

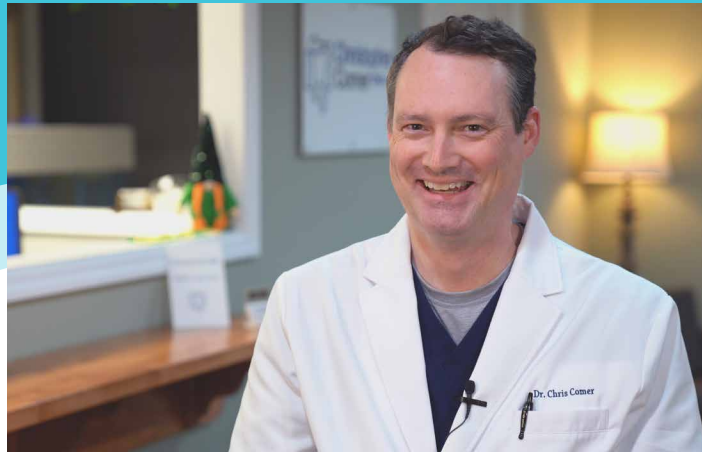
2 practices – more than 10 years of reliable cash flow

Opportunities Expand

When Billing Is Taken Care Of



Ryan Fulchi DMD
GEORGIA



Christopher Comer DMD FAGD
GEORGIA



Starting a dental practice is full of challenges. Cash flow doesn't have to be one of them.



Habersham Dental



Comer Dental

At first, these two dental practices in beautiful Savannah, Georgia look pretty different.

One is a multi-office practice with a big team. The other is a thriving solo office.

But they have one thing in common.

Early on, they both saw the benefit of making sure their billing and insurance claims were always handled. That's why each practice signed on with DCS more than ten years ago — which left them free to grow their dental businesses to suit their vision.

At the core, it boils down to one thing:

Having the billing taken care of allows them to provide an exceptional patient experience.

Meet Dr. Fulchi

As a dental professional, Dr. Ryan Fulchi has always been passionate about serving his community, about working with a great team, and about the power of cutting-edge technology to create transformational benefits for his patients.

He owns Habersham Dental, with four busy Savannah offices.

He saw first-hand the way that embracing state-of-the-art dental technology would allow him to change his patients' lives for the better.



But he also realized that in order to focus on those great patient outcomes — he had to prioritize his efforts.

Not surprisingly, staying on top of insurance claims wasn't what he'd envisioned when he went to dental school.

The heartache and hassle of turnover

Dr. Fulchi is always the first to tell you about his great team.

“I’ve been very blessed to have really capable, amazing managers in my group. But any time we had turnover, it just created a mountain of work that fell back on the office managers.”

– RYAN FULCHI, DMD, OWNER OF HABERSHAM DENTAL

He saw the headaches and stress that came up with team member turnover — especially when it came to making sure insurance claims were filed promptly.

And he knew he wanted to prioritize his office managers’ ability to put patients first — without getting buried in paperwork.

Dr. Fulchi signed on with DCS to manage his insurance claims 10 years ago, and he hasn’t looked back.



“When you have office managers that are able to manage, the office is going to be better. The patient experience is going to be better.”

A self-described “glutton for punishment,” Dr. Fulchi enjoys the challenges of running a larger practice and a big team.

And DCS has been with him the whole time.

“Every time we added an office, it was one less thing to worry about.”

Dr. Fulchi knows that the importance of making sure the best people are in place.

“I think if I had a superpower, it’s probably surrounding myself with good people. And DCS would fall in that category.”

Meet Dr. Comer



When Chris Comer was in dental school, he knew one thing: He wanted to practice in Savannah.

While working in South Carolina after his residency, he “drove across the river every day” until an opportunity opened up to practice in the city he loves.

In 2013, Dr. Chris Comer bought his Savannah practice from a retiring dentist.

During his due diligence, Dr. Comer noticed some aging accounts receivable (AR) accounts and inconsistent billing practices.

So he decided to start off on the right foot.

“Before I even walked in the door, I signed on with DCS to just start with a clean slate. For me, it was a complete no-brainer.”

