



# Collect Patient Payments Faster & Reduce Internal Expenses

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*ePay Case Study*

A REGIONAL HOSPITAL

## SITUATION

A Regional Hospital, transacting nearly \$100,000 a month was approach by Salucro, a competitor in medical payments. By the time the Priority Sales agent learned his account was in play, the client was already asking for contract paperwork to switch processors. This same competitor stole another Regional Hospital the year prior from the same agent. Fearing the worst, the agent engaged the MX Medical team and scheduled a meeting.

## APPROACH

The MX sales approach established product superiority, ease of use and little to no implementation work. We determined the requirements, established product superiority and scalability, focused on our history with the account and the ease associated with staying with Priority.

## OUTCOME & BENEFITS

The client realized MX Medical would meet today's needs and those of tomorrow. With an established MID in hand, the client was launched in 48 hours.

Fast forward 30 days and the client has processed 60 payments online, saved over \$300 in manpower expenses, their patients saved the hassle of mailing in a check and they are paying faster. **The Priority Agent saved nearly \$4,000 in annual residual income.**

## NEXT STEPS

MX Medical ePay is easy explain, demo and deploy. It can lift patient pay collections by up to 5% while reducing internal expenses. Deployment happens in hours not days and all you have to do is submit the MX Medical order form. We take care of the rest.

Secure your medical accounts with an additional service that is cost effective, deploys in hours, and drives you additional revenue.

**Suggested Retail Pricing:** Online Bill Pay Portal \$35/month, Per transaction fee \$.25

**Calculate your income.** Example, if you have 10 medical accounts and each account averages 300 transactions per month today and you add MX Medical ePay. Your potential income would be \$1,372.80.

MX MEDICAL™ ePAY MODEL   ESTIMATED ANNUAL INCOME OPPORTUNITY					
	1	2	5	10	20
Portal @ \$35/month Income	\$120	\$240	\$600	\$1,200	\$2,400
Estimated Income assuming current monthly transactions with 6% of base converting to online @\$.25/trx Income	175	300	1000	2000	4000
	\$10.08	\$17.28	\$57.60	\$115.20	\$230.40

FOR MORE INFORMATION (877) 204-2345