

EON SYSTEMS NEWSBIT

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PRACTICE MANAGEMENT AND DOCUMENTATION SOFTWARE

JULY 2008

EON Systems, Inc. Celebrates 20th Anniversary: Interview with Derek Greenwood, Founder and CEO

Newsbit Editor: Was there a personal philosophy that led you into this specialized technical industry?

Derek: Mainly, I wanted to help. As a consultant, I saw that there was technology available but not being applied, or being misapplied. I knew that if the proper software were available, health care practitioners would greatly benefit in the management of their practices. So I set about developing the optimum software.

Newsbit Ed.: What sets The Practice Solution™ apart from other practice management software?

Derek: Besides the cliché, "It's better?" Basically it does more of what is needed with less work to get the job done. When I did this, when I developed The Practice Solution, I identified what "the perfect office" would be, the ideal scene so to speak, worked that through, and then built the software that would take people from start to finish, as close as the technology would allow. As the technology gets better, we get closer to the ideal scene, which is why people should buy their updates.

Newsbit Ed.: As new technologies are introduced, what advancements do you envision?

Derek: The next large evolution is going to be more voice technology. Computer screens will be more of a work environment, which is what it should be. Currently, keyboards and screens tend to be detached. I envision the development of technology more interactive between the user and the equipment. For instance, touch screens that might be laid out like desk blotters, basically moving the technology toward "digital paper," a more digital office.

Newsbit Ed.: What can you tell us about EON Systems, Inc.'s developing alliances and partnerships with related experts and industries?

Derek: We have eleven or twelve alliances either in place or in the works. One of the most exciting developments is the alliance with Dr. Gregg Friedman, who lectures on proper documentation and using the P.A.R.T. system [P.A.R.T. is an acronym that stands for Pain/Tenderness (P), Asymmetry/Misalignment (A), Range of Motion Abnormality (R), and Tissue/Tone Changes (T). This is required by Medicare and recommended by Dr. Friedman.]

EON Systems, Inc. released Documentor several years ago. The concept behind Documentor was to make a program that would allow rapid development of documentation, so that we could go to the experts and organizations that spoke about documentation, to assist them to provide what they needed in order to deliver what they talked about.

So, instead of attending a seminar to listen to someone tell you about documentation, then send you back to your practice to figure out how to implement the ideas you learned about, the experts and lecturers can now give you the tools. It's all set up, and Documentor makes that possible.

For instance, Dr. Friedman lectures on how to properly document, so that doctors can protect themselves and their practices from suits and fines for inadequate documentation. Now, with Documentor, which is the only tool of its kind, Dr. Friedman has been able to make word-for-word notes layouts and to make his program available and economically feasible.

Instead of just talking about proper documentation, Dr. Friedman's Notes program, powered by Documentor, contains exact SOAP Notes that he recommends. It is simple to use and often the notes can be entered in 10 seconds or less.

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Basically, it answers a need. Target Coding, Dr. Golden, and others are addressing this same issue. Now, with the development of Documentor, the challenge has been met.

The people who developed Documentor are extremely bright and dedicated, willing to work long hours. I'm proud to work with them and proud of this accomplishment.

Newsbit Ed.: EON Systems, Inc. began as a family-owned and operated company. How has the company developed?

Derek: The same people who started this company still own and operate it, with the same vision. We don't employ call centers in India, and never will. Our original mission statement remains the same. We're here to supply software tools that enable our clients to lower the office stress levels, without worry about insurance company audits, and to see more patients and help more people.

Newsbit Ed.: Thank you, Derek, for taking the time to answer my questions. Happy 20th Anniversary.



Derek Greenwood, Founder and CEO of EON Systems, Inc., has written articles for numerous magazines including Chiropractic Economics, The American Chiropractor, DC Products Review and Chiropractic Products, to name a few. He has lectured at consulting seminars and professional colleges across the country.

**Visit EON Systems, Inc.
at the following
conventions and seminars:**

Ultimate Practice Seminar
July 19, 2008
San Diego, CA

Target Coding Seminar
July 31, 2008
Los Angeles, CA

FCA National Convention
August 22 – 24, 2008
Kissimmee, FL
Booth #928



EON Systems, Inc. is pleased to announce we are working with

Dr. Marty Kotlar, President of Target Coding, Inc., an industry leader in compliant chiropractic billing, coding and documentation.

Read the Target Coding insert in this issue and mention EON Systems, Inc. when you contact Target Coding.



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We gratefully acknowledge those who successfully introduced a new client to The Practice Solution or Documentor!

*Dr. Jay Spina
Dolson Avenue Medical, Middletown, NY*

*Amber Zepeda
The Billing Department, LLC, Federal Way, WA*

*Dr. Po Pomajzl
Pomajzl Chiropractic, Grand Island, NE*

*Dr. Andrew Krantz
Krantz Chiropractic, Marietta, GA*



Holiday Schedule

In observance of Independence Day, EON Systems, Inc. will be closed on Friday, July 4, 2008.

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2008 TPS Seminar Schedule

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**For more information, visit
www.eonsystems.net**

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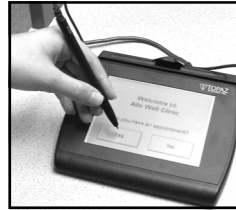
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