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**It's all in the details...***Managing inventory is all about the details*

*In Supplynet 3.0 we have taken steps to help our users to better manage those details by streamlining processes that minimize data entry time and maximize the efforts of your inventory manager.*

Employees can now place orders through our new "Employee Requisition" window. Products are sorted either by the department the employee works in or by order frequency. When an order is placed Supplynet 3.0 automatically generates a Sales Order. Selecting "Rush Order" automatically reduces inventory by invoicing the sales order and generating a Pick List, which helps the inventory manager quickly distribute products.

Managing and evaluating products on an individual

Attached	Product Category	Code	Description	Supplier SKU	Quantity Requested	Case Number	On Prior Order
X		10001	Carbon Insert, Package of 3	2429-03			
		10317	test 11				
	ABRASIVES	10090	Acrylic Trimmers 6101	142-4260			
	ABRASIVES	10093	Acrylic Trimmers 6102	142-7253	3		
	ABRASIVES	10110	Arbor Bands, 1/4" Buffalo				
	ABRASIVES	10096	Arbor Bands, Coarse, 3/4" for Dentures	365-6141			2
	ABRASIVES	10102	Cutoff Wheels 1-1/2"	142-9774			
	ABRASIVES	10111	Disc - (Sticks) Velcro - Backed 12"				
	ABRASIVES	10109	Disc - Lightning SS (single side) Medium ...	922-2618			
	ABRASIVES	10112	Disc - Ultra Thins(1) Look Under Ultra Thins				
X	ABRASIVES	10004	Disc - Sprue Cut-off Disc	0563-00			
	ABRASIVES	10092	Fibre Cut Discs 7002	142-6164			25
	ABRASIVES	10097	Knockout Disc FNarsity	613-1802			
	ABRASIVES	10014	Mandrels - Screwhead Mand F / Wheel - 12/ Pkg	0641-00	1		
	ABRASIVES	10012	Mandrels - Taperscrew 144/pkg	0643-01			
	ABRASIVES	10013	Mandrels - Taperscrew Mandrel F/P/T5 - 12/Pkg	0643-00			
	ABRASIVES	10101	VR Dept. - Rubi Red - Mini Sitters #55174 - 1 ...	142-9749			

The Employee Requisition Window allows employees to place orders and automatically generates a sales order.

basis is a necessary part of inventory management. Our "Inventory Items" window has new functionality to assign and change: product categories; minimums; maximums; storage location; container weight; units per container; and department

consumption, for individual items or groups. This will save a great deal of time and help you to keep details consistent and up-to-date.

The "Physical Inventory Adjustment" window now

*read more on pg 2*

Code	Supplier	Description	SKU	Prod. Category	u/Cont.	Cont. wt.	Tax Pur.	Serial #	Discrtn'd	Safety days
10001	USW	Carbon Insert, Package of	2429-03		3	1	YES			1
10002	USW	Clay 1.25 KG	0130-38	IMPRESSION MA1	1	3	YES			1
10003	USW	Crucibles - ECM Crucibles -	0311-06	CASTING/ACCES:	1	3	YES			1
10004	USW	Disc, Sprue Cut-off Disc	0563-00	ABRASIVES	90	1	YES			1
10005	USW	Large Duplicating Flask.	1120-00	CASTING/ACCES:	3	2	YES			1
10006	USW	Hi-Gloss Compound, 6 stick	0653-00	POLISHING	1	1	YES			1
10007	BUR	Investing Base, 100 to a p	NI25012	CASTING/ACCES:	100	25	YES			1
10008	USW	Laser Wire - Titan (Ti) 0,2	0412-25	ALLOYS & ACCES	1	1	YES			1
10009	USW	Laser Wire - Titan (Ti) 0,8	0412-80	ALLOYS & ACCES	1	1	YES			1
10010	USW	Laser Wire - Ytallium 0,35	0411-35	ALLOYS & ACCES	1	1	YES			1
10011	USW	Magnetic Stirrer, 110 V	1782-00	INSTRUMENTS	1	3	YES			1
10012	USW	Mandrels - Taperscrew 14"	0643-01	ABRASIVES	1	1	YES			1
10013	USW	Mandrels - Taperscrew Ma	0643-00	ABRASIVES	12	1	YES			1
10014	USW	Mandrels - Screwhhead Ma	0641-00	ABRASIVES	12	1	YES			1
10015	USW	Melt Coll Only	1545-20	ARTICULATORS	1	1	YES			1
10016	USW	Melt O Pot 120 V	1181-00	ARTICULATORS	1	1	YES			1
10017	FRSW	Mold Holders 1.1" x 0.5"	1548-70	INSTRUMENTS	1	1	YES			1

The Inventory Items List window has been dramatically redesigned with multiple feature enhancements. In this window, now you can set maximum on-hand and a storage location for each product.

