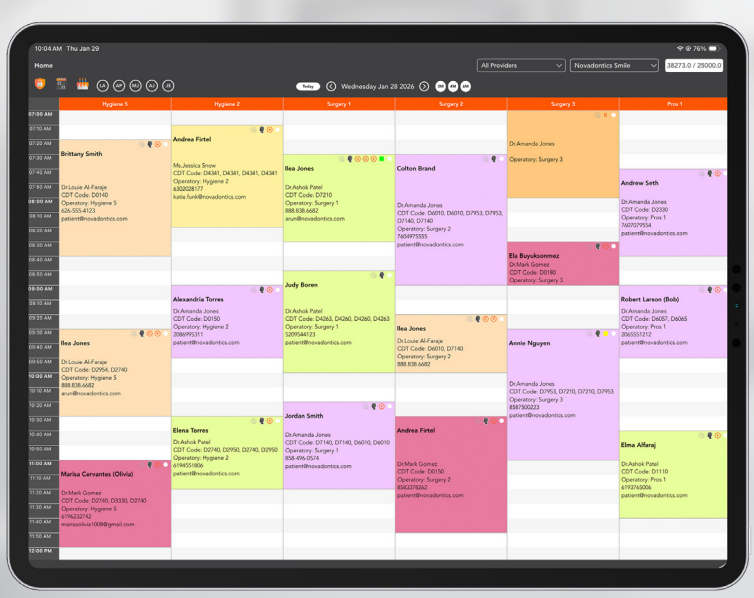
NOVADONTICS®



Maximizing *Revenue*

IN YOUR DENTAL PRACTICE

Introduction

The number one goal of every dental practice is to help patients by providing high-quality treatment that results in an improved quality of life. As health care providers, dental professionals focus their energy and skills on patient care, but it is important to recognize that a dental practice cannot provide care if it can't keep its doors open. That is to say: dental practices must be profitable to stay in business and treat patients. With the high overhead that comes with running a dental practice, it is imperative that dental offices operate efficiently, which means:



Optimizing collection and insurance procedures:

Get paid faster and minimize resources allocated to collecting past due balances.



Keeping your schedule full:

Maximize production and reduce unproductive downtime during dental office hours to increase revenue.



Minimizing expenses and maximizing returns on investment:

Increase effectiveness of marketing efforts and avoid referring patients out of your practice for advanced procedures.

That's where Novadontics *comes in.*

This eBook will present how Novadontics practice management software can help dental practices of every size in each of the above areas, thereby maximizing their revenue and minimizing their costs while providing high-quality patient care.

Optimize Collection and Insurance Procedures

One of the main "leaks" in any dental office's revenue stream is in the collections and insurance pipeline. Due to inefficiencies in the practice management system, it is common for many balances to sit in the 90+ days aging category. It is well known that the likelihood of collections decreases the longer a balance remains unpaid. This costs your practice money, not only in lost revenue from the unpaid fees but also the administrative costs of the collections effort. Following are several ways that Novadontics helps you prevent these leaks before they ever start.



Setting You Up for Success *from Day 1*

- The Novadontics onboarding team members are trained dental professionals who understand the inner workings of dental offices.
- Their expertise ensures that all information, including provider and insurance details, is input accurately.
- Accurate information expedites the processing of claims through insurance, meaning you get paid the correct amount in a timely fashion.
- This also provides more realistic production numbers, making Novadontics' real-time, at-a-glance production reports more accurate—and therefore more useful for planning and analysis.

Avoiding Insurance Claim Rejections

- One of the most common causes of insurance claim denials is lapses in provider licensure.
- Novadontics software reduces the chances of this occurring by automatically sending notifications when provider licenses are within 30 days of expiration.

Helping Office Staff *Understand* the Software

- Often it is only the office manager who understands how to use and interpret the patient balance and collections data in practice management software.
- Novadontics keeps things simple so that any member of the front office staff can easily understand insurance claim information and patient balances.
- Making the entire office staff comfortable with talking to patients about how much money is owed and why not only improves office efficiency and patient experience, while also expediting the receipt of balances due.

