



DENTAL CASE STUDY

12 FTE ORTHODONTIST PRACTICE – CLIENT #02341



(800) 655-6808
dentalrevenuecollectors.com

\$282,827 REVENUE SAVED FOR DENTAL PRACTICE



66% DENTAL ACCOUNTS RESOLVED
WITH LESS THAN 1% COMPLAINTS

DENTAL PRACTICE SUCCESS STORY

We began working with #02341 in 1998. They were experiencing poor returns and non-existent customer service from their existing collection agency. They reached out to us based on a referral. They believed returns could be higher but were reluctant to change because of the slow implementation process of a new AR solution. They made every attempt to recover accounts internally and held on to unpaid balances. Their efforts while adequate, were simply not frequent enough to create any real difference in the payments. It ultimately negatively affected their monthly revenue. What's more, they continued to send monthly statements. This was an additional drain on the practice in unrequited postage and labor. They needed to reduce cost and hand over responsibility to an agency that understood their business. A partner who could establish services efficiently, collect self-pay balances, reduce days in AR and offer legal remedies.

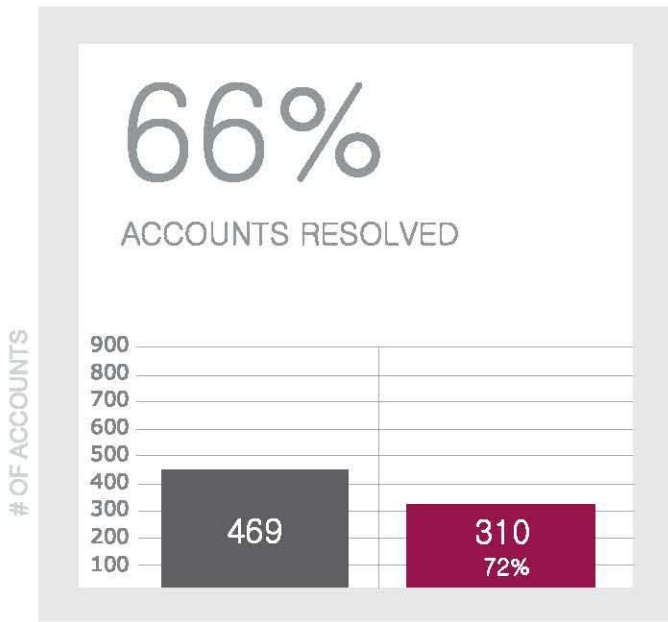
We met all of #02341 expectations, it wasn't difficult. We already had connectivity with major dental software providers. The setup was quick and painless. Day one we provided a "Client Web Access Portal", and drafted the required HIPAA business associate agreement. Upon receipt of the agreement, we started receiving accounts using our HIPAA secure/compliant portal. To date we have received 469 accounts totaling \$689,266. We have returned 66.10% of accounts and \$282,827.

CLIENT #02341

Client #02341 is a 12 FTE Orthodontist Practice with \$1.8 million in revenue based in Denver Colorado. Please ask us for a reference.

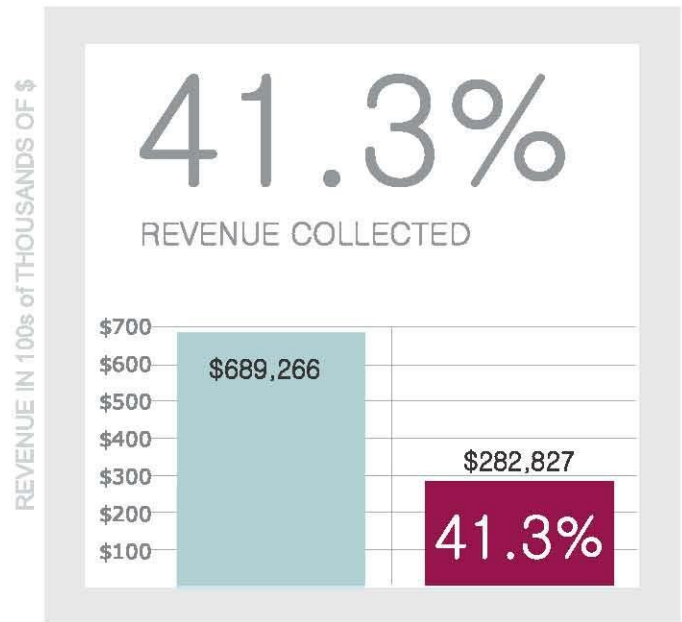
\$282,827 REVENUE RECOVERED 72% OF PATIENT ACCOUNTS RESOLVED

OCTOBER 28, 1998 - CURRENT



TOTAL ACCOUNTS ACCOUNTS RESOLVED

OCTOBER 28, 1998 - CURRENT



DOLLARS PLACED DOLLARS RECOVERED

PATIENTS PAID

Dental Revenue Collectors resolved 66.10% of accounts, with an average day in collection of 33 days. A total of 469 accounts were sent with an average balance of \$1469.64. Of the 469 accounts submitted, 118 of them were paid in full. Out of the remaining accounts, 310 of them we resolved and 49 accounts were either cancelled due to bankruptcy, death, or removed at management's request. Performing accounts are still in collections, and are managed by Dental Revenue Collectors.

REVENUE RECOVERED

Dental Revenue Collectors has recovered \$282,827 in lost revenue since 1998. A total of \$689,266 in lost revenue was sent to locate, collect self pay, update patient information, negotiate a settlement, or set up a payment plan. Dental Revenue Collectors recovery of accounts was 41.03%, exceeding the national average collection rate for dental accounts by over 21%.

National average for collection of dental accounts is 19% (ADA).

(0.03%) PATIENT COMPLAINTS – ZERO LAWSUITS

*Data based on Dental Revenue Collector's internal recovery reports. References and client reports will be provided upon request.

USE A DENTAL COLLECTION AGENCY AND
GET BETTER RESULTS.



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