

E-book

Sage Intacct Dental Practices All Smiles

Finding success with modern, cloud-based
and HIPAA-compliant accounting software.

Sage



Table of Contents

Market Dynamics

Page 3

Features and Benefits

Page 4

Dental Practices Love Sage Intacct

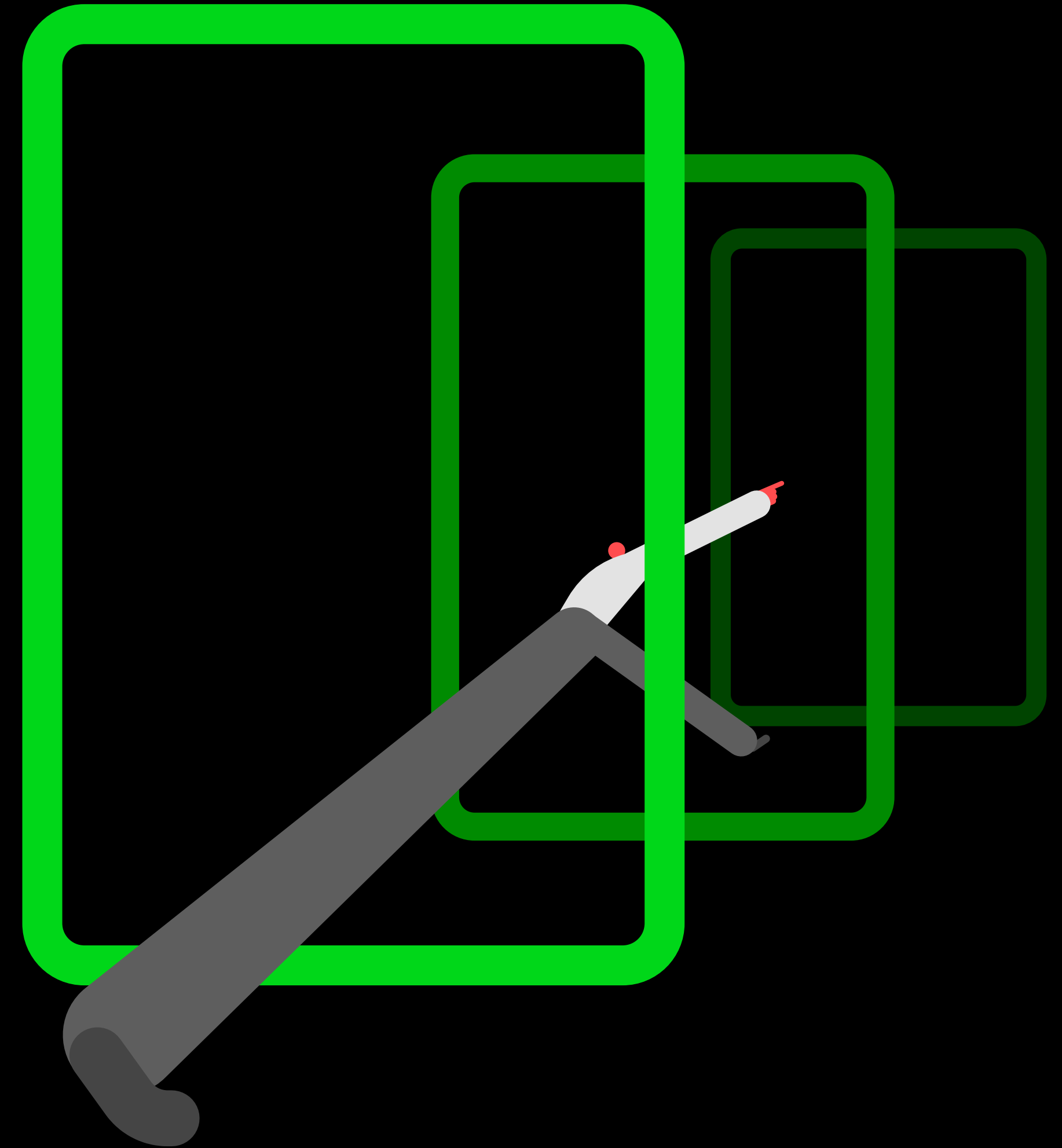
Page 7

Customer Success

Page 8

Conclusion

Page 9



Market dynamics

Dental practices must navigate the ups and downs of the market for continued success

Change is constant, regardless of market dynamics, pandemic impacts and other external forces. With dental insurance reimbursements on the decline, and patient discomfort with in-office treatments still high, dental finance leaders are increasingly looking for new ways to adapt the practice to weather these changes while also continuing to grow the business.