Making the Electronic Eligibility Process *Incredibly Easy*

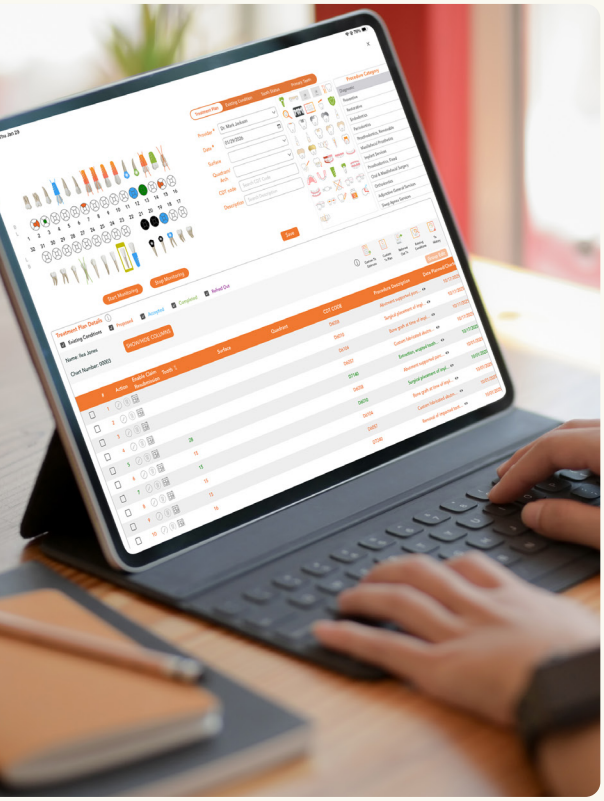
- With most software, you have to visit individual insurance websites or call the insurance company to determine what procedures are covered, and what percentage of the fee is covered for each procedure.
- With Novadontics, coverage tables are integrated directly in the software, meaning it only takes one click in the patient's file to instantly see this information.
- Not only does this decrease staff time and cost, it also avoids the need to enter patient data twice, reducing the risk of data entry errors, a common and costly pitfall that could result in a claim for a patient with active coverage being denied, meaning you won't be paid.

Simplifying eClaims

- No one in the industry makes it easier to generate and submit eClaims and track status and payments of claims.
- An integrated daily report shows if any claims submitted the previous day were rejected or accepted and gives the reason if they were rejected.
- This eliminates the lag that often occurs between submitting claims and realizing that they were rejected. The sooner you can address and correct a rejected claim, the sooner you can get paid.

Providing Simple but Sophisticated Accounting and Insurance Reports

- Accounting reports provide itemized data regarding outstanding balances from insurance and patients as well as aging data that shows amounts due according to time elapsed since billing.
- Insurance reports show all eClaims filed as well as procedures not batched to insurance, which alerts you to claims that have not been submitted for patients with insurance.



Automatically Updating CDT Codes in the Software Annually

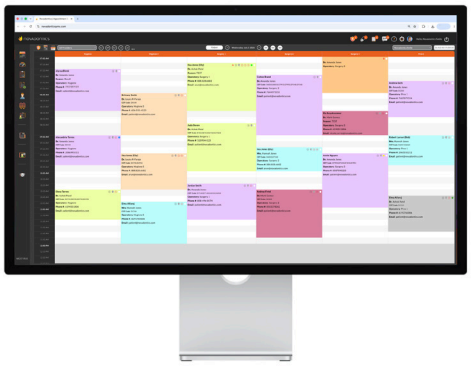
- CDT codes are updated annually by the American Dental Association. If your software doesn't have the latest codes, you may submit claims with an outdated code, leading to claim rejection.
- Many server-based software companies require you to purchase upgrades or manually enter changes in order to have the latest CDT Codes, but in Novadontics' cloud-based software, CDT codes are updated annually and immediately available to dental offices.
- This saves you time and money by avoiding unnecessary administrative duties and insurance denials.

Facilitating *Collection of Patient* Copays and Balances

- Novadontics' online bill pay portal makes it quick and easy for patients to pay their out-of-pocket expenses, reducing the lag time between services rendered and receipt of payment.



