



Force Multipliers for your Business

Practice Metrix's team of experts can assist you with growth and realization of tangible ROI for your business by implementing key Force Multipliers such as:

- ✓ Mid-Level personnel recruitment, deployment and training.
- ✓ Implant Treatment Coordinator program implementations.
- ✓ Revenue Cycle Management functions.



Calling all those who missed an insightful key presentation at the recently concluded annual AAOMS conference in San Diego.



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Bringing a 'CEO' perspective to the Management of your Multi Million Dollar Practice.

Encouraging all forward-thinking practice owners and doctors to get a free analysis of your practice and a copy of the AAOMS presentation.

MID-LEVELS

Mid-level practitioners play a crucial role in modern Specialty Dental practices. They serve as an adjunct or copilot to the oral surgeon assisting them in a number of quality specialized services.



Their role provides several advantages that contribute to the overall efficiency and quality of patient care:



Cost-Effective Care

Mid-level practitioners typically earn lower salaries than physicians, while taking on certain aspects from the surgeons enabling more case volume to be handled. This not only helps reduce the overall costs of healthcare delivery but also directly increases the bottom-line for a practice bringing in more revenue.



Enhanced Efficiency

In dental specialty practices, mid-level practitioners can help streamline and increase patient care case load by handling routine tasks such as Health and Physical exams, ordering diagnostic tests, initial consults, post-ops and non-critical patient calls. This allows physicians to focus on more complex cases and focus on treatment success.



Patient-Centeric Care

Mid-level practitioners often spend more time with patients, providing a more personalized and patient-centered approach to care. They can answer questions, educate, and prepare the patients for treatment.



Team-Based Approach

Mid-level practitioners can work collaboratively with physicians, care professionals and stakeholders, by contributing their expertise to a comprehensive healthcare team. This team-based model can lead to better patient outcomes and treatment successes.



Reduced Wait Times

Mid-level practitioners can help shorten wait times for appointments. As they can see patients for initial assessment, less complex issues, making way for more appointment slots made available for patients with more critical needs. Referrals will have the confidence that you are the trusted go-to practice for getting their patient seen sooner.



Preventative Care

Mid-Levels often have a strong focus on preventive care and health maintenance. They can provide education and counseling to help patients make lifestyle changes that can prevent or manage chronic conditions including any minor preventive care treatments.



Patient Satisfaction

There are proven studies that show patients are often highly satisfied with the care they receive from mid-level practitioners. This is because they are approachable, can spend more time, and their empathetic nature contributes to positive patient experiences.



Flexible Scope of Practice

Depending on state laws and practice regulations, mid-level practitioners can have a flexible scope of practice. This allows them to adapt to changing healthcare needs and fill gaps in care more readily.



Continuity of Care

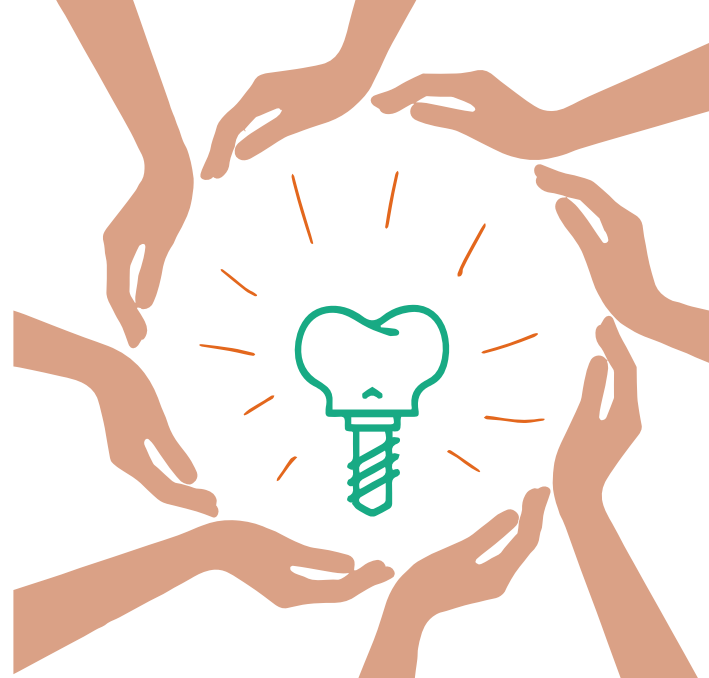
In many cases, patients establish long-term relationships with mid-level practitioners, leading to continuity of care and improved patient outcomes through consistent monitoring and management of pre and post treatment.

