

BIO-RAY COST BENEFIT ANALYSIS

Why pay over \$7,000.00 for a digital dental radiology system? Some of the reasons are detailed below. The benefit analysis is based on a single doctor practice seeing five dental patients a week, and taking 20 dental films per week. This is a very conservative estimate, which results in 960 dental films per year. Most veterinarians implementing improved dental care into their practices easily average double that number of films. Multi-doctor practices enjoy multiple savings.

Item	Savings
1. Cost of Film	\$960 / year
2. Cost of chemistry	\$336 / year
3. Employee time to develop, rinse, handle, and catalog the films. This is estimated in human dentistry to be \$2-5 per film. If this seems high, consider the total costs for your employees, which is much higher than their hourly wage. We use the lowest figure.	\$1,920 / year
4. Filing system for filing films. Simple envelopes or dental film mounts	\$40-300 / year
5. Fewer re-takes. Conservatively, you will need to re-take your films around 10% of the time for improper technique. These re-takes use film, chemistry, and more employee time.	\$330 / year
Total hard cost savings <u>per doctor</u> per year	\$3,646 / year

There are also some "soft cost savings" that are more difficult to quantitate, yet result in undeniable positive financial effects.

1. Chemical tracking and disposable costs are a normal part of human dentistry. This will inevitably become a factor for veterinarians in the future. Registration fees, compliance paperwork and hazardous chemical disposal fees are all likely, and are not required for digital systems.
2. The client report templates built into the XV-lite software provide an easy way to present the client with pictures and radiographs of their pet. The impact of these reports on client's perception of value is substantial.
3. The software can easily allow you to display all of your patient images to clients on a separate screen in the exam room. The impact for treatment acceptance is amazing. **Owners will finally see and understand the pathology in their pet.**
4. **No clinical downtime while you wait for a film to be developed.** This can save many hours per year.
5. XV-lite is installed for you, via the internet. You save time and hassles.
6. XV-lite can be integrated with virtually all practice management programs.
7. XV-lite is more than a dental radiography program. **It serves as an integrated image management suite, which allows you to gather all digital information into one place,** where it can be easily accessed. Digital radiographs, digital photos, MRI's, CT's, scanned radiographs, ultrasound images and clips, endoscopic pictures and clips, etc. can all be gathered in one easy-to-access area. From there, they can be viewed, printed, and shown to clients in the exam room.