



Software that works
Support that really helpsSM
1-800-321-7826

DrugPak Software Suite Newsletter

Premier Drug and Alcohol Testing Software

April 2007

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We're Here to Help You!

We appreciate that you have chosen DrugPak to manage your substance abuse testing data. This newsletter is an opportunity for us to pass on news, helpful hints, and suggestions. If you ever have any questions or problems, don't hesitate to contact us.

Quick Links

Be sure to regularly check for DrugPak updates at www.drugpak.com/update and remember to read the release notes to learn more about the changes.

The following modules have recently been updated:

[DrugPak Main Module](#)
(3/22/2007)

[Document Manager](#)
(02/07/20)

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Turbocharge Your DrugPak

DP Client/Server is an add-on to DrugPak that makes it possible for a network installation of DrugPak to run faster and more reliably. Scanlon Associates made DP Client/Server available because many companies that use DrugPak are growing and require the

DrugPak at DATIA in April

Scanlon Associates will be attending DATIA's 2007 Annual Conference and Exposition in Memphis, TN April 19 - 21 as an exhibitor. DATIA, the Drug and Alcohol Testing Industry Association, is a prominent and influential association that emphasizes education, networking, and standards among its members. Several representatives of the DrugPak team will be at our exhibit booth. Please stop by and visit us! It is always great to see familiar faces and meet new friends.



Look for us under the DrugPak banner in the exhibition hall. Also, look for other attendees and exhibitors displaying the DrugPak logo. Every person and company who wears a DP button or displays a DrugPak sign is a DrugPak user. Most are often eager to exchange their views and opinions on DrugPak!

Something special for 2007: Stan Scanlon, President of Scanlon Associates, and David Goncalves our General Manager have been selected to lead one of this year's new breakout sessions. They will be making their presentation *Are Your Randoms Truly Random?* which is currently scheduled for Friday afternoon, April 20.

[Visit DATIA.org](http://www.DATIA.org) for more information

[Use DrugPak to Attract New Business](#)

additional power that Client/Server provides.

DP Client/Server is not like the other add-on modules of DrugPak. It is not another DP program. It does not add new buttons or new reports and there is nothing new to learn. What it does is make all of your DrugPak modules run *FAST ... really, really fast!*

How DP Client/Server Works

DP Client/Server changes the way that DrugPak operates across your network by shifting most of the workload from the workstation to the server.

When you are using DrugPak on a network without DP Client/Server, large volumes of data are transferred through your network from your server to your workstation. Then the processor in the workstation works with the information and stores it back on the server when it has completed its task.

When using DP Client/Server, the workstation directs the server to perform the task. Since the server doesn't have to wait for the information to move across the network, tasks execute much faster. Also, since the data is not moving across the network, many of the possible problems caused by network or workstation failure are eliminated.

How DP Client/Server Saves You Money

The essential return from

When you sit down with a prospective client you want to inspire confidence. A prospective client should be comfortable with your ability to satisfy their needs and they should see that your services will make it easy for them to achieve their goals. DrugPak can help you convey these messages.

Your customers will be glad to know that DrugPak's random selection engine is tamper-proof, that you can process new results quickly, and generate the MIS form accurately. Explain about the features of DrugPak that will save them time. Show them sample result letters and Random Selection Program Statistics analysis reports. Let them know about DrugPak's participant import and data export features.

Remember that DrugPak Add-On Modules not only help you service your clients, but they can also be used to secure new clients! Let your clients know that email and fax reporting are automated and secure with DP Informer, that your invoices are always accurate because they are automatically generated, that result data is imported directly from laboratory or MRO data thus reducing turnaround time and human error. *Assure them that since you don't rely on outside third parties, your staff is always in control of every aspect including the automated processes and all of their important data.*

One of the most productive sales tools you can use is DP Live. Sit down with a prospective client and take them on-line to your DP Live system. Show them how easy it is to view results, manage participant lists, request alternates, search for collection sites, and contact you.

We have many successful customers who prominently feature DrugPak in their marketing and sales efforts.

Scanlon Associates is dedicated to helping your organization succeed. Our best tool for helping you realize that goal is providing you with the best and most effective software in the substance abuse industry. We know DrugPak is a competitive advantage because so many of our clients tell us they don't want their competition to learn about it! Now is the time to think about DrugPak from a different perspective and start adding new business today!

April Webinars

Random Selection Webinar

Learn how to use DrugPak's Random Selection Expert to



an investment in DrugPak Client/Server is increased productivity. Typical operations are reduced 50 - 75%. but you don't need to take our word for it as you can try Client/Server yourself (more on that below).

Another issue Client/Server protects you against is data corruption caused by minor events such as a workstation, power, or network failures.

The structure of DP Client/Server eliminates the potential for many workstation or network failures that effect your data. Unless you have never put your office on "standby" for a few hours while waiting for technicians to restore a back-up, or you have permanently lost data from corruption, you might easily underestimate the value of protecting against such avoidable problems.

Scanlon Associates offers a 30 day, no obligation trial of the Client/Server-- and it only takes a few minutes to install. It is very easy to evaluate the changes caused by Client/Server as they are immediate and obvious!

Call today for more information and get your full trial version. Our DrugPak Sales Team is available at 800-321-7826. After the phone system answers, press 1 for Sales and then 3 to discuss your specific DrugPak needs.

quickly and easily perform random selections. In-depth coverage of random selection profiles, the random selection expert and random selection program statistical analysis.

DrugPak Random Selection - 90 minutes - \$69
Thursday, April 12th 1:00 PM Eastern Time*

Using Custom Billing Rules

A powerful feature of DP Billing 5.5 allows you to use filters to change the base rate or add other fees. This Webinar requires that you have attended a session of the Basic Filter Building webinar.

DP Billing Custom Billing Rules - 60 minutes - \$59
Tuesday April 17th 2:00 PM Eastern Time*

Support Plan members receive an automatic \$10 discount on all webinars!

Contact Scanlon Associates today to make your advance reservations. Call (800) 321-7826 x202.

Attendees are welcome to have one computer connected to the on-line portion and one phone connection to the conference call, but have as many people view and listen in your office as you wish. Advance payment is necessary to reserve your place and includes the cost of the web connection and the toll-free conference call.

***Please note: all times for webinars are Eastern.**
Adjust for your location accordingly and please be prompt!

There is a limited number of "seats" available for each webinar. Please be considerate of others who may wish to attend. In the event you cannot attend a webinar for which you have registered, kindly give at least one day notice that you will not attend. We will be unable to give refunds or reschedule webinars unless we receive your cancellation at least one day before the scheduled webinar start time.

Think About It

"It's not that I'm so smart, it's just that I stay with problems longer."
--*Albert Einstein*

[Visit DrugPak.com to
learn more](#)

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[Forward email](#)

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