



# Revenue Cycle

Dental RCM — claims, ERA/EOB posting, denial management, A/R follow-up, and patient billing; software or outsourced.

VENDOR <input type="text"/>	DEMO DATE <input type="text"/>	WHO YOU SPOKE WITH <input type="text"/>
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WHAT TO ASK ON A DEMO

TICK WHAT THEY SAY · NOTE · N/A

**01 Are you fully outsourced, a software tool my team runs, or a hybrid?** Doesn't apply

Model determines your staff commitment and who bears risk after go-live.

<input type="checkbox"/> Full-service	NOTES <input type="text"/> <input type="text"/>
<input type="checkbox"/> Claims/AR only	
<input type="checkbox"/> Self-managed	
<input type="checkbox"/> Hybrid	

**02 What is your pricing model and all-in cost at my collections volume?** Doesn't apply

% of collections vs. flat fee scale very differently at real practice volumes.

<input type="checkbox"/> % of collections	NOTES <input type="text"/> <input type="text"/>
<input type="checkbox"/> Flat monthly	
<input type="checkbox"/> Per-claim	
<input type="checkbox"/> Tiered	

**03 What are your clean-claim rate, first-pass rate, and days-in-A/R benchmarks?** Doesn't apply

These three numbers are the only proof of ROI — no benchmarks means no accountability.

<input type="checkbox"/> Audited benchmarks	NOTES <input type="text"/>
<input type="checkbox"/> Estimates only	
<input type="checkbox"/> Not provided	

**04 Which PMS systems do you integrate with, and is ERA posting automatic?** Doesn't apply

Auto-posting into your PMS eliminates daily manual re-keying of every remittance.

<input type="checkbox"/> Full auto-posting	NOTES <input type="text"/> <input type="text"/>
<input type="checkbox"/> Semi-auto	
<input type="checkbox"/> Read-only	
<input type="checkbox"/> No integration	

05 **How do you handle claim scrubbing, denial management, and appeals?**

Doesn't apply

The financial gap between vendors is in how fast and completely they work denials.

- Scrubbing + denials + appeals
- Scrubbing + denials
- Scrubbing only
- Denials add-on

NOTES

  

06 **Do you handle patient statements, payment plans, or does patient AR return to me?**

Doesn't apply

Patient balances are 20–30% of net revenue — know exactly where the handoff is.

- Full patient billing
- Statements only
- Insurance AR only
- Collections add-on

NOTES

  

07 **What does my reporting dashboard show, and can I see the actual work log?**

Doesn't apply

Summary dashboards hide whether denials are being worked on your revenue stream.

- Real-time detail
- Daily/weekly summaries
- Monthly only
- On request

NOTES

  

08 **What is your contract length, cancel notice period, and data-export policy?**

Doesn't apply

Auto-renewing contracts with long notice periods and export fees are a real exit risk.

- Month-to-month
- Annual, short notice
- Annual, long notice
- Multi-year

NOTES

  

09 **How long does implementation take and what does onboarding require from my team?**

Doesn't apply

Slow or unstructured cutover stops claims and hits cash flow 30–90 days later.

- Structured + parallel run
- Defined timeline
- No structured plan

NOTES

YOU'VE EXPLORED 1 OF 24 CATEGORIES

# Imagine the rest of your practice running this clearly.

You sized up one category today. The other 23 — staffing, no-shows, insurance, slow collections — are already sorted, each vendor **classified by the problem it solves**.

EVERY PROBLEM IN YOUR PRACTICE, ALREADY SORTED

Clinical AI	Imaging	Practice Mgmt	Patient Comms	Insurance	Revenue Cycle
Payments	Membership	Credentialing	Scheduling	Marketing	Analytics
AI Scribe	Teledentistry	Phone / VoIP	Virtual Assts	Staffing	HR & Training
Treatment Plan	Engagement	Supplies	Lab	Hardware	Compliance

500+ vendors · sorted by the problem, vetted by our editors



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