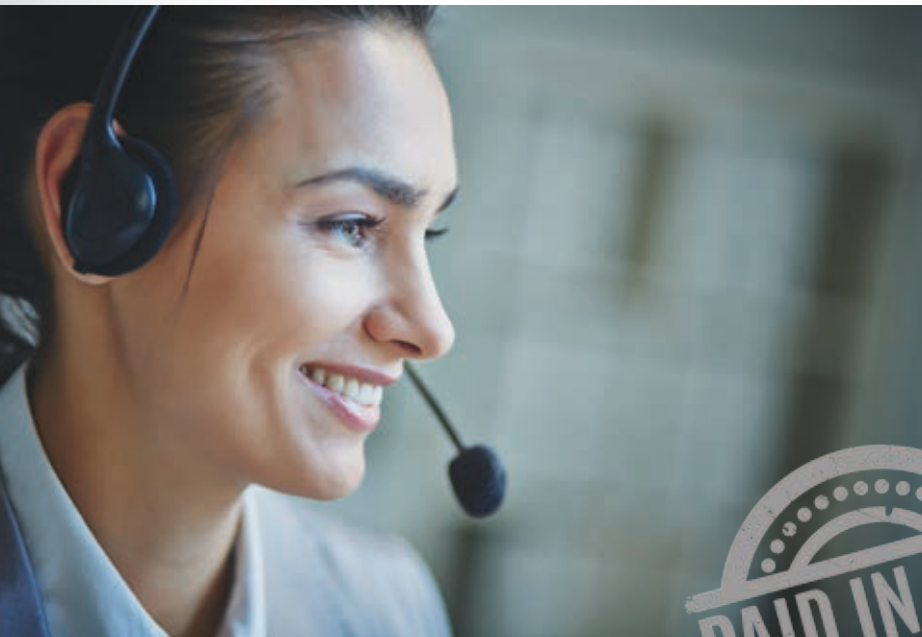


DENTAL

Billing Solutions

**Helping your practice maximize collections,
increase profits and boost productivity.**



Who We Are

Dental Billing Solutions (DBS) is a professional company with a team of highly qualified dental insurance specialists offering offsite billing and claim filing services to dental practices resulting in increased collections and higher profits.

What We Do

Our team utilizes compliant technology and processes to remotely handle all aspects of the claim process. We enable you, the clinician, to focus on what you do best, practice dentistry.

Core Services

- Filing claims
- Posting EOBs
- Posting payments
- Making complex adjustments
- Updating fee schedules
- One-year follow up service on open claims
- Filing appeals on eligible denied claims for 12 months preceding the start of service



How We're Successful

Insurance companies are constantly changing the rules for claims, creating confusion and often lost revenue. That's why the 'verification of benefits' process, before a procedure is performed, is crucial to increasing collections. Our specialists know the right questions to ask to ensure maximum reimbursements and fewer denied claims.

Vested Interest in YOUR Collections

While some companies require payment up front, Dental Billing Solutions is ONLY paid on what is collected. Practices are billed a small percentage of collections so we have a vested interest in collecting as much as possible. We NEVER have custody of your money.

Special Value-Added Services

DBS wants your practice to live up to its full potential. Our experienced team can also perform the following services:

- Perform cost analyses to ensure peak profitability
- Offer fee schedule reviews and updates
- Experienced team to aid in the credentialing process
- Offer referrals to a network of IT specialists, accountants, and lawyers that provide other services at discounted rates to our clients

Comprehensive Comparison Traditional Dental Practice In-house Claims vs. DBS

In-house Claims	
Annual Production	\$1,000,000
Collection Rate	80%
Amount Collected	\$800,000
Total Cash Flow	\$800,000

Year 1 with DBS	
Annual Production:	\$1,000,000
Collection Rate	90%
Amount Collected	\$900,000
Collection of Aged/Denied Claims	\$20,000
DBS Fee	(\$55,200)
Total Cash Flow	\$864,800
Increased Revenue	\$64,800

Simple way to look at it:

- **INCREASED NET INCOME** even after paying a collection fee
94% of \$90 (= \$84.60) is greater than 80% of \$100 (= \$80.00)
- **Potential for even greater savings with reduced payroll expenses**

Success Story Shared

After hiring Dental Billing Solutions, one client has seen collections increase to more than 100% in each of the first three months of service because the claims specialist collected on all new claims, followed-up on open claims, and appealed falsely denied claims. The result? The practice collected more than was actually produced during the three-month period.

Experience Matters

Dental Billing Solutions was founded by former executives of a Dental Management Organization (DMO) after seeing great success in implementing (remote) centralized claims processing in a multi-practice organization before it was sold to private equity. Dozens of practices were evaluated as potential acquisitions as the company grew. During that time, a recurring issue became evident: A very low collections versus production ratio. By using a team of claims specialists, collections increased to 99% of adjusted production!

Our team can help your practice collect on more claims and put more money in your pocket! The experience levels of DBS staff range from 5 years to more than 30 years in maximizing insurance collections and reimbursements for dental practices.



This is achieved through a finely tuned, systematic approach to strategic verification, billing, and claims processing.

Owner and former Dental Management Organization CFO, Rachel Byers, brings more than a decade of experience as a CPA working closely with medical and dental practices. She earned a Master's degree in Accounting from the University of Alabama and a Ph.D. in Business and currently serves as a Graduate Level Accounting Faculty Member.

Rachel Byers, Ph.D., C.P.A.



To learn more about Dental Billing Solutions, contact us today to see how we can maximize collections, increase profits and boost productivity with your practice.

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