



Health Care Vendor Management



PPO/Fee Schedules  
Merchandise Consolidation  
Laboratory Fees  
Account Receivables  
Marketing  
HR Solutions

# Who we are? What we do

K-Procure is an operations and vendor management company that focuses on the health care industry. We believe that every health care practice can be more profitable and improve its bottom line. We perform custom in depth analysis for each practice in order to streamline operations, reduce the workload of the team and strengthen vendor relationships. By implementing our services you will increase efficiency and profitability within your office. We are experienced, unique in the industry and we **GET RESULTS!**



## PPO/Fee Schedules

K- Procure offers In depth analysis of top 30 codes with guaranteed savings annually. Identify the value of adding or dropping plans. Ensure office fees fall within the 80% of UCR.

## Merchandise Consolidation

We apply data driven negotiations and savings through purchase consolidation. We focus on team collaboration with preferred vendors & merchandise representatives. We educate and train staff on ordering efficiently to lower the MSRP cost.

## Marketing Services

We offer a variety of external & internal marketing services. We can assist your business with branding, web services, website design/development and print. We provide on-site training and support to work with your team on internal marketing, referral and review programs.

## Start Ups

Let us do the leg work for you! We dive in and negotiate all your fees and services with the vendors & suppliers you will be working with. We also provide Operational & Marketing services to help your business thrive so you can hit the ground running.

## Laboratory Fees

We work with laboratories to provide bundling options, materials review and recommendations through in-depth industry knowledge. Education and training on digital healthcare tools.

## Accounts Receivable

We tailor our services to best meet the needs of each practice. Therefore, we offer a variety of options for your business to choose between.

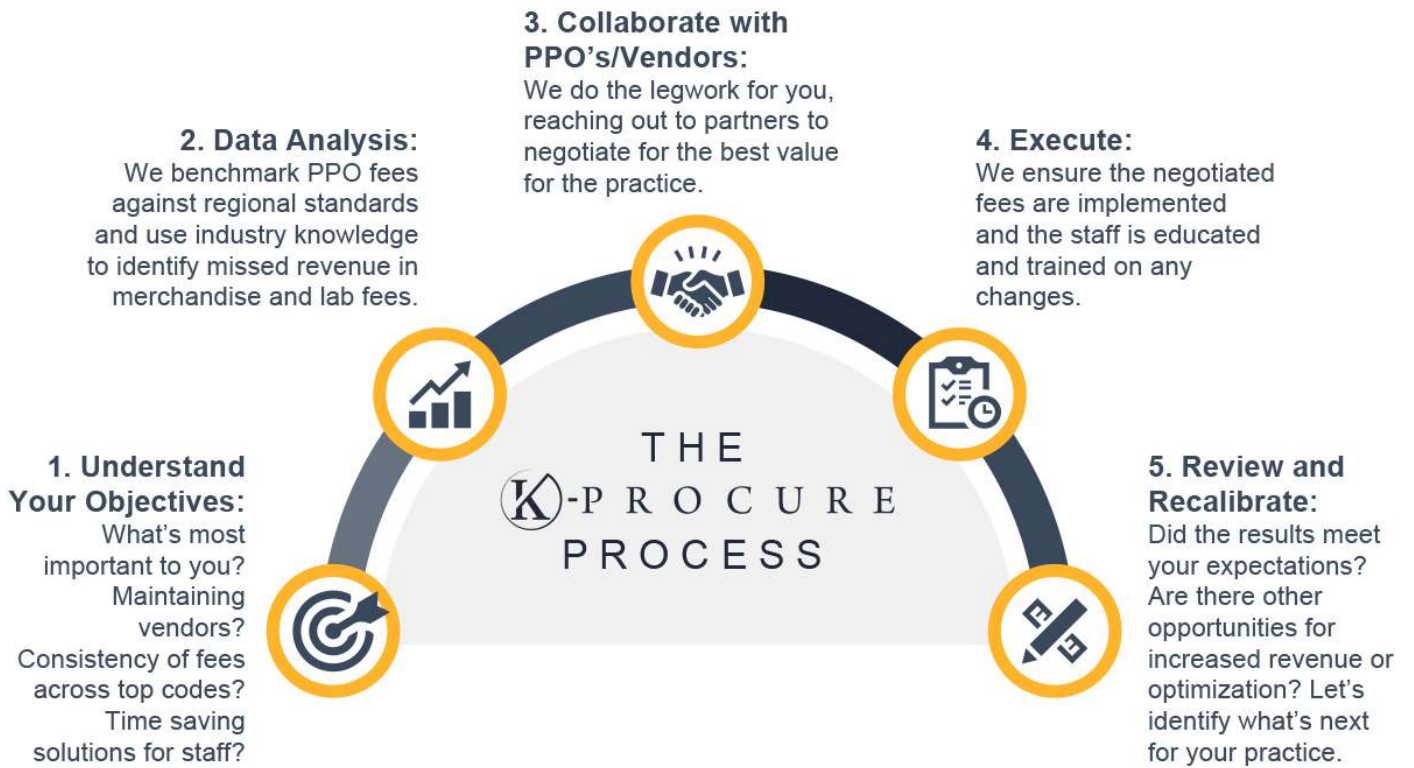
Insurance Billing: Sending claims, posting payments, appealing denials, follow up and resolving unpaid claims.

