Making IT Work in Practice

January 2005 –

Haine and Smith Opticians choose F.O.C.U.S.™ from Relcon Software Ltd, for its all round integration and range of functionality.

Details

After a thorough review of the options available in the market, Haine and Smith, the group of opticians, has chosen Relcon Software, software supplier to other groups of opticians such as Leightons, Conlons and Black & Lizars, as its practice management software provider.

The "Entry Level" version of Relcon's practice management software package, F.O.C.U.S.™, has been rolled out to all 18 of Haine and Smith's practices, and the plan is to roll-out the full package in March and April 2005.

"Our experience with Relcon as been excellent, with assistance available every step of the way." comments Tony Cowen, Financial Controller of Haine and Smith. He continues, "The software has been designed to provide the full "customer journey" through the practice and is fully integrated at both practice and Head Office levels, so it has everything that we need."

Haine and Smith and Relcon started talking seriously about implementing the system across all of their practices in the middle of 2004, and by August of 2004 the first practices were going live with the new system. Since then the Entry Level system has been rolled out to all Haine and Smith practices, at the rate of one a week!

Relcon Software feels well placed to continue its growth. "We are very excited by the relationship with Haine and Smith, reinforcing our belief that we have a great product to offer to opticians of all sizes", says Al Chetwode, Managing Director of Relcon.

Editor's Notes

Relcon Software

Relcon Software Ltd is a software company based in Cardiff, with subsidiary offices in Chipping Norton and York. Relcon has been supplying the F.O.C.U.S. Practice Management system to selected optical clients since 1998. Clients include Leightons Opticians in Hampshire, Conlons Opticians of Liverpool; Black and Lizars in Scotland; and numerous independent practices throughout the UK.

For more information, visit Relcon Software on the web at www.relcon-software.co.uk , or contact Relcon Software:

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