



Practice Management Solutions for Orthopaedic Bracing



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Welcome to our digital brochure. Besides being an environmentally friendly alternative to a printed brochure, this format also allows us to provide you with the latest information about Ancillary Advantage and our products and services.

If you have any questions, or if you would like a printed copy of this brochure, please contact us at info@ancillaryadvantage.com or by phone at 877.679.6796



Don't let your ancillary profit fly out the window



Staffing & Support

We currently manage over 40 leased employees in 20 different markets, most are Certified Athletic Trainers. Whether you need a salary survey, recruiting assistance or an on-site employee to manage the day-to-day operations of your ancillary practice, we can help.

Revenue Management - If you need help setting up a billing and collections process for your ancillary program or if you want us to manage the total process for you, our team of reimbursement professionals have years of experience and are available to help. We bill under your tax identification number and all payments come directly to you.

Inventory management is a balancing act. You want product availability but you also want to control costs. And, if you inventory is supporting an ancillary revenue program, you want to make sure that you bill and get paid for the products that you dispense. MyAncillary is a web-based IMS specifically designed as a solution for orthopaedic practices to manage and control their ancillary revenue programs.

Overall Program Consulting

For over a decade, we have been providing seamless solutions for creating and realizing ancillary opportunities for physician practices. We offer customized programs to fit almost any practice.

Product Consulting - Our vendor neutral product selection helps set us apart from most DME suppliers. We won't try to steer you towards a particular manufacturer or product line. We present you with product options, including our analysis of product financials, and you decide which products to dispense.



Enhanced Patient Outcomes
Practice Income

WWW.ANCILLARYADVANTAGE.COM

ABOUT ANCILLARY ADVANTAGE

We are a practice management company specializing in orthopaedic bracing. We provide programs that enable our customers to purchase and dispense orthopaedic braces, supports, and other ancillary products. We are not a manufacturer steering you to a limited selection of products. We are not a consultant that earns a fee regardless of whether or not your program is successful. We earn our fees only when you profitably dispense and collect the products you provide your patients.

EXPERIENCE

Since 1999, we have been in the business of providing DME services to medical professionals. Today, with almost 50 practices and 500 providers using our services, we are one of the largest independent orthopaedic DME providers in the country.

EXPERTISE

Each member of our senior management team has ten or more years of experience in the orthopaedic industry. Each of our Field Operations Managers started their careers with us as a DME Coordinator so they intimately understand the clinical operations of a DME program. And, many of our DME Coordinators are athletic trainers.

SUPPORT

How we support our customers is the key to our success. To assist our support efforts, Ancillary Advantage has a dedicated HR and Regional Management staff. This staff recruits, hires, trains, and manages (on our customer's behalf) an onsite DME Coordinator. This DME Coordinator helps to insure the success of the program. We understand that financial results are important. But we find our most successful practices are those that put an equal measure of focus on patient and staff satisfaction with the DME program. We have an extensive list of references that we can connect you with to learn firsthand what we mean by world class customer service and support.

BILLING AND IT RESOURCES

In addition to field operations, our reimbursement department and internal IT department oversees every aspect of our customers' DME operations, including:

- Revenue Cycle Management – Our revenue cycle management operations are located in Canton, Ohio. This facility supports over \$2MM in billed charges every month, including pre-certifications, billing and collections.
- Contract Management - We manage contractual relationships with over 130 DME manufacturers, managing supply chain logistics and pricing negotiations.
- Information Technology – Our internal IT department is responsible for developing and supporting our practice management software. We operate our software from redundant, SAS70 compliant data centers located in Dallas, Texas and Chicago, Illinois.

Whether your practice has one physician or one hundred physicians, Ancillary Advantage has the strength and proven experience to make your DME program a success.



WHY CHOOSE ANCILLARY ADVANTAGE?

A FORMULA FOR SUCCESS

- Since 1999, Ancillary Advantage has a proven track record of generating ancillary profits
- We fit any practice – from turnkey solutions to specific products and services
- Manufacturer neutral product selection
- Industry leading, web based software for managing ancillary products
- Guaranteed satisfaction
- HIPAA compliant

We offer a comprehensive range of products and services to our customers. We can provide these as a turnkey solution where we manage all aspect of your DME program or you can pick and choose products and services based upon your practice requirements.

