

CASE STUDY

Dean Dorton's medical billing services help open a path for Surgical Care Associates to expand their presence

Surgical Care Associates (SCA) serves patients throughout the region, providing surgical and non-surgical treatments for all aspects of vascular disease, conditions, and disorders. The medical team and staff are highly trained in the field of vascular medicine, and their state-of-the-art vascular lab is fully accredited with the most advanced technology. With offices in Louisville, Kentucky and New Albany, Indiana, the team at SCA is dedicated to the treatment of patients with disorders of the arteries and veins.



The Challenge

Simultaneously recruiting an experienced billing manager, replacing a tenured surgery coder, and opening a new office location can present many challenges to a private physician practice, yet this is exactly what Surgical Care Associates experienced. The practice also faced an immediate challenge of increased patient volumes across multiple office locations with a new payer mix, all while key internal experienced vascular surgery billing personnel in critical positions were soon retiring.

The Solution

After interviewing several candidates for its open positions and determining what investments needed to be considered to support the pending growth, the physician owners decided to pursue an outsourced arrangement. A solution was co-developed that allowed for Dean Dorton to hire some of the practice's billing personnel while supplementing its dedicated team with other medical billing, coding, and revenue cycle team members that would be needed to protect against any short term cash flow disruptions and ensure a smooth transition.



Dean Dorton has provided outsourced medical billing and A/R management for our practice for the last two years. Their team successfully transitioned our internal billing operations to their team members, and our practice and physician owners have been very pleased with the results. Honestly, I regret not doing it sooner.

*Brad Thomas, MD, FACS, RPVI,
Vascular Surgeon at Surgical Care Associates*



Why Dean Dorton?

As a complex specialty with a large market presence, SCA required attention to detail to ensure historical practice knowledge and insights were not lost during the transition, as well as professional advisory services that would help them identify potential improvement opportunities. The decision to outsource its billing operations to Dean Dorton allowed the physicians and management to focus on the internal operations of the practice, while managing the new growth and patient volumes.



Contact Us

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