While mid-level practitioners offer many advantages, it is essential to note that they are not a substitute for physicians in all cases. Collaboration between mid-level practitioners and physicians within a well-structured healthcare team is often the most effective way to deliver comprehensive and high-quality patient care. They only perform roles to assist and augment the specialist in the treatment life-cycle.



IMPLANT TREATMENT COORDINATOR

Oral Surgeons often use Implant Treatment Coordinators (ITC), to act as the liaison between the surgical and restorative offices. They fundamentally serve in streamlining and enhancing the implant treatment process for patients. Implant Treatment Coordinators play a crucial role in facilitating effective communication and coordination between the oral surgeon, the patient, and other members of the dental care team, while assisting patients navigate through case acceptance and treatment processes for high-value dental services.



Primary reasons for why oral surgeons utilize Implant Treatment Coordinators:



Patient Education

Implant Treatment Coordinators are trained to educate patients about the implant treatment process. They can explain the procedure, discuss treatment options, and address any concerns or questions the patient may have, making the patients adequately informed.



Information and Marketing

Implant Treatment Coordinators help create, develop and provide literature; such as brochures, posters, and collateral materials. Accordingly, when patients are better informed, case presentation becomes easier and treatment acceptance greater.



Treatment Planning

Implant Treatment Coordinators assist in the development of a personalized treatment plan for each patient. They work closely with the oral surgeon to gather relevant diagnostic information, such as charts, X-rays and scans, and assist in creating a comprehensive, individualized treatment plan that aligns with the patient's goals and needs.



Scheduling and Coordination

Implant Treatment Coordinators are responsible for scheduling appointments, surgeries, and follow-up visits. Thus ensuring that the treatment plan is executed smoothly and efficiently with the surgeon's schedule and the patient's availability. This provides for treatment continuity, value and achieving the patient's treatment expectations.



Financial Guidance

Implant Treatment Coordinators often act as fiscal advisors to provide accurate information about the cost of treatments, insurance coverage, and available financing options. They can help patients maneuver and make informed decisions about the financial implications of their treatment. At the practice level they are a key performance indicator with a direct impact to revenue generation.



Preoperative and Postoperative Care Instructions

Implant Treatment Coordinators provide patients with detailed preoperative and postoperative care instructions. This includes information on what to do before the surgery, how to care for the implant site afterward, medication regimen, and any dietary restrictions or lifestyle changes that may be necessary.



Patient Champion

Implant Treatment Coordinators serve as the point of contact for patients throughout their treatment journey serving as a champion for the patient. They offer support, answer questions, and address any concerns that may arise, helping to alleviate patient anxiety, boost confidence and ensure a positive experience.



Team Communication

Coordinators act as communication bridge between the oral surgeon and other members of the dental care team, such as dental hygienists, prosthodontists, and dental laboratory technicians. This ensures that everyone involved in the patient's care is well-informed and in sync to deliver the best treatment outcomes.



Follow-Up and Monitoring

Following the implant procedure, Implant Treatment Coordinators will continue to follow up with patients to monitor their progress, schedule periodic check-ups, and ensure the long-term success of the implant treatment.

In summary, Implant Treatment Coordinators play a pivotal role in the implant treatment life-cycle by providing education, coordination, support, and guidance to both patients and care providers. Their proactive involvement ensures that the treatment procedures are carried out efficiently, safely, successfully, and with a focus on patient satisfaction.