Staffing – A successful bracing program relies on a trained, dedicated staff. Ancillary Advantage recruits through the National Athletic Trainers' Association Career Center, in addition to other reputable online job posting websites, and hires the most qualified professionals many of whom are athletic trainers. Once on board, Ancillary Advantage puts them through a comprehensive training program, covering such topics as inventory control, payer compliance, and clinical documentation. With an Ancillary Advantage trained DME Coordinator on staff, our customer's DME programs run smoothly and profitably. Patients avoid having to stop at another facility for their DME and are advised on the proper use and care instructions on-site. Having a DME Coordinator on-site also takes the hassle off of the providers and their staff dealing with insurance authorizations and the additional administrative duties involved. Having an on-site DME Coordinator helps our customers save time in their clinics and provides convenience to their patients.

YOUR SINGLE SOURCE FOR ANCILLARY PRODUCTS

Ancillary Advantage carries more products, from more manufacturers, than any other ancillary products provider. With thousands of products in our catalog from over 130 different manufacturers, we can be your single source for ancillary products.

Manufacturer Neutral – You decide which products are best for your practice and your patients. Our manufacturer neutral product selection helps set us apart from most ancillary product suppliers. We won't try to steer you towards a particular manufacturer or product line. We present you with product options, including our analysis of product financials, and you decide which products to dispense. We constantly monitor for changes in coding and reimbursement to ensure you are able to make informed decisions about your product inventory.



WHY CHOOSE ANCILLARY ADVANTAGE?

Transparent Pricing – We use our national buying power to offer you a wide ranging product selection at the best possible price. And our product acquisition cost is your price. With Ancillary Advantage, you don't have to worry about price markups and price changes.

Product Fairs – Wondering if there are other products on the market with a better clinical or financial fit for your practice? We can help you conduct a product fair that gives your providers hands-on exposure to alternate products.

Consolidated Invoicing – We provide a single, consolidated invoice for all purchases. Invoices can be sent in either paper or electronic format. If you are using our MyAncillary software, invoices are easily reconcilable to product receiving reports.

Vendor Management – We actively manage all of our vendors so you don't have to. In addition to product pricing, we focus on minimizing shipping costs and order turnaround times. Shipping terms are integrated into MyAncillary so when you place an order, we let you know before you order if you have met a vendor's free shipping terms.

Online Ordering – If you are using our MyAncillary inventory management software, you can order all products online and send all orders electronically. Product receiving is a snap, using either our integrated barcode technology or our one-click receiving process.

REVENUE MANAGEMENT - MAXIMIZE YOUR REVENUE, ACCELERATE YOUR CASHFLOW

Whether you want a complete solution including billing and collections or you need us to manage pre-certifications for your ancillary products, with our years of experience, we can deliver proven results to your practice.

With more than ten years of experience in billing and collecting DME products, Ancillary Advantage provides your practice with a proven system for maximizing revenues and accelerating cash flow.

Our revenue management solution begins with a team of reimbursement professionals focused only on billing and collecting DME. We have deployed state-of-the-art electronic billing technology to ensure claims are processed quickly and efficiently. And, we enforce our processes to ensure claims are done right the first time and are compliant with all payer requirements.

Whether you need support for all of your DME products or for only your specialty products, such as bone growth stimulators and custom braces, Ancillary Advantage can make DME dispensing work for you.



WHY CHOOSE ANCILLARY ADVANTAGE?

Pre-Certification Processing – We understand the importance of processing pre-certifications quickly and efficiently. We process thousands every month. Pre-certification submission is built into our MyAncillary application. Push a button and the process begins. You can upload documents, enter electronic notes and check the approval status online at any time. And, when the process is complete, we will send you an electronic notification. Or download and complete the pre-certification worksheet we provide, fax it to us along with the patient's demographic and insurance information and we will take care of the rest. All standard pre-certifications are initiated within 24 hours of receipt. STAT pre-certifications are initiated within 4 hours of receipt.

Denial Resolution Support – Are you receiving denials on claims and not sure why? We can help. On a per claim basis, we can review your payer denials and provide written recommendations for correcting and resubmitting the claim.