The dentist will [virtually] see you now.

A recent study found that more than one-third of dentists are using or plan on soon using telehealth, and 75 percent of those respondents believe its use will stay the same or increase over the next year.¹

Fueled by the COVID-19 pandemic, the use of telemedicine has grown considerably in primary care and is picking up speed in dental practices, as patients continue to express discomfort with in-office procedures. Practices that leverage teledentistry to pre-screen and prioritize patients to be seen in the office, or remotely manage patients with chronic oral conditions, can not only retain patients through the pandemic but increase revenue opportunities. Financial leaders armed with a modern accounting system that allows for multi-dimensional visibility, native dashboards, and reports gain a full understanding of how any new service or business models will impact the practice's bottom line, and have the tools to measure and communicate this data to key stakeholders across the practice.

1. DentaQuest: https://www.carequest.org/resource-library/provider-teledentistry-use-gains-traction-during-covid-19?utm_source=pr&utm_medium=pressrelease&utm_campaign=covid&utm_content=providersurvey

Welcome to the club. In-house dental membership plans are on the rise.

With declining dental insurance reimbursements and uninsured patients due to job loss, the rise of the gig economy, retiring patients leaving employer-sponsored benefits, and other factors, dental finance leaders are finding stable, predictable revenue streams with the adoption of in-house dental membership plans. Through monthly membership fees covering routine care, and discounts offered for additional services, dental practices can retain patients and capture a consistent, monthly revenue stream. (2) Just like with teledentistry, practices must be able to bill and project revenue for these new payment models. This requires a HIPAA-compliant financial software solution to ensure patients' protect-ed health information (PHI) remains private and secure.

Doing more with less, with positive results.

Remote patients, increased digital interactions, changes to practice operations and more have put pressure on dental leaders to fundamentally change the nature of the business, often with less staff to support it. By creating a culture of continuous improvement – that is, continuously looking for ways to improve processes, upgrade equipment and technology systems and train or re-train staff to wear multiple hats – dental practice leaders are able to identify and close gaps enabling the practice to attain of new levels of operational and financial performance. (3) To support this, dental finance leaders must have an accounting system that can grow, flex, and pivot along with the practice. Dental finance leaders have an opportunity to sit comfortably in the driver's seat and guide the practice through emerging trends and uncertain market conditions. This position, combined with the power of a HIPAA-compliant, cloud-based accounting system enables these leaders to not only understand the health of the practice today, but provides the information needed to make strategic decisions for future success.