REVENUE CYCLE MANAGEMENT OUTSOURCING

Most successful practices with an eye on growth and expansion of their businesses often choose to work with an outsource partner for Revenue Cycle Management (RCM). RCM includes chasing, posting, benefits checking, implant benefits checking, claims follow-up, eligibility, and document processing. All these are critical but mundane functions that can be outsourced with a reliable partner who is available 24X7.



Medical practices choose to outsource their revenue department for several reasons, including:



Cost Savings

Outsourcing can be more cost-effective than maintaining an in-house revenue department and all the HR-related angst that comes with it. Dental/Medical Billing and revenue cycle management requires specialized knowledge, technology, and constant training. Outsourcing providers focus on this service offering at lower costs due to economies of scale.



Expertise and Compliance

Dental/Medical Billing and revenue management is complex and subject to constantly changing regulations and coding requirements. Outsourcing providers typically have experienced staff who are trained and continue to upskill in these areas ensuring practices stay in compliance.



Focus on Core Competencies

Practitioners and staff will prefer to concentrate on patient care rather than administrative and non-clinical tasks like revenue cycle management. Outsourcing allows them to focus on their core competencies while leaving revenue management to experts.



Scalability

Outsourcing providers can scale their services up or down based on the needs of the practice. This flexibility can be particularly useful for practices experiencing fluctuations in patient volume.



Reduced Administrative Burden

Managing an in-house revenue cycle department requires resources for hiring, training, and ongoing management. Outsourcing eliminates these administrative hassles and allows the practice to redirect their valuable in-house resources elsewhere.



Quicker Payments

Outsourcing companies are more efficient at processing claims and following up on unpaid bills, which can lead to faster payments and improved cash flow for the practice.



Reduced Errors and Denials

Specialized billing and coding expertise can lead to fewer errors and claim denials, which can ultimately result in higher revenue for the practice and lesser monies being left uncollected.



Focus on Patient Experience

By outsourcing revenue cycle management, practices can improve the overall treatment and patient experience. Patients will appreciate more accurate billing, quicker responses to inquiries, and reduced billing-related stress.

It is important for practices to carefully evaluate outsourcing providers, considering their specific needs, and assess the potential benefits and drawbacks before deciding to outsource. Additionally, maintaining open communication and strong oversight of the outsourcing relationship is crucial to ensure the practice's financial health and goals are aligned.



SERVICES & SOLUTIONS



Referral Relation Solutions



MY PATIENT EXCHANGE

- Real-time
- 24/7
- Secure
- HIPAA secure communications
- Document repository

One easy portal to track referred patients, share images, send follow up letters, consult with your GP's, Lab and Implant Representative.



- Comprehensive real-time reporting
- Analytical tool
- Fully interactive

Practice Pilot, the only intelligent reporting dashboard tool approved by your practice management software provider.

Revenue Cycle Management



BENEFITS CHECKING

- Insurance Verification
- Prior Authorizations / Predeterminations
- Implant Benefits
- Benefit Sweeping

Our Benefits Checking services offer full detail of a patient's eligibility and benefits. We provide patient specific coverage information for medical and dental plans, so that your practice can collect accurately without hassle!



DENTAL & MEDICAL BILLING

- Dedicated Employee(s)
- Bi-Weekly Report Analysis
- Access to Practice Pilot
- Compile A/R to Chase Claims
- Correct Adjustment Coding/Billing Category Issues
- Balancing of Accounts
- Claim Status Follow Up
- Working Denials
- Processing Services
- Scrubbing Insurance Queue Daily
- Claims Submission

Our Revenue Cycle Management services optimize process and technology to improve performance in all areas.

Practice Business Consulting



BUSINESS COACHING

- Leverage the Expertise
- Coaching / Mentoring
- Corporation Review
- Operations
- Coding Review
- Top Down Review

We will take the noise out of your practice while you get back to priority and your patients.

Implant Marketing Material



Creating custom Practice Marketing Materials tailored to suit your specific business needs.

- Customizable Patient Education Implant Material
- Full Arch Education Material
- Implant Treatment School Program