

- No tie-in with a plan provider and full administrative control of patients, plans and fees.
- Non-payers or patients defaulting on



- payments can be quickly identified and contacted.
- Easy to migrate to a plan provider in the future, if desired, once the practice has successfully converted.

Dental practices choosing to self-manage direct debits will encounter an increase in administration time. However, as there are no third party payments, there is a significant financial advantage to balance the increase in administration.

Typically, for practices with 1,000 private patients, the monthly cost to plan providers

can be as much as £2,000. Self-managed direct debits reduce this cost to around £250! Our own experience has allowed for a significant saving over time and income that has been redirected into better equipment, materials, and facilities for patients.

I suggest you take control of your own payments and make considerable savings year on year. If you would like to know more about my approach and the business I have set up as a result, Smart Debit Solutions Ltd., contact me on 01926422509 or 07792124370

THE DPAS APPROACH TO GOING PRIVATE

Who is DPAS?

DPAS Ltd is one of the UK's leading providers of dental payment plans. The DPAS team has over 50 years' experience of developing and delivering quality dental plans.

Since 1996, DPAS has supported hundreds of dental practices throughout the UK, carrying out the necessary payment collection and insurance administration on their behalf.

What does it offer?

DPAS handles the administration for dentists who wish to offer their own independent, practice-branded payment plans to patients, free from any outside controlling influence. DPAS specialises in helping NHS dentists to make the transition across to independent practitioners and to provide a fast track conversion process.



DPAS also offers a new Membership Plan for private fee per item dentists or existing payment plan clients. For the patient it offers registration to the practice and the added benefits of dental trauma and emergency insurance without having to be signed up to a maintenance or capitation plan. This enables dentists to strengthen relationships with private patients while promoting loyalty to their practice. These benefits come at no extra cost to the practice and could lead to a significantly increased revenue stream.

The key benefits

- *Private dental care benefits*
The argument for private dentistry is compelling as the NHS continues to pressurise dentists with unrealistic UDA targets and the threat of claw backs draw ever closer. Going private offers NHS dentists the opportunity to provide a greater choice, better quality and a more personal experience for their patients. It also gives dentists the financial freedom to invest in their practice team, their equipment and

surroundings and thus improve their services.

- *Practice branded benefits*
Experience has proven that patients remain loyal to their dentist and practice team and not to a brand name. Many practices are now finding that those patients who were not keen to join a nationally-branded scheme are willing to join a payment plan in the name of their dental practice.

Why choose DPAS?

DPAS has unrivalled experience in helping practices convert from the NHS and helping dentists move from other plans to its own more cost-effective plans. The flexible range of plan options means that dentists can choose the service that they, their team and their patients actually want, potentially bringing considerable savings to the practice compared to the costs of other plan providers.

DPAS Bespoke Dental Plans