

J-Point™ Product Highlights

- Easy-to-use front end processing of co-payments and deductibles.
- Ability to collect co-payments upon check in or check out of patient.
- Reconcile co-payments collected to appointments including no shows.
- Decrease non-sufficient funds check acceptance from repeat NSF check writers based on bad check history of patient.
- Reduce disputed charges by electronically capturing patient signatures approving service and payments at the time of service.
- Capture immediate payment of medical items provided during patient appointments.
- Improves security and control of patient payments.
- Integrated to practice management applications to provide real time inquiries and transaction updates.
- Provides for integration of technologies such as credit/debit card processing, receipt printers, bar code scanners, check imaging, and cash drawers.
- Utilizes open technologies providing maximum flexibility in hardware and configurations.
- Enhance overall cash management procedures and processes to reduce chances of error or fraud.
- Better service patients through fast transaction processing, transaction receipts, and accurate information about the patient's visit.



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Real Time
Secure
Integrated

Today's healthcare providers face growing demands to provide better service at a lower cost. At the same time they must manage their business operations effectively to control revenue collections. SalePoint provides automated cash management solutions that ensure proper collection and management of patient co-payments at the time of service.

J-Point is a real time cashiering solution that improves the co-payment collection process through integration with your accounts receivable, billing, and appointment applications. It was designed for ease of use and fast patient processing while incorporating security and control of cash collections. With rising co-payment amounts, you are taking in more payments at the point of service than ever before. Our solution insures that you collect the proper amount at the time of service to avoid missing the opportunity to immediately collect amounts due and reduce collection needs and losses. Collection after the time of service is less effective.

J-Point includes key cash management functions that include complete accountability of each representative's transactions. Controls on the processing of transactions reduce the opportunity for error or theft resulting in strict audit controls over payments received. Payments are posted in real time to the patient's accounts receivable account providing visibility throughout your organization on patient payments.

Managers have control and can quickly review from their desks the activity that is occurring at each representative's cashiering station. Transaction authorizations are determined by you providing access to only those individuals properly authorized on the system. Since J-Point is integrated with your applications, manual effort in data entry and reconciliation is eliminated.

J-Point has integrated credit and debit card processing including signature capture devices to allow you to electronically record the patient's authorization for the services and credit or debit card payment.

Improve the efficiency of your team, service to your patients, and control over the growing funds you are collecting each day through the implementation of an easy-to-use, easy-to-learn, secure software application that will provide a fast return on investment.

The country's largest HMO implemented J-Point in 2003 in one of its regions and greatly improved its co-payment management processes and achieved a demonstrated return on its investment.

Service Highlights

- ◆ Our toll-free, seven day-a-week Help Desk, in combination with IBM On-Site Maintenance provides your staff with one-call, total support.
- ◆ A key factor in a successful installation is the quality of the system delivered to each location. As our customers will attest, SalePoint has one of the highest quality system-staging departments in the industry.
- ◆ The key advantage of SalePoint's approach to customer service is the ability of your staff to make one call to solve any problem relating to the software.
- ◆ Technical support personnel are available to you, on demand, to assist you in tailoring your system through parameters to meet your specific requirements.
- ◆ SalePoint has a full-time staff of experienced professional software engineers and consultants skilled in a wide variety of areas, including operating systems, communications, and other applications. Through software maintenance, you can be assured that problems will be resolved promptly, and that you will always be able to take advantage of the latest features of new releases.
- ◆ All software you receive is verified by SalePoint's Quality Assurance Department. We have automated testing techniques that assist us in verifying system functionality, and well-documented test cases that validate everything from receipt appearance; to report totals; to the accuracy of the electronic journal.

The Platform

J-Point runs on the most widely used operating systems: Windows XP, Windows 2003 and Windows 2000. We utilize Oracle™ 9i or Microsoft SQL Server for the database and Crystal Reports™ 11.0 for report writing.

The Architecture

Written in Java™ and utilizing HTML, J-Point is very flexible. Your in-house staff can even make modifications to screen appearances. Through extensive configuration capabilities, many features can be setup without requiring software source changes by either in-house or SalePoint personnel.

If custom programming is needed, the architecture allows for Rapid Application Development. This minimizes the time and costs associated with changes.

The Features

- ◆ Real-time record access to lookup patient data and copay amounts.
- ◆ Accepts multiple types of fee payments in a single transaction.
- ◆ Credit/Debit authorization and electronic signature capture.
- ◆ OCR, magnetic stripe and barcode scanning.
- ◆ Cash/form of payment balancing for maximum cash control.
- ◆ Secure register lock.
- ◆ Superior audit control and reporting.
- ◆ Flexible tender handling, including split tendering, user defined tender types and complete document validation/franking.
- ◆ Numerous administrative functions: open drawer, paid-ins and paid outs, check cashing, cash drawer loans and pick-ups and training mode.
- ◆ Web based access to reports.



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