Features and benefits

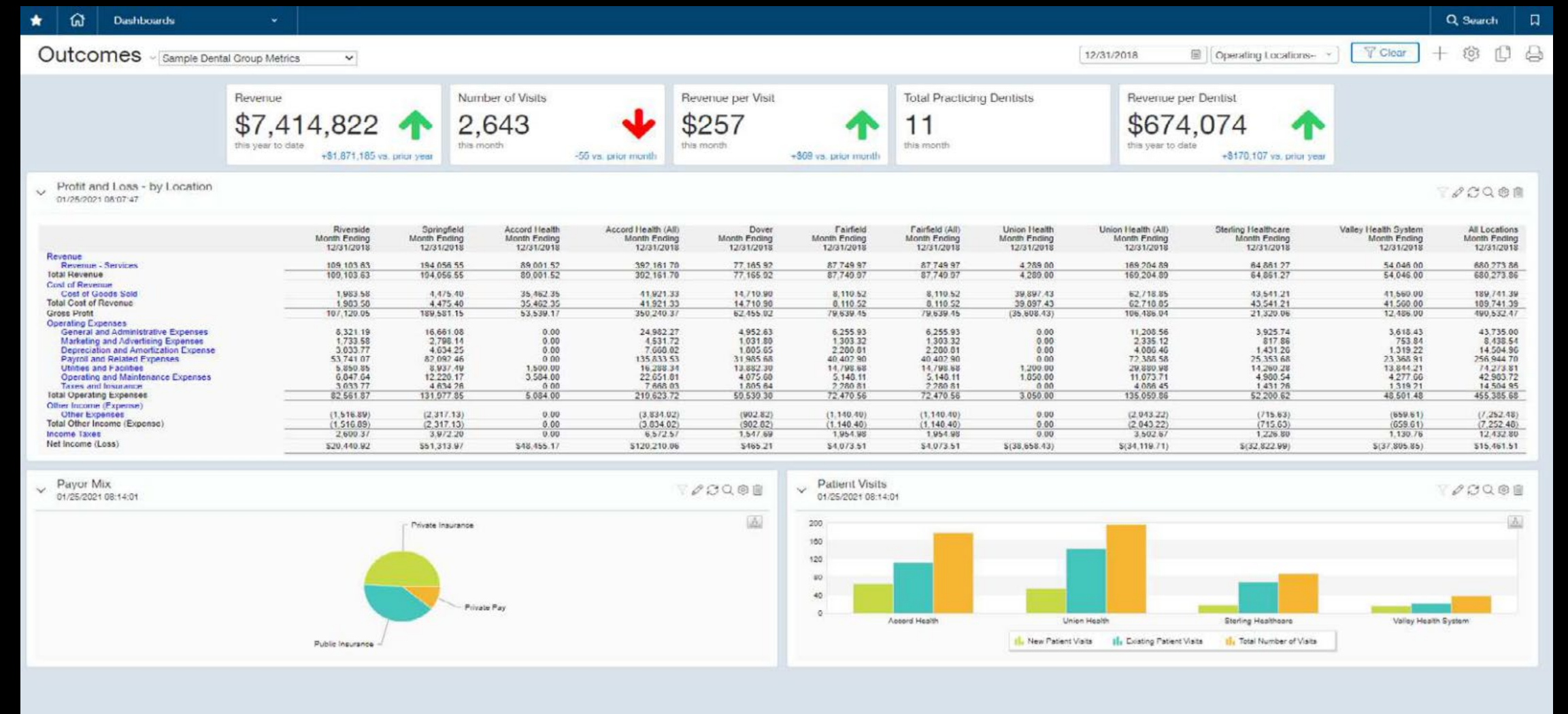
The days of flying blind with no real-time reporting and visibility are over.

Sage Intacct provides a rich, multi-dimensional, multi-ledger system that enables you to easily capture granular financial and operational data in exactly the same way that you manage your dental practice.

Gain real-time visibility into every aspect of your practice's finances; whether you're interested in revenue per treatment, number of visits, revenue per dentist, or any other aspect unique to your practice.

Sage Intacct's role-based dashboards and rich reporting and analytics make it easy to keep a pulse on the financial health of your practice and to accurately budget for the months ahead.

Sage Intacct automatically keeps your sub-ledgers and your general ledger synchronized in real-time, so you always have instant access to summaries and balances as well as transaction details.



Gain real-time operational and financial visibility

Your system should work the way you do, not the other way around.

Sage Intacct allows configurable design to bring flexibility and automation to your practice's operational workflow processes, and tracking and reporting toolsets, making compliance an 'of course' and freeing up time to focus on strategic financial management.

As your dental practice evolves and grows, financial operations need to keep pace with transaction tracking procedures, internal controls, and reporting views that support the current and future organizational needs—whether you have two locations or twelve.

Streamline inter-entity transactions, allocations, eliminations, and financial consolidation, reporting, and analysis with extensive built-in automation and one-click consolidations.

Designed to evolve with your organization, Sage Intacct's flexible and configurable architecture can be adapted to the tracking, electronic approvals, and workflow requirements for your operational structure and provide insights to best support your mission now and in the future.



Master multi-entity management with flexibility and automation

Gain peace of mind with seamless third-party business application integrations.

At Sage Intacct, we pride ourselves on being the best cloud financial management solution on the market. That's all we do. And we believe you should have the freedom to choose the best solutions for all of the other areas of your organization. That's why we partner with more than 200 software solution providers—enabling you to streamline processes by connecting Sage Intacct with fundraising solutions like Salesforce.com, payroll services like ADP, expense systems like Concur, and many more specialized applications.