Revenue Management – If you need help setting up a billing and collections process for your ancillary program or if you want us to manage the total process for you, our team of reimbursement professionals have years of experience and are available to help. We bill under your tax identification number and all payments come directly to you.

Compliance Audits – Our revenue management team has over 30 years of combined experience in all aspect of ancillary billing for all payers and products. Our audit process is structured and complete, and will provide you a written report of our findings and recommendations.

With the Ancillary Advantage program, we don't stop at collections. Understanding the financial performance of your DME program is essential to building a successful program. We provide monthly management reports detailing the performance of your program, including an analysis of profitability, product and physician utilization. We can also provide ad hoc reports upon request and we are always available to discuss your program's performance and, when necessary, provide recommendations for improvement.

MyAncillary® - A COMPREHENSIVE SOLUTION FOR MANAGING YOUR ANCILLARY PRACTICE

Our MyAncillary software is a web-based inventory management system specifically designed as a solution for orthopaedic and sports medicine practices to manage their ancillary revenue programs. MyAncillary goes beyond just providing inventory management. We have also integrated payer rules, co-insurance rules and pre-certification alerts to provide a comprehensive ancillary management solution.

Manage Inventory – Whether you need to manage orthotic bracing or medical supplies, MyAncillary supports many different product categories. You can establish par levels for re-ordering, track inventory by lot number and expiration date, transfer to and search other locations.

Order Products – MyAncillary includes a product catalog with hundreds of manufacturers and thousands of products. You decide which products and which manufacturers you want to use. Our



WHY CHOOSE ANCILLARY ADVANTAGE?

products are priced competitively based upon our national buying power but if you are buying a product with better pricing, we will load your contract into MyAncillary to ensure you receive the best prices possible.

Dispense to Patients – With a few clicks, you can dispense a product to a patient, update inventory and print a receipt or other patient forms. Our dispensing module even includes a feature to electronically capture the patient's signature and apply it to a patient form.

Submit and Track Pre-Certification Requests Online – MyAncillary's reimbursement module is configured with your payer reimbursement profiles. Before you dispense a product, MyAncillary will alert you if a payer does not reimburse or if a pre-certification is required. And if a pre-certification is required, MyAncillary is integrated with our Central Billing Office so that all communications are handled online, in a secure and efficient process.



Eliminate Paperwork and Data Double Entry – With MyAncillary, you receive a single, itemized invoice that can be quickly reconciled to MyAncillary's receiving log. Using HL7, we can interface to your practice management system to eliminate the need to enter patient data in our system. And we provide you tools and reports to simplify the process of closing and reconciling to your practice billing system.

Go Mobile – MyAncillary includes a mobile app that runs on all iOS devices, including the iPhone and iPad. With integrated barcode scanning, electronic signature capture and wireless printing, you can dispense products, order inventory and process pre-certification requests from anywhere in your practice.

Electronic Connectivity – If your practice management system supports HL7 messaging, MyAncillary can receive patient demographics electronically, reducing data entry.

FREQUENTLY ASKED QUESTIONS ABOUT IMPLEMENTING A PRACTICE OWNED DME PROGRAM

If you are thinking about implementing a DME program in your medical practice, or you are considering changing from a manufacturer owned (stock-and-bill) program to a practice owned program, there are some questions you should be asking. We have found that there is not a “one-size-fits-all” answer to most of these questions – it depends upon your practice requirements. However, we have provided our thoughts and guidance based on our years of experience in the industry for your consideration when asking these questions.

- ? Why should we consider using a management company to run our DME program?
- ? What about using a consultant to startup our program?
- ? We have a stock and bill program that seems to work just fine. Would the Ancillary Advantage program replace it?
- ? Will you work with our existing manufacturers and sales representatives?
- ? Can you get us any product we want?
- ? Can Ancillary Advantage improve our pricing with vendors?
- ? How important is product cost when running a DME program?
- ? Our practice billing office handles all our insurance procedures. If we use your revenue management program, won't this be confusing?
- ? Our staff already handles our current DME program. Do we need to use Ancillary Advantage's staffing program?
- ? How does Ancillary Advantage increase program utilization?
- ? How much can Ancillary advantage improve our program performance?
- ? How does Ancillary Advantage manage inventory?
- ? How does Ancillary Advantage make money?
- ? MyAncillary is online software. Is our data safe?
- ? How do we know if our volume will support the Ancillary Advantage Program?

