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Healthcare is under tremendous economic pressure these days. Healthcare Reform is upon us and whether you agree with the present process, we must prepare for the coming change. Payments to physicians will probably not be increasing so physicians must look for other ways to maintain the health of our practices. One of the best ways to accomplish this is to decrease overhead. Practice overhead has increased from 50% 20 years ago, to 60% 10 years ago to 65+% at the present. Large areas of overhead include vaccines and employees and benefits. The last two we can not change quickly, but the former, vaccines, are the biggest ticket item and can be easy to save with NDVA.

Credit card processing is not as large as vaccines but small areas of cost centers add up when all placed together. The saying penny wise pound foolish, makes sense. NDVA has partnered with 1st Healthcare (a division of 1st Data - which processes 90% of ALL credit card transactions in the US). 1st Healthcare is the healthcare division who have been charged with assisting hospitals, physicians and Pharmaceutical industry in consolidating healthcare so as to decrease risk and thus to eventually to lower rates for healthcare. Presently for the short term 1st healthcare is charged by 1st Data to lower rates through direct pass through pricing as well as funding physician and hospital foundations so as to reinvest in healthcare.

Changing processors is not burdensome. First you would fax your practices last 2 credit card statements to Brandon Kaylor at fax 678-829-0517 and mention NDVA to get direct pass through pricing. Then after calculating your savings a representative will call you to explain your new rate tables. Then if you decide that you wish immediate savings then someone will call you to change your MIDs (Merchant Identification Numbers-credit card machines) remotely for about 15 minutes for each terminal. There is no penalty to change despite what some banks may try to tell you.

This is a added value service provided by NDVA.

Sincerely,

A handwritten signature in dark ink that reads "Richard Lander".

Richard Lander, M.D., F.A.A.P.  
rlander@nationaldiscountvaccinealliance.com

A handwritten signature in dark ink that reads "Kathleen Cain".

Kathleen Cain, M.D., F.A.A.P.  
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