*Continued from pg 1*

provides multiple ways to sort products. You are able to print either a physical list or a barcode list for a physical inventory count. If you prefer to count inventory manually with a hand-written, physical inventory sheet, you can now print your list from Supplynet, count your inventory, return to the computer and make adjustments—all in the same format outlined on the printed list. Those who prefer to use barcode readers can print the list, count inventory by scanning products, then return to

the computer and download and upload changes directly into Supplynet 3.0.

In the “Inventory Item Details” window you will see dramatic design and feature enhancements. The flow of information on this window has made the the data easier to read and follow. New to this window is a field where you can set a maximum on-hand amount and a storage location for each product. In addition, the accounting cost center feature now handles multiple cost centers for each of your products.

You'll love the new Supplynet Home window because it's better than ever! Users can make window selections (i.e. PO's, SO's, Credits, Inventory Items window, etc.) print requisition forms and pick lists, view open PO's, SO's, view inventory balances, and create purchase orders using either SupplyNet 3.0's Min/Max or Just-In-Time ordering systems.

To begin using our Min/Max ordering system, simply set the minimum and maximum amount you'd like for each product. Then the Min/Max ordering system generates, with the touch of a button, a list of all products that are at or below the assigned minimum level complete with suggested order quantities to restore inventory to the assigned maximum level. This list can be sorted by supplier. Highlighting a supplier and clicking on *Generate Purchase Order* completes the process.

Just-In-Time ordering is designed to more accurately maintain inventory levels by factoring in previous con-

sumption history, supplier review periods, lead times, safety stock days, current on hand levels, and current outstanding orders and back orders. With all of this information, Supplynet 3.0 creates a list with suggested order quantities for you to review. You can accept or revise the order before creating the purchase order.

A new “Customer Product Return” window lets you return sold or distributed products back to inventory. Assign an employee and accounting cost center to the return to keep consumption and cost center reports accurate.

With so many additions to Supplynet 3.0 you will want to update your current version right away. Contact customer support at 800-565-0923 for information about downloading SupplyNet3.0.

If you are not using Supplynet and would like more information, or to participate in a product demonstration, please call 800-403-9870.

## Labnet Online 2.0: CaseSubmission *Allows your lab to offer an interactive internet presence to your dentists.*

Practices have grown accustomed to using the Internet with almost everything: suppliers, banks and to talk amongst themselves. With using Labnet Online 2.0, your clients can request case pickups, view and reprint invoices and statements, read and enter case notes and even submit new cases without ever picking up the phone.

Dentists can easily send digital photos, impressions, shades, etc. through Labnet Online 2.0 and these files will be automatically attached to

the case in your Labnet lab management software.

Labnet Online 2.0 has a new Case Quick Entry interface. It is conveniently located on the Labnet Online 2.0 homepage which allows fast, accurate case entry. To submit a routine case, the practice simply enters the patient name, date to send the case to the lab, case type and units.

Attached files are automatically linked with the appropriate case and instantly retrieved by Labnet. This eliminates

the need to wade through all of your e-mail attachments and scanning for hours to try to figure out which image belongs with which case.

Cases submitted through Labnet Online 2.0 are automatically entered into your lab production schedule and the return date is calculated based on all significant variables, including:

- Transit time to/from dentist
- Work to be done
- Lab's available production capacity

- Account or work guaranteed turnaround time (if appropriate)

There is something in Labnet Online 2.0 for all your clients.

Labnet Online2.0 is a powerful tool that gives your doctors the freedom to access the information they need while freeing your staff to be ready for the more difficult questions and tasks. For more information, or to request a demo please call your Labnet sales representative at 800-403-9870.

## Find the right tools for your lab



Real Time (USB) Scanners, Data Collection (Wireless) Scanners and Label Printing can keep your lab organized and more productive.

## New hardware solutions to

Using Labnet's suite of software gives your business the tools to manage work flow, production analysis, inventory management, and employee time. However, this represents a significant amount of data that must find its way into the program. To aid in this process, Labnet supports several types of input hardware, the use of which can have immediate impact in your business.

The first type of hardware is the Barcode Scanner. Labnet work tickets and invoices can be printed with barcodes representing a variety of information to allow for quick data entry and retrieval. Barcode Scanners come in two varieties, Real time (USB) scanners and Data Collection (Wireless) Scanners.

### Real Time (USB) Scanners

*No more wondering "Who worked on this case?"*

Real time scanners have a direct connection to the computer and to the Labnet Program. Anything scanned appears in Labnet instantly. This

scanner needs to be plugged into a USB port and you will want to have dedicated computers set up as scanning stations at convenient locations in your production area.