WHY SHOULD WE CONSIDER USING A MANAGEMENT COMPANY TO RUN OUR DME PROGRAM?

Ancillary Advantage has been providing management services to hundreds of medical providers since 1999. We have found that a successful DME program requires a steady commitment of both management and manpower, which most medical practices are already very lean in. A consistent differentiator we see between a highly successful DME program and an underperforming or even average program is a daily vow to driving utilization and collections. This commitment can come from the Practice Administrator or from a designated Program Manager, but they typically need to fit this commitment into a list of other responsibilities. In choosing Ancillary Advantage as your management company, the necessary requirements to have a successful DME program are immediately available and guaranteed.

FREQUENTLY ASKED QUESTIONS ABOUT IMPLEMENTING A PRACTICE OWNED DME PROGRAM

WHAT ABOUT USING A CONSULTANT TO STARTUP OUR PROGRAM?

A consultant can be helpful in starting up your program and periodically evaluating program performance. However, this is no guarantee of long term success. The success of implementation of a new DME program is still entirely dependent upon the efforts put forth by the practice itself. Major investments of time and money still need to be made. These are luxuries that most practices do not have. Ancillary Advantage provides all the resources necessary for a seamless and highly efficient DME program to be implemented quickly within a practice. Ancillary Advantage creates the solutions...so the practice does NOT have to.

WE HAVE A STOCK AND BILL PROGRAM THAT SEEMS TO WORK JUST FINE. WOULD THE ANCILLARY ADVANTAGE PROGRAM REPLACE IT?

Yes. Our program is fundamentally different from a stock and bill program. With a stock and bill, revenue for products dispensed is realized by the stock and bill manufacturer not the practice. You receive a rental fee for space used by the stock and bill, which is a fraction of what you could be making. With Ancillary Advantage, you not only take in ALL the revenue for products dispensed but you also have a much wider array of product options to choose from.

WILL YOU WORK WITH OUR EXISTING MANUFACTURERS AND SALES REPRESENTATIVES?

Absolutely! We recognize that local relationships are important. We will work with you to ensure that longstanding relationships are not damaged and that you continue to receive the same support from your local representative.

CAN YOU GET US ANY PRODUCT WE WANT?

Yes we can. Ancillary Advantage carries more products, from more manufacturers, than any other ancillary products provider. With thousands of products in our catalog from over 130 different manufacturers, we can be your single source for ancillary products. This includes products as simple as wrist splints to more advanced products such as CPM and bone growth stimulation units. Furthermore, regardless of how many different companies' products you use, you only receive one invoice!

Besides traditional bracing products, Ancillary Advantage can also provide:

- CPM machines
- TENS units
- Bone Growth Stimulators
- Diabetic Footwear

And our software fully supports these products, including inventory and rental management.

CAN ANCILLARY ADVANTAGE IMPROVE OUR PRICING WITH VENDORS?

Ancillary Advantage works with nearly 500 physicians. This allows us to leverage our purchasing power and work on behalf of the practice for reduced costs. Ancillary Advantage passes on its acquisition cost to the practice so you don't have to worry about product markups. And, if you have negotiated better pricing for a particular product, we can load that into our system so you can continue to receive your negotiated price.

FREQUENTLY ASKED QUESTIONS ABOUT IMPLEMENTING A PRACTICE OWNED DME PROGRAM

HOW IMPORTANT IS PRODUCT COST WHEN RUNNING A DME PROGRAM?

The cost of the products dispensed can average between 25-30% of your revenue, so, it most definitely is an important factor in how your program performs financially.

	Product A	Product B
Reimbursement	\$100	\$110
Cost	\$30	\$33
Gross Profit	\$70	\$77

However, it should be evaluated with the big picture in mind. For example, how is the product coded as compared to other products in the same clinical category? Coding is directly tied to reimbursement so one product may be 10% less expensive than another but may reimburse at 10% less as well. Below, is a graph to help you get a better idea of what this means:

Also to be considered in the product selection decision is shipping times and shipping cost. If Product A and Product B have the same invoice cost but Product A can be delivered within two days of being ordered with free shipping and Product B's delivery terms are three days and a \$9.95 shipping fee is included, those costs can add up!