Keep Your Schedule Full

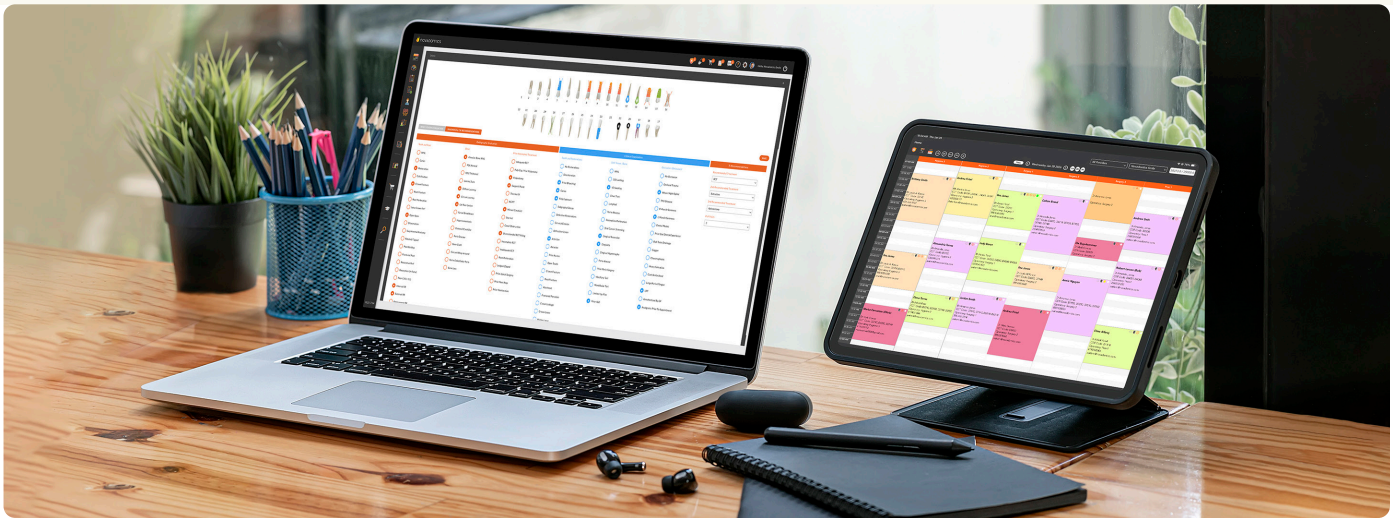


Another major factor in maximizing revenue in dental practices is reducing unproductive downtime by keeping your schedule full with as little effort (and costly staff time) as possible. Novadontics can help with that too!

- Online self-scheduling portal for patients saves front office time and increases the number of appointments scheduled.
- The appointment book shows at a glance if appointments have been confirmed, which alerts front office staff to the need to follow up on unconfirmed appointments, reducing no-shows and unproductive appointment slots.
- Automatic appointment reminders are sent to patients to minimize no-shows and cancellations.
- A report can be generated to show procedures that have been proposed and accepted by patients but not yet scheduled, prompting front office staff to contact patients to schedule an appointment.
- Automatic reminders are sent to patients to schedule recall appointments, and reports can be generated to show office staff when patients are due for recall appointments, keeping patients attending at timely intervals.
- Novadontics' ASAP feature and report help you fill canceled appointment slots with patients who want to be seen as soon as possible.
- A canceled appointments report helps you keep track of missed appointments and analyze trends in your office to help you reduce their incidence and the associated lost revenue.

Minimize Expenses and Maximize Returns on Investment

There are many other ways that dental practices can make sure that they've got more money coming in the door than going out. Here are several more ways that Novadontics can help make that happen for your dental practice.



- [x] Novadontics reduces administrative costs through innovative features like SharedCare, which allows office staff to securely share patient files quickly and easily.

- [x] Online expert consultation helps keep advanced procedures—and the associated revenue—in house rather than referred out to specialists.

- [x] Novadontics helps you focus your marketing strategy to get more from your marketing dollars.

  - Practice growth is essential to running a profitable dental practice, and that means spending money on marketing, but it can often be difficult to know how to best allocate that spending.
  - The Novadontics Dashboard shows you at-a-glance where your patients are coming from with its Patients by Referral Source graph.
  - You can count on the accuracy of this data because, unlike many other platforms, Novadontics requires referral source to be recorded for every patient, giving you an accurate view of where your patients are coming from and therefore where to focus your marketing efforts.

About Novadontics

Novadontics' patented cloud-based practice management software (PMS) is the world's first dental PMS platform built by dentists for the general dentistry and dental implant industries. Based on expert guidance and experience, Novadontics streamlines traditionally fragmented functions, allowing you to efficiently manage your practice, optimize patient care, and grow your business.

A few things that make us different:

- Innovative, integrated software features that aid in diagnosis and treatment planning while managing all patient information and health history in a completely secure, patented, HIPAA-compliant cloud environment
- Industry-leading business, clinical, and front-office tools that streamline administrative functions
- Mobile access anytime, anywhere from any web-enabled device
- Integrated patient engagement tools
- Effortless but effective marketing that will attract more patients to your practice through seamless integration with the Care Pulse online booking app
- Advanced AI tools, including Nova AI Scribe and Perio Voice, that maximize efficiency and accuracy in clinical notes and patient records





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To Learn More or *Schedule a Free Demo*

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