This solution is a good fit in the following areas:

**A.** Production scanning for technicians: Allows technicians to mark their tasks as completed by scanning the pan number on the work ticket through Labnet's Production Scan feature. The data is then used in Labnet Gold's Production Analysis to track employee activity, and to ensure no tasks are missed.

**B.** Tracking numbers for couriers: Dentists can use the Internet to track their cases. All major couriers (UPS, DHL and FedEx) can be scanned and attached to each case as it ships. Labnet can even launch the courier's Web site and look up the tracking number that you scanned, and then tell you where the case is.

## manage your Lab's important data

C. Arriving cases from Labnet Online: This allows you to quickly notify Labnet that pre-entered cases have arrived. These can include cases that were entered by your staff, or by the dental office staff using Labnet Online.

### Data Collection (Wireless) Scanners

*No more "Where is that case?"*

Data Collection Scanners are wireless handheld scanners that can collect and store scanned information which can be connected to a computer and downloaded into Labnet. They are convenient because they are portable, but they do not have a "real time" connection to Labnet. Labnet's information is only updated when the scanner is docked and its scanned information is imported into Labnet. Typically this scanning is done by support staff, such as managers.

A. For **LABNET**: The scanner is brought to the technician's work station to scan for location, employee, and task completion, in a single scan. Cases can be scanned at the technician's benches, on-hold

shelves, or anywhere else in the lab where cases are located. When scanning is completed, the scanner is docked and the data is downloaded into Labnet.

B. For **SUPPLYNET**: This scanner can also be used with SupplyNet as an effective method for counting physical inventory. The information can be downloaded directly to SupplyNet and used with Version 3.0's enhanced reporting for physical inventory, or to generate labels that can be printed to identify products or the location of products.

### Label Printing

*No more writing on models.*

We have recently introduced an affordable label printer that prints on a synthetic label that is water proof, chemical resistant, and won't tear. This is an effective way to label models, articulators, or anything associated with a case.

From SupplyNet the label printer can be utilized for individual products to give product descriptions or shelf locations.

## Improving support to help serve you better

At Labnet, we don't want our relationship with our clients to end after they've made their initial purchase. To that end, we offer extensive customer service plans based on product levels. Just as we are improving and expanding our product offering, we are also improving our customer service plans offerings to assist you in your use of our software.

First, we're expanding our team, and are pleased to welcome Susan Penegy to the support department. She has eighteen years of experience in the dental industry, having worked in both dental labs and dental offices. She used Labnet in her previous lab employment, so she truly understands Labnet's features and functions.

We are also adding different ways for you to get information about Labnet, starting with our new Webinar program. Starting in June, we will be offering online presentations covering Labnet setup and basic use. These will be an ideal introduction for new staff, providing training in general Labnet use at no extra cost or manager time for your lab.

As always, our clients with customer service plans have access to unlimited phone support, a substantial discount on training seminars, and free downloads of Labnet updates. Of course, this includes Labnet 8.0. All customers who have subscribe to a customer service plan can upgrade to the new versions of Labnet, SupplyNet, and Labnet Online at no extra charge.

# Labnet's Work Information Window now has a new name and increased functionality

"Work Information" is now called "Workcode List." The layout in this window is more user friendly.

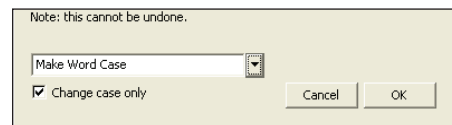
The "Showing" feature allows the user to limit the list for viewing, and will keep the user informed of the number of records in the list and their sort order. Holding down the control key while using the sort header buttons allows for a multiple sub-sort.

The list window not only remembers where you like it on the screen

but it will also remember your last Showing and sorting settings for the next time you open the window on a per station code basis.

Utilities are now more prominent and categorized. Multi-record edit is a very exciting feature in "Workcode List." This allows the user to select multiple records to change their information. The user will highlight the records and then choose the edit above the correct column. The changes

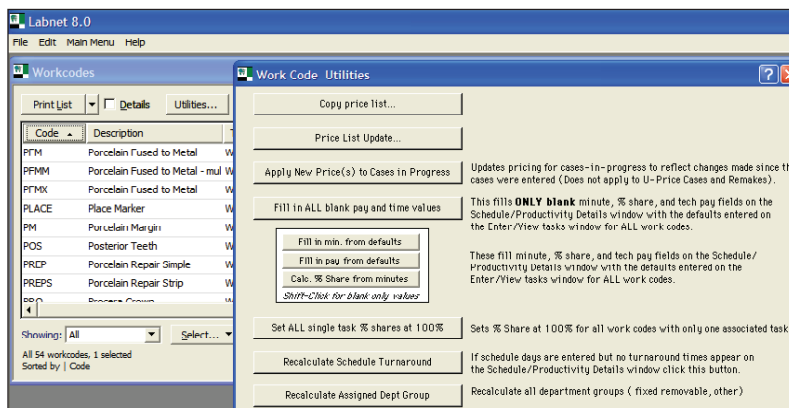
that are made are reflected for all highlighted items. When editing multiple records when appropriate, you are offered the "Change case only" option with will instead of changing all selected records to the same value, Labnet will alter data you have per record. Options include the following:



- Make Word Case
- MAKE ALL CAPS
- make all lowercase
- Only\_numbers\_letters and underscores

Changes are made, and the work code list automatically refreshes the help list and are logged by station code for auditing.