Sage Intacct's open API and true cloud integration strategy allows for intuitive imports or seamless integration. This ensures that your finance team stays current with modern processing and reporting insights for your management team by harnessing technology to work smarter.



Strengthen your practice with best-in-class solutions



Dental practices love Sage Intacct



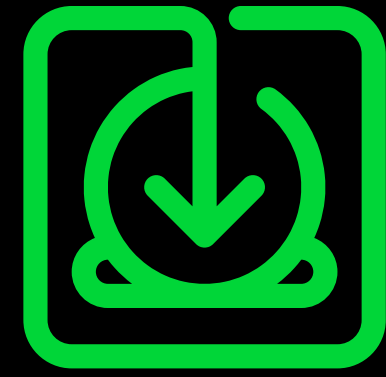
Delivers immediate visibility

into your financial data with easy-to-use, real-time financial and operational reporting and dashboards



Ensures control and compliance

and reduces risk and cost with automated workflow and internal controls.



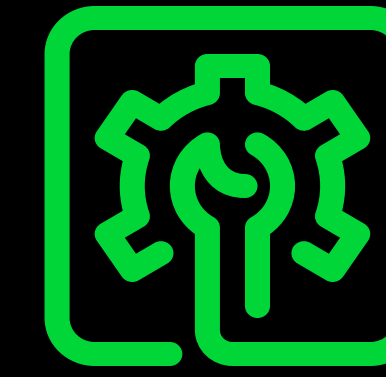
Streamlines reporting and compliance

using built-in healthcare-specific reports and FASB and IRS compliant financial statements.

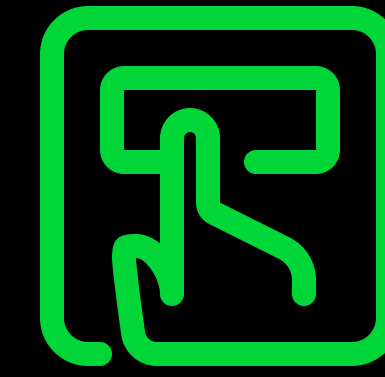


Provides anytime, anywhere access

for staff, increasing finance department productivity by 30% or more.



Reduces IT infrastructure costs and complexity.



Integrates seamlessly with other critical business applications via an open API.

Customer success

“In healthcare, both regulatory compliance and the pressure to maintain or improve each unit of profitability are intensifying, so cost containment is paramount. Sage Intacct helps us constantly watch our profits per case, per hour, and per chair, and implement creative billing approaches to achieve a 90% higher overall revenue per unit and 7% increase in gross margins.”

-Virginia Jones, PhD, Chief Operating Officer Village Family Dental

[Read the full customer success story](#)



CASE STUDY

Veterinary Hospital Network Saves 100 Hours a Month, Gains Scalability Amid Rapid Growth

Vets Pets

sage Intacct

Challenges

Vets Pets Enhances Centralized Services Model with Sage Intacct

Vets Pets is growing rapidly with a highly successful cooperative business model that benefits wholly owned and joint venture/partnership veterinary practices, as well as pets and their owners. Founded in 2007, the North Carolina business has expanded from 21 practices in 2017 to 27 practices in 2020, with more planned for 2021. Vets Pets headquarters supports its practices with a range of centralized services and field support, from HR and IT to marketing, facilities

Company Overview

Vets Pets is a cooperative group of 27 veterinary hospitals in North Carolina with joint venture partnerships focused on people, pets, medicine, leadership and

Sage Intacct product Tour for Healthcare Organizations

[Watch now](#)

CASE STUDY

Veterinary Hospital Network Saves 100 Hours a Month, Gains Scalability Amid Rapid Growth

Vets Pets

sage Intacct

Challenges

Vets Pets Enhances Centralized Services Model with Sage Intacct

Vets Pets is growing rapidly with a highly successful cooperative business model that benefits wholly owned and joint venture/partnership veterinary practices, as well as pets and their owners. Founded in 2007, the North Carolina business has expanded from 21 practices in 2017 to 27 practices in 2020, with more planned for 2021. Vets Pets headquarters supports its practices with a range of centralized services and field support, from HR and IT to marketing, facilities