OUR PRACTICE BILLING OFFICE HANDLES ALL OUR INSURANCE PROCEDURES. IF WE USE YOUR REVENUE MANAGEMENT PROGRAM, WON'T THIS BE CONFUSING?

Not at all. We provide some level of revenue management services for most of our customers today. Whether our services are specific, such as pre-certification processing or denial resolution, or all-encompassing where we handle the total revenue process, we will work with your billing office to develop workflows that best suit your practice and are simple to implement.

OUR STAFF ALREADY HANDLES OUR CURRENT DME PROGRAM. DO WE NEED TO USE ANCILLARY ADVANTAGE'S STAFFING PROGRAM?

No. If you already have staff that are handling your DME program, we will work with them to implement and operate our program. And, you will have the option of your staff participating in any of Ancillary Advantage's DME Coordinator training and professional development programs.

HOW DOES ANCILLARY ADVANTAGE INCREASE PROGRAM UTILIZATION?

With the Ancillary Advantage program, we make sure every opportunity to dispense a brace is captured by the practice, not an outside company. For example, a patient needs a custom knee brace - in a busy practice, sometimes it's easier to just make a referral. Or perhaps the practice personnel are not comfortable fitting a complex brace. Unless it is medically warranted, Ancillary Advantage's program doesn't need to make referrals. Our DME Coordinators, many of whom are athletic trainers, have the skill and knowledge to fit all braces and have the time to take care of the patient. Not only is this beneficial to the practice financially, it also results in the best care experience for the patient.

FREQUENTLY ASKED QUESTIONS ABOUT IMPLEMENTING A PRACTICE OWNED DME PROGRAM

HOW MUCH CAN ANCILLARY ADVANTAGE IMPROVE OUR PROGRAM PERFORMANCE?

With most practices, yes we can. To provide an idea of how the Ancillary Advantage program performs, we've included a Value Calculator on our website. We manage hundreds of thousands of DME transactions every year and this calculator is built upon data from our actual business. Input your practice information to see what the Ancillary Advantage program can do for your practice. Click [here](#) to request an access code to the calculator.

Monthly collections for an Ancillary Advantage physician average \$4600.

Our payer rules engine results in collection rates as high as 95% of payer allowable.

HOW DOES ANCILLARY ADVANTAGE MANAGE INVENTORY?

More than one DME program has been scrapped as a result of poor inventory management. Too much product on the shelf, not having products available when needed, and disappearing inventory lead practices to throw up their hands in frustration and just give up. With Ancillary Advantage, that won't happen. With our industry leading management software, MyAncillary, we cover the inventory process from end-to-end. From electronic online purchasing to reconciliation of transactions to your billing system, you will have full accountability for your DME inventory.

HOW DOES ANCILLARY ADVANTAGE MAKE MONEY?

Ancillary Advantage receives a management fee for the services it provides. The management fee is simply calculated as a percentage of the program gross profit: collections less product cost. If you don't make money, we don't make money. If there is an opportunity to improve profitability, we are just as incentivized to do so as you are. The Ancillary Advantage program is the only DME program on the market today that is aligned with your best interests.

MYANCILLARY IS ONLINE SOFTWARE — IS OUR DATA SAFE?

At Ancillary Advantage, we take data security very seriously. We own and manage our servers and our firewalls. Both are hosted in redundant SAS70/HIPAA compliant data centers, one in Dallas, the other in Chicago. All information transmitted online is SSL encrypted and we tightly control system access. With MyAncillary, we can restrict access to only from within your practice network or to registered hardware devices.



HOW DO WE KNOW IF OUR VOLUME WILL SUPPORT THE ANCILLARY ADVANTAGE PROGRAM?

We work with practices ranging in size from 1 to 100 dispensing physicians. If you are prescribing orthotic bracing, supports, ambulatory aides or any of the other products we carry, and you are committed to realizing revenue from these products, we can help you implement and operate a successful ancillary revenue program.



