

FROM THE PODIUM provides an opportunity for key opinion leaders and speakers in the dental profession to comment on the products, research, and technology they find most exciting.

READ BELOW TO FIND OUT WHY **DR. CHARLES SAMARAS CHOOSES EAGLESOFT AND CAESY ENTERPRISE (PATTERSON DENTAL) TO:**

- increase office efficiency
- provide excellent patient service

Practicing Smarter Not Harder with Digital Dental Technology



Charles Samaras, DMD

Dr. Samaras, *DPS* Editorial Advisory Board member, is the Director of Practice Management at Tufts University School of Dental Medicine. In addition, he is an international speaker and has authored articles in numerous dental journals and magazines. He has had a dental practice in Lowell, MA for 20 years.

I believe dentistry should be the pursuit of clinical excellence and patient service. I also believe dentistry should be efficient, profitable, and fun if dentists are to realize their professional and personal goals. My philosophy is “practice smarter, not harder” to provide clinical excellence and excellence of service. These goals can be achieved through digital dental technology. You and your dental team will treat more patients in less time, receive more professional satisfaction, offer more service, have more fun, and earn more profit and time for your personal life. The pursuit of clinical excellence and efficiency starts with a practice management software that seamlessly coordinates your operatory and front office.

Clinical and Practice Management Software

The foundation of the 21st century dental practice that practices smarter not harder is a clinical and practice management software system for the entire office. My practice has been using Patterson EagleSoft for years. Once we started using this software in the patient operatories, consult areas, and at the front desk, our team could seamlessly integrate the other digital dental technologies, including digital radiography, digital photography, and patient education tutorials and presentations. The result is a total practice solution that empowers every team member to combine all patient information into virtual records.

EagleSoft technology makes it easy to have a paperless

office. Nothing gets lost, misplaced, or misfiled. With the “Clinical Exam” feature, all patient information is available on one or multiple screens, resulting in increased efficiency and productivity. Also, we are able to back up and store the entire practice on CDs or cassettes. Even if the office is destroyed, we will still have all the patient records. Finally, the virtual record provides the ultimate in risk management—we document in words and pictures.

Patient Education

As dentists, we are responsible for informing patients of treatment options in easy-to-understand terms. With CAESY patient education, our team can provide that education on-screen and discuss treatment options chairside. When our patients can actually see the procedure in front of them, they can take ownership of their treatment options and make better decisions. We use CAESY education software in operatories and consult rooms, and we can send a presentation home with a patient for additional viewing.

A patient education solution that is integrated with a practice management system creates efficiencies for the dentist and increases compliance and case acceptance rates.

From the Podium

The bottom line is that a practice management software system like Patterson EagleSoft will help you and your team “practice smarter not harder” and provide better service for your patients. A fully integrated system means less micromanagement and increased efficiency. For the patient, digital dentistry provides the ultimate in clinical excellence through patient care and education. **DPS**

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