Insurance & Patient Billing: Everything included with insurance billing in addition to reviewing patient accounts, Statements. EOBs Posted Daily, Review All Denied Claims, Verify Procedures that are Not Sent to Insurance, Primary & Secondary Claims Submitted Daily, Send Electronic Attachments. Missing Information is Gathered by Us, Focus on Aging Reports, Provide Monthly Accountability Reports. **COMPLETELY OUTSOURCE YOUR BILLING DEPARTMENT.**

## HR Solutions

From SOP's to Employee Manuals, we will help you to draw up and maintain policies and procedures. This adds value to your management model, which in turn naturally frees you up to focus on developing and growing your business. We provide solutions such as employee manuals, performance management processes, hiring services and much more.

# Our Process



# We Understand Your Challenges

With the day-to-day activities of a busy practice, how does anyone truly have time to manage vendors, ensuring fees are within margin, and securing the best value and services? We are your partner resource for optimizing value and improving profit. We align mutual interests by guaranteeing results using a gain share model.

“Kelly did a great job finding us the right vendor for our practices. She has great relationships and is respected for working diligently and efficiently with all the supply reps that come to our door each week. We will end up saving thousands of dollars in supply costs this year due to her hard work. Her experience and expertise in the dental field makes her a perfect fit to negotiate with supply and implant companies along with analyzing PPO participation. I certainly would recommend her.” – Dr. Eric Buck, **Creative Smiles and Distinctive Smiles.**

“As an office, we were looking to streamline and lower our lab cost. We engaged K-Procure to help navigate and make suggestions on materials, digital workflow and creative ideas which helped lower our lab expenses to 3%. K-Procure worked with our doctors, staff and laboratories to help come up with solutions that fit our practice(s) needs and goals. Working with Kelly from K-Procure was an effortless and otherwise seamless process...would highly recommend.” – Director of Business Operations, **Murray Hill Dental Companies.**

“I’ve worked with Kelly at K-Procure for everything from large consulting projects like negotiating our PPO fee schedules to reviewing our overall spending on merchandise and laboratories. Kelly worked with all my existing vendors to help streamline our purchase and ordering habits which, in turn, saved my office thousands of dollars. The savings I’ve realized with zero disruption to service or quality exceeded my expectations in every case. And it saved me and my staff hours of non-patient facing work” – **Dr. Mark Lima DDS**

“Being a busy dental practice, we were looking for a company to assist us in restructuring our merchandise ordering, lowering our lab costs, and negotiating our PPO fee schedules. Kelly worked very diligently, accomplished the tasks in a timely manner, and we are already seeing an extensive savings within a 6-month time period. We are extremely happy with the services Kelly provided and we highly recommend K-procure for all your vendor management needs.” – **Darby Creek Dental**

“I had the pleasure of recently working with Kelly of K-Procure. From start to finish, Kelly was very clear on what services she was able to provide, what I could expect from working with her, and the cost of service. She delivered on all fronts, and was able to save me thousands of dollars. She was professional, timely, and kept me informed throughout the process. I highly recommend K-Procure!” – **Dr. Katie Montgomery, Montgomery Family Dental.**

“We reached out to K-Procure in regards to helping us with our accounts receivables. Kathy Owens worked with both of our practices to help with our insurance claims. She was easy to work with and very helpful. I would highly recommend using them!” – **Fixari Family Dental.**

“Kelly & her team are amazing, they have helped clean up our aging report and bring money in when we needed it most (during the COVID shut down). She is very friendly and I would definitely recommend her and her staff!  
-**Dr. Conlisk**

