

# Diabco calls upgrades 'a never ending job'

Billing systems vendor revamps its business software to help providers cope with near constant change

BY MIKE MORAN Editor

**DELRAY BEACH, Fla.** – Diabco Medical Billing Systems recently revamped its business software to help providers use their time more efficiently. The company added new scanning capabilities by partnering with MedForce Technologies; created maintenance logs for concentrators and liquid oxygen equipment; and now flashes an alert when a new patient lives in a competitive bidding area (CBA).

Giving the HME industry's state of near constant change, updating software "is a never ending job," said Diabco President Edward Kutt.

## **AUTOMATED COMPETITIVE BIDDING PATIENT ALERT**

This screen-flashing alert comes in handy for providers located in and around CBAs and also for mail-

order companies that ship diabetic supplies all around the country, he said.

"You are going to provide different products and services to people in competitive bidding areas so if you are a winner you want to know what patients are in bidding

areas and those that are not," Kutt said. "It will save people a lot of headaches."

## **MEDFORCE TECHNOLOGIES INTERFACE**

Diabco offers its own document scanning, storage and retrieval function, but "a lot of people find

MedForce's product more full featured," Kutt said. This is the first in a multi-step process designed to help Diabco customers integrate more fully and seamlessly with MedForce.

"Scanning eliminates the need for file cabinets, folders and filing

rooms," Kutt said. "It frees up a lot of office space and reduces the time spent looking for documents. It's a big time saver."

## **OXYGEN MAINTENANCE LOGS**

Accreditation requires maintenance records and automating the process eliminates the need for log books or paper files, Kutt said.

"The paper can get lost or misfiled," he said. "Having it on your computer is much easier and faster." **HME**

## Diamond

CONTINUED FROM PREVIOUS PAGE

BY MIKE MORAN Editor

**D**rive Medical CEO Harvey Diamond is probably about as tuned in as anyone to the challenges and advantages of doing business in China. About 90% of his company's products come from that manufacturing hot house. Diamond talked with HME News at length recently about the rising costs that manufacturers face in China, and why those costs and others have begun to translate into higher product prices for HME providers. Diamond also gave his two cents on a variety of other issues facing the industry.

## **ON WHY THE COST OF DOING BUSINESS IN CHINA HAS INCREASED SIGNIFICANTLY OVER THE PAST SIX MONTHS**

Diamond says several factors have contributed to this. First and foremost, the value of the U.S. dollar has dropped significantly in relation to China's currency, the RMD. For a long time, the dollar was worth 7.9 RMD, but over the past six months or so it's dropped to 7.1 RMD. Every time the dollar drops one-tenth of a point against the RMD, it raises a U.S. manufacturer's costs 1.38%, Diamond said.

The Chinese government has also reduced the amount of money it rebates factories for exported goods. This, in turn, increases the cost of many products manufactured in China.

Additionally, factories have stopped working around the clock. The result: The lead time between the order and delivery of products has expanded from 30 to 45 days to 90 days or more, Diamond said.

## Harmar