

*"Your practice will benefit tremendously if it partners with DoctorsManagement. DM will make your job easier and it will make you a more effective practice administrator."*

**Keith Slater** | CHIEF EXECUTIVE OFFICER | DERMATOLOGY ASSOCIATES

## 1. How long have you been working with DoctorsManagement (DM)?

» I have worked with DM directly since 2011, when I joined Dermatology Associates (DA), and indirectly between 1997 and 2010 (in my previous role as an administrator for a large ophthalmology group). Dermatology Associates has worked with DM for over 20 years.

## 2. What has DM done to improve profitability in your practice initially?

» Although there is always a focus on lowering costs/controlling overhead, the larger (and successful) focus has been on increased revenue & profit.

## 3. How have they helped boost profits over time?

» Practice acquisition, adding providers, in-house derm path lab & extended office hours.

## 4. What does DM do for you in accounting?

» Dermatology Associates employs its own accountant that handles all of the bookkeeping activities – e.g., accounts payable, bank reconciliation, journal entries & month-end reporting. DM compiles monthly reports & prepares tax returns. DA's accountant & I consult with our CPA at DM on a weekly bases regarding various accounting & financial matters.

## 5. Does DM handle paying bills or reconcile bank and credit card accounts?

» No.

## 6. Payroll?

» No. Our HR coordinator & accountant work with ADP for this function; however, DM's CPA & senior HR consultant routinely provide guidance with payroll matters.

## 7. Taxes?

» Yes.

## 8. Apart from updating your employee manual from their comprehensive template, what does DM do for you in HR?

» DA works with DM on a weekly basis with regard to all sorts of personnel matters in terms of general guidance. DA's leadership team & I directly address matters with the practice's employees but usually after consulting with DM's HR support to make sure we're approaching the matter in an appropriate & prudent manner.

## 9. Conflict resolution?

» Yes, in terms of legal research & recommended courses of action.



**10. Provider contracts and acquisition?**

» DM has been actively & immensely helpful in these areas.

**11. Evaluating salaries/wages for personnel?**

» Yes – e.g., twice so far in 2020.

**12. Would you say DM has been very beneficial to you for HR?**

» ABSOLUTELY! I cannot over-stress how important this source of support is.

**13. How beneficial is the Powerbuying Program?**

» DM's PowerBuying Program has been incredibly helpful.

**14. Is DM doing supplier price comparisons and reporting on the savings?**

» Yes. DM provides detailed reports.

**15. Can you tell if you are saving and are savings tracked and reported?**

» Yes and Yes.

**16. Has DM's annual chart reviews impacted how you code and have you seen improvements?**

» Yes.

**17. How beneficial are the monthly meetings in improving your practice operations and profitability?**

» These meetings have been particularly helpful as the focus is on the long-term, strategic direction for DA. It's the catalyst for prompting the partners to action.

**18. Have you utilized any ancillary services such as compliance management, OSHA, CLIA, HIPAA?**

» DA routinely / continually takes advantage of the all of these – e.g., on-site inspections, ongoing training & consulting.