

# THE PROBE

Serving the dental profession for 50 years

## WHY BUY A DENTAL PRACTICE MANAGEMENT SYSTEM?

The four most popular reasons for purchasing a Dental Practice Management System (DPMS) have typically been 1: to *Make Life Easier*; 2: to *Make More Money*; 3: to *Improve the Image* of the practice and 4: to *Comply with Legislation*. It is this fourth reason that is now the foremost.

### Legislation Changes

The NHS new contract for April 2014 has considerable changes which would probably require the use of a suitable DPMS in all practices with an NHS contract. What is more, it is likely that there will have to be chair-side workstations in order to comply with the contract. Furthermore, both NHS and private practices are under an obligation to comply with the Care Quality Commission - for example, providing the patient with a full explanation of the various treatment options available and gaining consent for treatment is made far easier with a DPMS and Patient Education System.

There recently has been another reason for purchasing a DPMS and that is because the practice currently has one installed but the vendor is withdrawing support. It is likely that the vendors are withdrawing support because the impending changes in legislation require them to invest considerably in software development. This reason then falls into number 4, "Legislation Changes".

### What the Shire Dental System can do for you

Shire Dental System is a small company able to respond quickly to new software development requirements. We have installed DPMS since the very beginning of computers in dental practices, in fact we were the very first people to transmit NHS EDI claims over twenty years ago - and we still support one of those systems today! In contrast, the latest version of our software is leading edge in technical specification using Microsoft Dot.Net framework and SQL Server. Our design philosophy is that our DPMS software must be easy to use, quick to use, feature rich, reliable and meet all the four reasons for purchase.

As a small company we do not have to support a multi-level sales and marketing team or have to answer to a corporate HQ. The Shire Dental System therefore costs considerably less than you would expect, both initially and ongoing. We are also able to offer a one stop shop, providing competitively priced hardware, installation, training and ongoing support/hardware maintenance.

### The time to get a suitable DPMS is now!

As the new contract date gets nearer, would you expect the price of installing a DPMS to reduce? For the non-computerised practices, you could start with a simple reception based system, become familiar with its use and then upgrade to chair-side later. We offer three levels of DPMS "Recall", "Billing" and "Charting" providing an easy route to computerisation. For practices with existing computers, we offer a data conversion service and are usually able to use existing hardware.

You can see the features of our system, pricing and download manuals on our website [www.shiredental.com](http://www.shiredental.com)

**About the author**

John Broadhurst, MBCS, Managing Director of Shire Design Systems Ltd,  
providers of the **Shire Dental System**.