

The presence of High Deductible Plans and dollar volume of patient payments is growing exponentially

- 2 years ago 8% of physician revenues were derived from direct patient payments.
- Today patient payments represent close to 18% of revenue.
- National estimates indicate patient payment responsibility will reach 30% by 2011.
- Those studies also suggest 50% of the patient payment responsibility goes uncollected.

Establishing patient payment obligations earlier in the treatment/payment process increases the likelihood of collecting payment and shortens the payment cycle.

Healthcare providers need good, effective and convenient tools to assist them in the collection of patient payments

### Comparison of Payment Processing Systems

The *TransEngen Payment Processing System*, designed specifically for healthcare providers, has numerous advantages over a traditional point-of-sale terminal.



Processes credit card payments	✓	✓
Designed specifically for healthcare practices	✓	✗
Offers patients a variety of payment options	✓	✗
Converts paper checks to electronic fund transfer (EFT)	✓	✗
Stores credit card and bank account information for use in making future or recurring transactions	✓	✗
Creates and manages installment plans for patients	✓	✗
Provides ability to tie patient account information, provider name, location, department, claim ID (if applicable) and date of service to each payment	✓	✗
Requires costly dedicated phone lines and POS devices	✗	✓

*TransEngen* has packaged state of the art payment processing functionality for healthcare providers that improves patient payments, gives providers the tools they need and we can usually save between 10 to 30% on the credit card processing fees they are paying today.

We would like to provide you with a no cost side by side comparison of our services to your existing merchant services program. To do so, simply fax (216) 532-0039 or e-mail [Reckles@vanfin.com](mailto:Reckles@vanfin.com) a copy of a recent merchant services statement.