Breaking News....

Relcon Software acquires DRS Computing

Relcon Software, the company that designs and sells the highly acclaimed FOCUS™ Practice Management Software, has agreed to acquire optical lab software specialist, DRS Computing.

DRS Computing provides the market leading integrated ophthalmic laboratory system (Labman™) used in some of the largest and most sophisticated labs in the UK. The software is used to run a range of systems, from lens design and order entry and validation to managing lens stock, ordering lenses from suppliers such as Rodenstock, Essilor and Hoya, cutting and glazing orders, dispatch, invoicing and accounts integration.

Relcon Software provides the FOCUS Practice Management Software to independent opticians and regional groups all over the UK and Ireland. The software suite covers the complete customer journey from patient records, appointment book, reminder system (email, letter, SMS), prescriptions, dispensing, ordering lenses and frames, and contact lens management.

For the more ambitious practices, there is also a full clinical records system for practices wanting to go paperless. Fundus imaging links to equipment from companies like Topcon, Nidek and Grafton Optical, direct debit collection and accounts integration can all be handled.

More recently, the company has added electronic ordering links from FOCUS to Rodenstock's SpeedMaster™, Essilor's Opsys™ and Hoya's Hoyalog™. This allows a seamless transition for patients from appointment booking through to dispensing and the ordering stage, with no re-keying required. Add to that links to the Supply Chain Connect system, which is now becoming a standard for electronic stock and prescription ordering of frames, accessories and contact lenses, and you

Relcon Software MD, Al Chetwode (left) with DRS Computing MD, David Bunney (centre) and Nigel Beford, Relcon Sales Director

have the complete practice management solution.

For the Head Office, Relcon also provides a full suite of products from centralised product catalogue provision, reporting, accounts integration, reminders, direct debit collection and electronic ordering links, to contact lens manufacturers for automatic contact lens provision to branches.

The merging of the capabilities of both companies brings together all of these skills sets and knowledge, and will allow labs using DRS Labman to receive pre-validated orders from their customers in an electronic format with vastly reduced transcription errors and call-back rates.

"This deal represents a massive opportunity for both companies to create a powerhouse software company in the UK optics industry," said Al Chetwode, Managing Director of the new group formed under Relcon Software. "The combined company will offer a complete set of integrated software products, which brings together all aspects of the optics supply chain, from standard practice management software to Head Office systems, and lab/workshop systems, all under one roof."

David Bunney, Managing Director of DRS Computing, is equally enthusiastic about the prospects of the group. He added, "We are understandably very excited about the prospect of what we can achieve together, with the two companies offering 'best-of-breed' solutions to support practices of all sizes,

with a truly unique combination of functionality to meet every need."

There is a clear expectation that this merger will bring benefits to both companies in a number of different ways. Both companies provide Windows™ based software, running on Microsoft operating platforms, which means that, as well as having the modern look and feel and ease of use that comes with this platform, the joint company will be able to make its products work seamlessly together.

In conclusion, this acquisition brings together the commonly shared goals of the management of both companies, and provides a very strong platform for growth. It is anticipated that, in time and with investment, it will also allow the combined entity to put extra resources into the group, by creating a larger overall presence, which will allow the sharing of management systems and best practice between the two companies.

For further information, contact Relcon Software on 029-2056 0081 or DRS Computing on 01608-643040

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