- CHRISTOPHER COMER, DMD, FAGD, OWNER OF COMER DENTAL

Stable cash flow creates room to grow

Beginning with DCS let Dr. Comer focus on growing his new practice — knowing that his cash flow was in good hands.

“Any question I could bring was answered quickly. I noticed pretty quickly that we could see an AR improvement. And they could also reel in outstanding balances that had been sitting for too long.”



With DCS keeping the billing and cash flow stable, Dr. Comer was free to focus his attention on getting his new practice up to speed.

Bringing in the latest technology wasn't always easy.

“Digital radiography, intraoral scanning, CBCT scans, 3D printing, all those fun things ... those are all big learning curves. But they all had to happen to stay current with industry trends.”

Today, Dr. Comer has a thriving solo office. He spends his Fridays volunteering at a dental clinic for children and teaching at several local dental colleges.

DCS lets him run his practice on his own terms — focusing on patients, not billing.

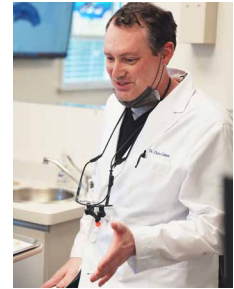
“I've just had really easy dealings with all my contacts at DCS. Everything has been very smooth, very seamless, and just very straightforward.”



Support during tough times

“When we were not working, they were still working.”

- CHRISTOPHER COMER, DMD, FAGD, OWNER OF COMER DENTAL

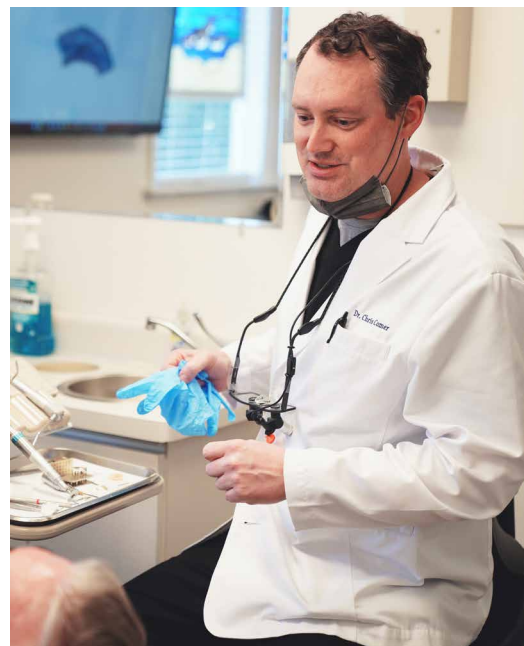


Like every dental office, both practices faced difficult times during the COVID-19 pandemic.

Fortunately, with DCS running in the background — available to answer questions and keep billing running smoothly — both practices were able to weather the storm.

In fact, Habersham Dental actually *bought* a practice during the pandemic.

It wasn't always easy. But with hard work and the right support, both practices came out thriving.



10 years in ... where are they headed next?

Dr. Fulchi continues to rely on DCS to support his big dreams.

“I’ve been looking at the next phase for what we do, because I’m continually trying to improve. I’m not a big believer in sitting idle. And when I find a good relationship that works for me — that’s built on trust — I don’t veer from it easily.”



And Dr. Comer? DCS keeps Dr. Comer’s billing running smoothly, so he can continue to serve his patients and his community.

“I just haven’t ever had a situation that felt like they were in over their head or didn’t have a good answer. It’s like hiring a really good employee and never having to worry about them. Because they always turn in great work.”



And finally, here’s how Dr. Comer summed it up:

“There’s no reason to change. We’ve had great service for 10 years, and I’ve not heard of any company that could offer this level of service at this price. Anywhere. It’s not even a comparison.”

That's Habersham's and Dr. Comer's story. What's yours?

YOUR NEXT STEP

We've been proud to support the growth and stability of these two successful practices for more than 10 years.

Now let's talk about your goals, your challenges, and our solutions.

Book an appointment with one of our results-driven RCM experts. We'll share how we can work together to maximize your revenue and streamline your profits.



Schedule a call today to discover how our team at DCS can help you free your time to focus on what matters to you.



DentalClaimSupport.com

DCS | HABERSHAM AND COMER CASE STUDY