

## DQ Technologies finds marketplace in home healthcare

*Local software company launches mobile workforce solution, creates new business identity to reflect innovative product*

**AUSTIN – June 23, 2006** – DQ Technologies, a Cedar Park-based software company, has added a new prospect to their list – the home healthcare industry.

DQ Technologies was founded by Wayne Merritt in 1992. Merritt believed that the estimating systems being utilized by the lumber and building materials industry needed improvement. Some of the programs were quality systems, but you had to be a computer programmer in order to understand them. Merritt teamed up with Don Dunbar, a friend and technology professional, to look into creating a better estimating product, and after a two-year research and development period, DQ Technologies introduced the DQ2000 Take-Off and Quoting System in March of 1994. The product proved to be a great success and was well-received among estimators across the country looking to make their operations more productive. DQ Technologies was then approached with the need for a simple, flexible and accurate delivery and scheduling system that would allow the sales department of their building supply clients to respond to customer questions about order status. In response, DQ Technologies introduced the DQ Order Delivery Tracking Software, a data collection system that provides powerful reporting tools for delivery management.

As the company grew quickly, Merritt and Dunbar added some very dynamic people to the team, all with different skill sets, backgrounds and experiences to increase the value of service to their clients. This allowed the business to grow into a truly dynamic company that could deliver solutions that interacted with their clients' businesses. Over the years they introduced multiple software solutions as they saw a need for them in different markets, including the DQ GPS Tracking System, DQ Vehicle Maintenance Records System, and other innovative solutions.

However, it wasn't until Merritt began really listening to the challenges that his wife, Lynn Merritt, a home health professional (HHP), was facing in her line of work that he realized what his company could offer to the ever-growing home healthcare industry. Traditionally, home health schedulers and case managers have used hand written schedules

to track daily and weekly patient visit activity, combined with a 485 Plan of Care for future visits. In many cases, ensuring the timeliness and proper number of visits is dependent primarily on the visiting HHP. When circumstances force unplanned changes, visits can easily go overlooked or even missed. His wife expressed that this critical setback could be eliminated if there were a more effective means for tracking and confirming visits that could then be shared with all of the major players in the home healthcare process.

Wayne Merritt quickly saw how the software that was originally created for tracking building material deliveries could be tweaked and turned into a mobile workforce solution that would solve the problems that the home healthcare industry was facing. After discussing the new business idea in great detail with his team and conducting extensive research into operations of the home healthcare industry, DQ Technologies decided to launch an entirely separate business venture, **Track-Force**, in addition to the products and services already offered.

The Track Force System eliminates the tedious data entry normally associated with a hand written schedule. More importantly, by making these schedules available for viewing by the entire organization, combined with real time updating of visit confirmation, companies can both improve performance and eliminates the mistakes associated with missed or uncompensated visits. Track Force accomplishes this through a series of scheduling and mapping tools. These tools give office staff a graphical look into who, what, where, and when that will assist in both present and future scheduling and dispatching situations.

Track-Force also eliminates the burden of the time card logging from the field staff. Since they are connected in real-time with those working at the home office, Track-Force can provide detailed information on daily, weekly, and monthly activities. The software program can also replace time sheets and daily logs, and even allow home healthcare companies to get to the point where all out of pocket expenses are entered while in the field.

Track-Force offers three products specifically designed for the home care industry: Track-Force Sales Manager, Track-Force Clinical Manager, and DME DT (Delivery Tracking).

To learn more about Track-Force, visit [www.track-force.com](http://www.track-force.com). To learn more about the products offered by DQ Technologies, visit [www.dqtech.com](http://www.dqtech.com).