Sub Group is a new feature. It is used for adhoc and SQL reporting.



## Computer Hardware

Labnet, has established a partnership with Henry Schein Information Technology Solutions (ITS) to meet your lab's complete computer hardware needs. Whether you need a new computer or complete computer network we have the products and expertise for you.

Buy a computer when purchasing Labnet, or Labnet serial number and we will pre-load the software on the new computer for your convenience.

If you are setting up a new lab, or expanding your existing facility, we can help you determine your computer network requirements and provide you with the necessary hardware. This new service may be personalized to meet your needs, including onsite installation and/or ongoing support.

For more information, or to receive a quote, contact your Labnet sales representative at 800-403-9870.

# Labnet 8.0 Communications and CRM

Communication is critical to the success of a lab, whether it is internal communication amongst the lab staff, or external communication with accounts. Communication functionality is one of the key areas of enhancement for Labnet 8.0. There are now two communication solutions available—a completely redesigned communication module within Labnet and the ability to integrate Labnet with Goldmine CRM (customer relationship management) software.

Labnet's Communication Center (under Main Menu / Communication Center) now includes an entirely new screen layout. This makes it easier for users to understand. Functionality has been greatly advanced allowing Labnet users to:

- Assign tasks to other employees and maintain visibility into the status the task
- Associate messages and tasks with cases and also display with the case screen
- Tag messages as 'Urgent' or 'Private'
- Improved message sorting and filtering for quick access to information

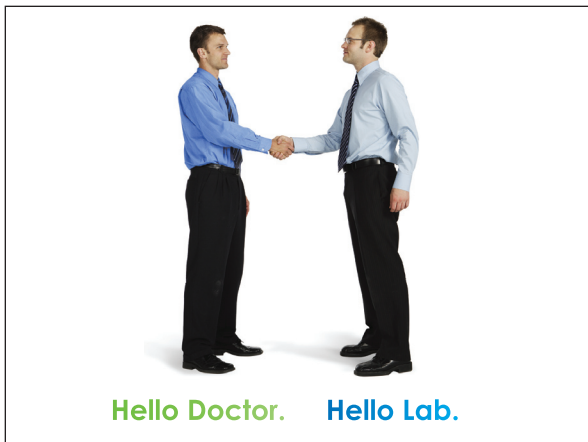
This is the ideal solution for internal lab communication. For labs wanting more powerful communication functionality, including the ability to coordinate marketing campaigns, support sales and customer service represen-

tative (internal or external), Labnet 8.0 now integrates with Goldmine, an industry leading CRM software application with hundreds of third party solutions to further enhance functionality.

A wide variety of Labnet information, including pending and past case information, account financial details (e.g. 30/60/90 details), and production particulars (e.g. number of remakes), automatically flows into Goldmine for information, analysis, and reporting. Sales and customer service representatives can access these details and update as appropriate (address information may be updates, account balances cannot). Marketing and sales managers can access valuable information to improve results. This information includes:

- Sales forecasts by territory, and product
- Call, meeting, sales activity by representative
- Purchasing trends by account and product with automatic alerts if an account begins to deteriorate
- Personalized mail and e-mail marketing campaigns

Regardless of the sophistication of your communication needs, Labnet 8.0 has the functionality you require to manage your lab. For additional information please call one of our sales representatives at 800-403-9870.



Hello Doctor. Hello Lab.

Is there a dentist not currently using Labnet Online that you would like to connect with?

Let us know!

labnet®

727 East Utah Valley Drive #900  
American Fork, Utah 84003

*Labnet Online gives you the incredible ability to communicate easily between your lab and your dentists — but if your dentist isn't using it, it can slow down the whole process.*

*Let us help! Call or email and let us know how many dentists you have that aren't currently using Labnet Online. We'll send you information you can give to your dentists to introduce them to Labnet Online and to help them (and you) save time and become more efficient and productive.*

*If your lab hasn't deployed Labnet Online and you would like to do so, or if you would like to organize a demonstration please let us know.*

**connect better.**

e-mail: [sales@labnet.net](mailto:sales@labnet.net)  
phone: 800.403.9870