A Comprehensive Solution For Managing Your Ancillary Practice

Inventory management is a constant balancing act. You want product availability but you also want to control your costs. And, if your inventory is supporting an ancillary revenue program, you want to make sure that you bill and get paid for the products you dispense to patients.

MyAncillary® is a comprehensive solution for orthopaedic and sports medicine practices to manage their ancillary revenue programs. MyAncillary can be operated from any Internet connected computer or handheld device and is available in both mobile and desktop versions.

Inventory Management

MyAncillary manages your entire inventory, including orthotic bracing, medical supplies and injectable medications. Establish par levels for re-ordering, track inventory by lot number and expiration date, transfer inventory and manage RMAs and product repairs.

Product Ordering

MyAncillary is manufacturer neutral. Order any product from any manufacturer. Re-order alerts are automatically created and all orders are processed electronically.

Electronic Prescriptions

Physicians can create prescriptions within MyAncillary using a familiar fee ticket format. Prescriptions are signed electronically and text message alerts can be sent to your DME Coordinator informing them of a new prescription to be filled.

Product Dispensing

With a few clicks, dispense a product to a patient, update inventory and complete necessary patient paperwork, including capturing patient signatures electronically.

Barcode Data Capture

MyAncillary supports barcode data capture. With compatible iOS devices, scan barcodes using the device camera.

Patient Portal

Patients are able to access and print cash payment receipts, AOBs and ABNs, through our secure, HIPAA compliant patient portal.

Pre-Certification Processing

MyAncillary prompts you when a pre-certification is necessary for a product. Pre-certification requests can be submitted online and you receive an alert when processing is complete.

Electronic Connectivity

If your practice management system supports HL7 messaging, MyAncillary can receive patient demographics electronically, reducing data entry.

Online and Secure

MyAncillary is HIPAA compliant and hosted in redundant data centers to ensure always-on availability.



To request an online demonstration of MyAncillary, visit our website at www.myancillary.com or call us at 877-679-6796.

MyAncillary is designed and developed by Ancillary Advantage. Since 1999, Ancillary Advantage has been in the business of providing ancillary revenue solutions to the orthopaedic and sports medicine professions.



MyAncillary Features and Specifications

INVENTORY MANAGEMENT

- MyAncillary supports the following product categories:
 - Bracing and ambulatory aides
 - Medical supplies
 - Injectable medications
 - Rentals (CPMs, TENS)
- Track by lot number and by expiration date
- Utilize cycle counting
- Search and transfer to other locations
- Track product repairs and product returns

PRODUCT ORDERING AND RECEIVING

- One-click ordering and receiving
- Order any product from any vendor
- Automated re-order alerts
- Purchase orders sent to vendors electronically
- Receive products at main location and easily re-allocate to satellite locations
- Create special orders that are linked to patients

PRODUCT DISPENSING

- Easy to use fee ticket function creates prescriptions electronically
- Physician electronic signatures can be stored in database and applied to prescriptions
- Configurable products such as back braces with various options supported
- Schedule products against surgeries and receive alerts for pre-op fittings and product deliveries
- Links to manufacturer websites are available including fitting guides and product instructions
- Patient documents, including cash receipts, AOBs, CMS supplier standards and ABNs can be created from within the system and signed electronically by the patient
- Secure patient portal allows patients to print documents at home

REPORTING

- Over 20 online reports
- User selectable report parameters
- Export to Excel and PDF formats

MOBILE FEATURES

- E-Prescribing
- Dispense products to patients
- Create purchase orders and receive product
- Inventory adjustments
- Submit and manage pre-certification requests
- Integrated barcode scanning and document printing

FINANCIAL CONTROLS

- Automated precertification alerts
- User level purchase order approval limits
- Control access to inventory adjustments
- End of period reconciliation and billing reports

SECURITY

- Individual user profiles define user access
- Password change policies enforced
- Automatic logouts after inactive period
- System access can be restricted to internal network and registered devices

OTHER

- Secure messaging between locations
- Integrated appointment calendar
- Upload scanned documents and attach to patient record