Company Overview

Vets Pets is a cooperative group of 27 veterinary hospitals in North Carolina with joint venture partnerships focused on people, pets, medicine, leadership and

Perfect Dental Management customer case study

[Read now](#)

CASE STUDY

Veterinary Hospital Network Saves 100 Hours a Month, Gains Scalability Amid Rapid Growth

Vets Pets

sage Intacct

Challenges

Vets Pets Enhances Centralized Services Model with Sage Intacct

Vets Pets is growing rapidly with a highly successful cooperative business model that benefits wholly owned and joint venture/partnership veterinary practices, as well as pets and their owners. Founded in 2007, the North Carolina business has expanded from 21 practices in 2017 to 27 practices in 2020, with more planned for 2021. Vets Pets headquarters supports its practices with a range of centralized services and field support, from HR and IT to marketing, facilities

Company Overview

Vets Pets is a cooperative group of 27 veterinary hospitals in North Carolina with joint venture partnerships focused on people, pets, medicine, leadership and

Interested in learning more?

[Contract us](#)

Conclusion

“Do more with less” is the mantra of today.

Sage Intacct can help you accomplish your goal of organizational growth by providing you the visibility, flexibility, efficiency, automation, and integration you need to succeed.

Replacing and updating your old accounting solution with a modern, best-in-class cloud solution built for veterinary practices can cost less than you think—while saving you time and resources.

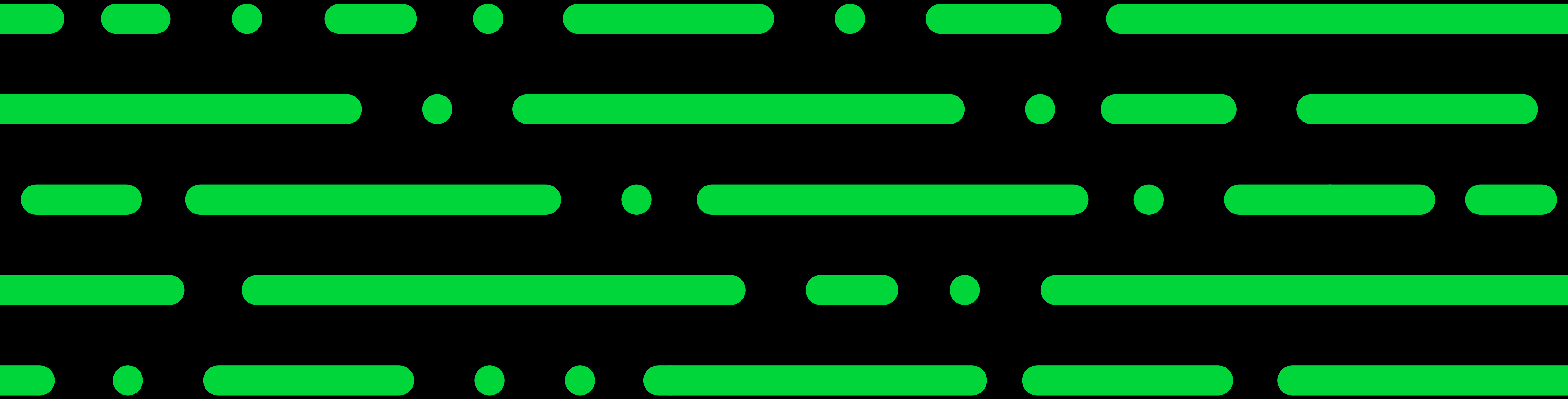
We can help you prepare an ROI analysis for your key stakeholders and discover how you can lead your organization with data-driven and better-informed decisions.



Sage Intacct is the #1 cloud financial management system for data-driven, growing healthcare organizations. Our security safeguards have been certified as HIPAA- and HITECH-compliant by Avertium (formerly Sword & Shield). Sage Intacct is the only accounting software endorsed by the AICPA and the only financial management solution to have earned the designation of Peer Reviewed by the Healthcare Financial Management Association (HFMA).

Sageintacct.com/healthcare-accounting-software





sage.com
877-437-7765



Sage

©2023 The Sage Group plc or its licensors. Sage, Sage logos, Sage product and service names mentioned herein are the trademarks of The Sage Group plc or its licensors. All other trademarks are the property of their respective owners.