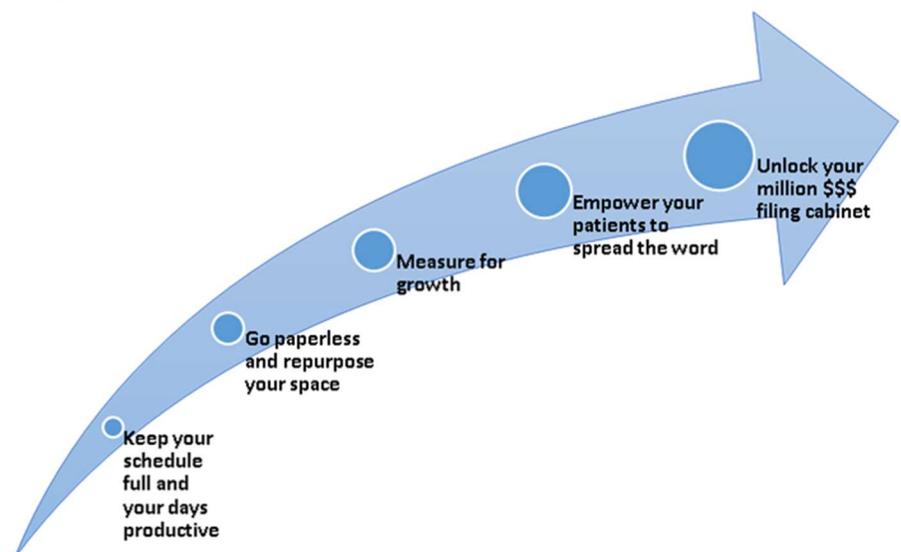
A smoothly managed, streamlined practice brings many happy returns: Patient loyalty, staff retention and business growth are just the beginning.

A smartly designed practice management and clinical software product is the foundation of an optimally productive practice. The evidence is indisputable. The time savings realized through automation, electronic communication and paperless operations – features that all clearly translate into cost savings – are immediately apparent.

A robust, sophisticated solution like ABELDent that seamlessly integrates your practice data takes you several steps further. Without question, it empowers your team to strive for functional excellence while maintaining a sharp focus on continuous revenue-enhancing improvement.

The technology and dental business experts at ABELDent know that your time is valuable. With every improvement we introduce and every new feature we develop, our priority is to support you as you build your business.

## High Performance from the Bottom Line Up



## Unlock your million \$\$\$ filing cabinet

Your patients recognize the wisdom of your dental health recommendations, yet many will not take the initiative to follow through on them. As a result, recommended but unscheduled treatment can end up lost in your charts.

So activate the unrealized value of that treatment!

Use ABELDent's Treatment Manager to track and ensure follow-up of your preventative and remedial care recommendations, supported by rich context-sensitive on-screen data. Increase case acceptance and, with timely automated and manual follow-up, pursue treatment recommendations that are in the best interest of your patients.

Treatment Manager supports simultaneous users comparing different criteria, offers insightful information to assist follow-up and integrates with ABELDent Portal to support targeted email and SMS communication. Easily monitor all outstanding treatment to ensure the greatest possible outcomes and timeliest resolution.

## Keep your schedule full and your days productive

Track your patients' availabilities, preferences, follow-up attempts and past scheduling behaviour. Protect your productivity by identifying patients who repeatedly cancel, change or miss appointments and develop a Plan B in anticipation of potential issues. Simply automate extra-frequent reminders and maintain a short-notice list to maximize the value of every working hour in your calendar.

## Measure for growth

It's said that you can only improve what you measure – ABELDent helps you track and measure practice productivity in dozens of areas. Monitor practice growth, demographic trends and provider capacity and productivity. Check recall retention, compare production between time periods, set and meet collections targets, and much more.

ABELDent's Analytics tools provide metrics to support dental practice management professionals in making business decisions for the continuous improvement and long-term success of their practice.

## Remove the paper clutter and voila: unused real estate

Traditional paper charts can occupy a significant portion of your clinic's square footage. Effectively backed-up digital files free up that space for far more productive uses: a patient education area, a private consultation office, a showroom for relevant products and services are just a few creative alternative purposes.

Consider the possibilities!

## Empower your patients to spread the word

Patient satisfaction and engagement have been proven to soar when you open up the convenience, speed and flexibility of 24/7 electronic communication with your practice. To date, client feedback to electronic communication has been overwhelmingly positive. Patients embrace the convenience and ease of email and SMS interaction to receive reminders and confirmations of scheduled appointments.

And a satisfied patient is often your best advertisement.

Positive recommendations and new patient referrals are just some of the outcomes that will make your practice thrive.

## High performance from the bottom line up

Financial efficiency improves with the introduction of electronic charting and claims submission. Important data including procedure information is entered just once, providing the opportunity for forecasting and scheduling processes that maximize productivity. With electronic claims submission via iTrans and RAMQ and compatibility with the upcoming Direct Pay electronic insurance

payment initiative, ABELDent facilitates the accuracy, speed and ease of collections.

ABELDent uses powerful and flexible financial tracking that far surpasses the industry standard. Patients have fewer questions and pay more promptly when they can view their financial obligation on a per-procedure basis.

To find out more about these and other ever-evolving techniques that will save your practice time and inject improved productivity and profitability, get the business experts at ABELDent on your side.

*Angela Spinks is Vice President of Business Partnerships and Sales for ABELDent Inc., a Microsoft Gold Certified Partner and leading provider of outstanding clinical and practice management software. Established in 1977, the company is privately held and based in Burlington, Ontario.*

*Easy to use and fully integrated, ABELDent offers efficient product implementation with customized training, patient/practitioner portals, unparalleled customer service and around-the-clock support to thousands of Dentists across North America.*

***Dedicated to Customer Happiness***, Angela can be reached at 800-267-ABEL (2235) or [angelas@abeldent.com](mailto:angelas@abeldent.com)