



EDGE CLOUD DOES IT ALL

Dr. Jeff Blasius' advice for Ortho2's ViewPoint customers considering moving to Edge Cloud is simple. "Switch today. Don't wait. The platform is amazing," he said. Dr. Blasius practices at Associates in Orthodontics with Drs. Ted and Zach Librizzi, with locations in South Burlington, Essex, Middlebury, and Newport, Vermont. Blasius said each day can be different, and they see anywhere from 40-100 patient visits per day. Because of the close proximity of some of their locations, patients tend to visit multiple locations throughout their treatment.

The practice has been with Ortho2 since their OneTouch days, having moved to ViewPoint and now Edge Cloud. When they used ViewPoint, the office installed a large rack server to connect the offices via a VPN so they could schedule appointments between the offices. They also had dedicated trunk lines into the offices "at a cost that would make our heads spin today for much lower bandwidth," Dr. Blasius said. The practice hired an IT group to manage the server, analyze it monthly, and back up all the data. "I don't know if the tape back ups ever even worked, fortunately we never had to find out," he said.

Knowing they would need a new solution, the office began researching the costs to become paper-free. Before going to a cloud product, the office was moving paper charts between offices with their corresponding models, and returning them to the main office in the evenings to get charts of patients that may be coming to another office.

Another factor leading to looking at a cloud solution was that the server and terminal server were nearing the end of their serviceable lives. "It is never fun to replace a \$25,000+ server (without the labor to do so). Edge Cloud had just been released out of beta testing, and cloud computing was still in its infancy. We knew we had to either replace the server or take a leap of faith into this cloud computing thing. Edge Cloud was designed for this purpose and we knew this was the future," said Dr. Blasius.

Edge Cloud was installed in all offices in September 2011. And with going to the cloud, the office went paperless, and added workstations to all of their side units. Looking back,

Dr. Blasius said it was a huge transition that took a lot of planning, but in the end, everything worked out better than expected.



Dr. Blasius with some of the Middlebury staff worked out better than expected.

"There are few things in life that I feel I can get behind 100%, talk to my friends and colleagues about, without any hesitation. Having the Edge Cloud is one of those few products that I cannot speak highly enough about. Edge Cloud is so entrenched in our practice we could not live without it. From the time I get into the office and turn on Edge Cloud I rely on it every working minute I have," Dr. Blasius said.

Not only do the doctors rely on Edge Cloud, but every member of the staff does also. From sending patients reminders, to patient check-in, to opening a patient's treatment chart, all the way through the exam and scheduling the next exam, Edge Cloud really does it all.

The add-ons really make Edge Cloud beneficial for Dr. Blasius. He uses Edge Mobile if the Internet goes down, or when he's out and about. "If I get a patient call, I can bring up their chart and history. Or, if I run into a patient at the store, Edge Mobile allows me to bring up treatment notes and recall things about them," he said.

Not only does Edge Cloud offer everything the practice needs, it also saves them IT costs. Without the complications of servers, the practice eliminated their IT support, and can troubleshoot hardware issues on their own. Dr. Blasius said they have seen a significant savings without having to pay someone to do those things for several years.

Between the benefits of almost no IT costs, and the functionality of Edge Cloud, Dr. Blasius doesn't see a reason to be on ViewPoint anymore; as Edge Cloud has it all. ☺