

## BACKGROUND

MxMedical, powered by Priority PayRight Health, is a product designed to optimize payments for medical and healthcare providers. Integrated with the Mx APIs, users of MxMedical and their agents have full access to all the tools they know and use with MxMerchant and MxIso/Agent. In addition, MxMedical has modules for accepting in-office payments with real-time eligibility and estimation, back office processing of consumer checks, credit cards, and virtual cards, as well as an online billpay and financial portal.

### PICKING THE RIGHT PRIORITY PRODUCT FOR YOUR MEDICAL OR HEALTHCARE OPPORTUNITY

Although MxMedical has a wide range of tools to improve medical operations, each situation is unique and determining the right Priority product for your customers is important. Here are some things to look for:

#### 1. DO THEY WANT TO TALK TO THEIR PATIENTS ABOUT WHAT THEY OWE WHEN THEY ARE IN THE OFFICE OR BEFORE THEIR VISIT?

- a) If yes, they would be a candidate for MxMedical
- b) If no consider MxMerchant

#### 2. IS THE CUSTOMER ON STANDALONE PROCESSING USING A SWIPE MACHINE AND A VIRTUAL GATEWAY?

- a) If they are standalone and just want simple payments with no integration, sell them MxMerchant
- b) If they are willing and about to provide HL7, write to our APIs, or send us daily file fees of patients they are a candidate for MxMedical.

#### 3. WHAT IS THE TOTAL REVENUE OF THE PRACTICE OR AMOUNT OF POTENTIAL PATIENT COLLECTION?

- a) If they process less than 100k per month as a standalone provider, sell them MxMerchant.

#### 4. HOW MANY CARE PROVIDERS ARE THERE IN THE OFFICE?

- a) MxMedical is usually a fit with a minimum of 5 provider locations.

#### 5. WHAT PRACTICE MANAGEMENT SYSTEM DO THEY USE TO RUN THEIR PRACTICE?

- a) If the PMS is non-integrated, then can they provide access to an HL7 or daily file exchange?
- b) If no, sell them MxMerchant.

# QUALIFYING QUESTIONS



## 6. WHO IS THE CURRENT PROCESSOR FOR THEIR CREDIT CARDS? CAN WE GET PROCESSING STATEMENTS?

a) We can support MxMerchant (Tsys and First Data) and direct to First Data,, Vantiv and Elavon.

## 7. IS THE OFFICE INDEPENDENT OR OWNED BY A LARGER LOCATION?

a) If it is part of a larger office we may need access to technology integration from the parent office.

## 8. DO THEY HAVE A NEED FOR PRINTED OR ONLINE PATIENT STATEMENTS?

a) If yes, MxMedical may be a fit for them?

## 9. DO THEY WANT OR NEED ONLINE BILLPAY?

a) If yes, MxMedical may be a fit for them.

**After collecting the qualifying questions, please send this sheet to [sales@payrighthhealth.com](mailto:sales@payrighthhealth.com) and someone from our market team will follow-up with you to discuss next steps.**