Dental Practice

PRIORITY TECHNOLOGY HOLDINGS

PATIENT HISTORY

A Florida-based cosmetic and general dentistry practice, taking over $300,000 in patient payments each month contacted Priority seeking to reduce processing expenses, automate payment posting to their EMR and collect patient payments faster.

PAYMENTS CHECKUP

A Priority healthcare sales representative reached out to complete an initial discovery call, and had the practice send in a statements for evaluation

PRESCRIBED SOLUTION

The next day we sent a proposal outlining our recommended payment acceptance solution which would reduce their overall cost of payment acceptance by 18%.

TREATMENT PLAN

We recommended Payment Manager to solve for their point-of-service and back-office payment processing needs, to keep card or bank account information securely on file, and set up payment plans to collect amounts not covered by insurance. To automate payment posting to their EMR, we proposed Integration Engine, as a means to sync patient records and payment information with no manual data entry required. We also introduced ePay, our patient-facing online and mobile bill payment portal, as part of their larger patient engagement strategy. To align with their goal to collect faster on patient balances owed after insurance adjudication, we suggested they promote the ePay option on invoices and host it as a link on their public-facing website.

GET STRONG WITH PAYRIGHT

Using the solutions we offered, the practice now saves about $1,000 per month in credit and debit card processing fees. All payments received, whether in office, by mail or phone, by card on file, or via the online bill payment portal, automatically post back to their EMR, and staff can conveniently track and reconcile all payments collected through a single reporting system.

PATIENTS VITALS

$1,000
in Monthly Savings

18%
Reduction In Processing Fees

$12,000
in Total Annual Savings