

**Summary of Benefits Associated with Outsourcing to PMRG:**

- No need to select, purchase and install a new practice management computer system
- No need for software maintenance, back up or upgrades
- Minimal training required—scheduling and registration only
- Reduced head count—no need to hire biller, smaller administrative role in office
- Expert business process from day one
- Accelerated income flow at start up
- Access to nationally renowned practice management consultant at no additional fee

*“Our practice continues to grow without the headaches of computer hardware/software failures and billing issues.”*

**Steven Harrison, MD**  
Founder & Partner

## Walnut Creek Eye Medical Group Reduces Start Up Capital Needs by \$80,000

■ **Challenge**

Two physicians opening a new office looking for ways to minimize capital outlays, minimize monthly costs, and accelerate initial income

■ **Solution**

Outsource billing and practice management computer system to PMRG

■ **Result**

Start up costs and initial capital needs reduced, expert guidance provided, state-of-the-art Windows-based computer system installed at no cost to practice

When Steven Harrison and Tina Chou decided to open an office as a group practice, they “chose to minimize our initial expense and employee search and utilize an outside billing agency.”

After conducting an extensive search, they went with PMRG, since “they had proven consulting and billing expertise in the ophthalmology space.”

By going with PMRG, not only did they get expert billing, they got a full-featured Windows practice management computer system, and a company with over 20 years of consulting on the business side of physician practice. And they saved a lot of money!

They avoided the capital expense of almost \$40,000 for practice management software and necessary hardware, and all associated monthly

expenses, including the monthly fees for an electronic claims clearinghouse and the expense of paying for billing staff when there are no revenues to offset that cost. This strategy left them with about \$80,000 less debt incurred at practice start-up.

Intangible benefits included the medical records documentation compliance monitoring, practice management consulting included as part of the billing fee, a proven process and a team committed to the new practice’s success.

As Dr. Harrison says, “Since the outset, it felt like we had an ‘inside biller’ since our lines of communication, superbill submission, and follow up on patient claims has been seamless.”

*“Due to the daunting task of establishing a new ophthalmic practice”, Walnut Creek Medical Eye Group chooses PMRG to handle all aspects of the billing operations.*

**Practice Management Resource Group**

**The Ophthalmology Billing Experts**

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