



Louisiana Dental Services Endorses MDE as Official Insurance Clearinghouse for Louisiana Dental Association Members

Strategic partnership to bring real-time claims processing technology to dental practices across Louisiana

Roanoke, VA – April 2, 2010 – The Louisiana Dental Services (LDS), a wholly owned for-profit subsidiary of the Louisiana Dental Association (LDA), today announced its endorsement of Mercury Data Exchange (MDE), a provider of real-time electronic data interchange (EDI) services for dental offices, payers and vendors, as the exclusive EDI clearinghouse for the LDA membership.

“After carefully reviewing multiple clearinghouse options for the association’s dentists, it was apparent that MDE would provide the best EDI solutions for our members who are always looking for ways to improve their operations and business processes,” said Dr. Richmond Corley, senior vice president and CEO of LDS. “Our selection was based on MDE’s in-depth understanding of the dental industry and their advanced technologies for real-time transaction processing. By having access to technology that leads to improved efficiency and minimized A/R days, this partnership will help our members worry less about the pressures of today’s economy and the extensive administrative tasks that their practices face.”

As dental offices continue to work through the current economic hurdles increasing overhead and declining reimbursement, MDE’s solutions enable them to expedite payments from payers and patients, while minimizing staff time spent filing and reconciling paper-based claims. MDE’s real-time communications with payers include eligibility and benefits verification, pre-determination and pre-authorization of benefits, claims processing, electronic remittance advice and electronic payment funds transfers.

As a result of these processes, office staff can collect accurate time-of-service patient payments based on the latest benefits data, build net cash receipts and enhance communications with patients related to their financial responsibilities, leading to more satisfied customers and improved patient-dentist relationships.

“LDS’s partnership with MDE will benefit the association’s dentists from a financial and workflow perspective,” said Brian Cutler, senior vice president at MDE. “We look forward to working with the LDA membership to better educate them on the real-time services available so that they can focus more on patient retention and satisfaction, which is the foundation of all great practices.”

MDE’s services help dental offices to:

- Secure detailed patient benefit information prior to the patient’s appointment, arming the dental office with the deductible, co-payment and other payment information;
- Increase upfront patient payment collection and minimize A/R days by facilitating real-time adjudication;
- Create a patient treatment and financial payment plans through pre-determination of benefits while the patient is still in the office;
- Reduce staff time spent working with paper claims submissions; and



DENTAL OFFICE EFFICIENCY EVOLVED.

- Minimize office expenses such as paper, printing and postage costs.

About MDE

Mercury Data Exchange connects dental practices, payers and vendors through real-time technology, including eligibility and benefits verification, real-time claims adjudication, electronic remittance advice and electronic funds transfers. These tools enable dental organizations to minimize paper-based processes, streamline workflow, speed payment times and reduce administrative costs. To learn more, visit www.whymde.com.

About LDA

The purpose of the Louisiana Dental Association (LDA) is to encourage the improvement and to protect the health of the public, to promote the art and science of dentistry and to represent the interests of the members of the dental profession and the public it serves. The LDA is the largest professional health organization for dentists in Louisiana. For more information, visit www.ladental.org.

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