

## Dodge City Medical Center Leverages MDsuite to Improve Practice Efficiency and Profitability

### The Challenge

"Are we getting paid appropriately?", "What is our collections ratio?", "How do we manage our denials?", were the key concerns of executives finding a solution for the slow revenue leak at the multispecialty practice at Dodge City, Kansas. Challenged by the reporting capabilities, system features and limited product support of their legacy billing system, the twenty five provider practice was in search of an effective solution that would provide insight into their financial performance and help support future growth.

"MDsuite understands how a physician practice works. That makes it easy for me, as an administrator, because when I talk about things they know what I'm talking about. They are updated with what's going on in the medical field. That's extremely important because the medical field changes rapidly."

### Enter MDsuite

Upon examining the situation, MDsuite transferred system-wide data to MDsuite Cortex with the support of practice leaders at Dodge City. By successfully converting their legacy PM System to MDsuite Cortex, Dodge City was able to gain access to critical financial analysis, denials and account management records. MDsuite Cortex introduced process-wide transparency and empowered practice leaders to identify and monitor critical performance-impacting information including, local companies' medical plan changes and tracking of bad debt conversion transactions.

With the improved workflows and business analytics, practice managers were able to ensure that claims were transmitted cleanly and seamlessly from start to end as well as respond quickly to changes impacting practice performance. As a result, AR started to improve and revenue flow was better managed. Further, MDsuite Cortex generated personalized collections letters for individual patients, a targeted approach that led to an instant uptick in collections. MDsuite, through their superior systems and unparalleled support, bridged data-gaps, improved process workflows and maximized revenue performance.



### MDsuite Impact

- Reduced days in A/R by over 51% , from 76 days to 37 days
- Improved A/R by 151%
- Reduced administrative workload and improved efficiency by 33%
- Improved practice process work-flows

### Client Stats

- **Specialty:** Multi Specialty
- **Practice Name:** Dodge City Medical Center
- **Location:** Dodge City, KS
- **Practice Size:** 25 Providers
- **Solution:** MDsuite Cortex

**Call MDsuite Now  
(800) 875-0480**