MINIMUM SYSTEM REQUIREMENTS

Hardware Platforms	PC, Mac, mobile devices running iOS or Android. System is fully compliant with Apple iPad/iPhone and iPod Touch.
Operating Systems	Windows XP SP2+, Mac OSX 10.5.7+, iOS 3.22+, Android 4.0+
Browser Compatibility	Firefox 6+, Chrome 12+, Safari 4+, IE7+
Connectivity Requirements	Internet connection required, LAN, Wireless or 3G+
Display Requirements	Minimum - 1024 x 768
Barcode Scanner Compatibility	Customer supplied (wired or Bluetooth) or utilize integrated scanning application with device camera on iPad 3+, iPad Mini, iPod 4+ and iPhone 4+ devices

We have created a brief online video highlighting the features and capabilities of MyAncillary. Click the play button below to view.



WHAT OUR CUSTOMERS ARE SAYING ABOUT US



Ancillary Advantage has revolutionized the way we provide DME in our busy practice. We are able to offer our patients personalized fittings of the most technically advanced bracing options. We have found that the personalized experiences enhance compliance and patient satisfaction.

- **Jason Scopp, MD, Orthopedic Surgeon - Peninsula Orthopaedic Associates**



Ancillary Advantage provides our practice with the necessary expertise to run a very effective, compliant and patient-centered DME program. Our program owes its success to the services Ancillary Advantage provides on the entire DME process - from inventory management, to product fitting and patient education, to billing and collections. The vendor-neutral product offering also allows us to satisfy the treatment preferences of more than 90 physicians.

- **Jeff Goldberg, COO - Resurgens Orthopaedics**



Having Ancillary Advantage in the office is a great way of providing and ensuring that the patient is fit with the appropriate DME equipment. The patients are educated and provided instructions for how the equipment should be worn; as well as have any questions answered that they might have during their visit. With the DME equipment being in the site, this also eliminates any unnecessary stops for our patients.

- **Melanie Scoggins, Site Manager - Resurgens Orthopaedics**



Having an on-site DME program and coordinator helps us to save time in our clinics and provides convenience to our patients. Patients avoid having to stop at another facility for their equipment and are advised on the proper use and care instructions on-site. Having a representative on-site also takes the hassle out of us (the physicians) and our staff dealing with insurance authorizations and the additional administrative duties involved. It's nice to have one less thing to have to worry about. Having the program and coordinator available certainly helps my clinic run more smoothly.

- **Dr. Roderica E. Cottrell, Orthopedic Surgeon - Resurgens Orthopaedics**



Our group has worked with Ancillary Advantage since 2006. We have been extremely satisfied with their level of skills and overall performance. Their staff has been very knowledgeable in helping us establish and maintain our DME program. I highly recommend them.

- **Michael Berkowitz, Administrator - KSF Orthopaedic Center**



Ancillary made the transition of providing DME to our patients a breeze. Always ready and willing to help answer any questions or concerns.

- **Jennifer Gonzalez, Practice Administrator - Starling Physicians**



We have been working with Ancillary Advantage since 2008 and they have helped us provide a valuable service to our patients. The professionalism of the staff and quality of patient care has been outstanding.

- **Mark Skains, CMPE - Waco Orthopedic & Sports Medicine Clinic**



Our relationship with Ancillary Advantage over the past few years has been excellent. They provide great personnel, have helped to dramatically improve our DME accounts receivable, and consistently provide top product suggestions at the best pricing. With their support, we've greatly expanded our DME program.

- **Lyle E. Board, Director, Ancillary Services - Baton Rouge Orthopaedic Clinic**

ONLINE RESOURCES



Value Calculator – Want to see the financial potential for your DME program? We've developed an online calculator that will provide you an estimate based upon your practice specialties, patient volumes and payer mix. Click the calculator icon to the left to request access to the calculator.



Practice Profile Worksheet – for a more accurate estimate of your financial potential, complete our practice profile worksheet. Click the worksheet icon to the left to download a copy of this fillable PDF form, complete the form and return to Ancillary Advantage.



Visit our website at www.ancillaryadvantage.com to learn more about how our DME program can work for you.



Send us a message through our online contact form.



Visit our Facebook page by clicking on the icon to the left. Follow us to receive updates and information on the DME industry.



For More Information

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