

Information Packet

ICS Billing Center Program



International Computer Solutions, Inc.

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ICS Billing Center Program

AT ICS, WE BUILD RELATIONSHIPS

For nearly a decade, ICS has been providing software and systems to the nation's healthcare community. We would like to give you the opportunity to share in our success and growth.

A BIG MARKET GETTING BIGGER

The nation's health care industry is under siege from the ever increasing burden of processing insurance claims and paperwork. Health Care Reform, any flavor, only increases this burden. The need for advanced technology in health care practices has never been greater. This is where ICS products come in to play.

THE RIGHT PLACE AT THE RIGHT TIME

Since 1985, ICS has provided UNIX-based practice management systems designed for doctors who operate in medical, dental, or oral group practices with one or more locations. These products are marketed and sold directly by ICS.

In 1991, ICS recognized the need for DOS-based products that are simple to use and affordably priced, targeting the smaller private practice. The result was **ALedge™** and **AcClaim from ICS™**.

ALedge™ provides practices with electronic patient billing, replacing their current ledger card system. **AcClaim from ICS™** allows the practice to prepare and submit insurance claims either on paper or electronically through ICS's clearinghouse. **ALedge™** also features a line of add-on modules including **LetterMaker™**, **Collect™**, **Recall™**, **Refer™**, and **Appoint™**.

USING OUR PRODUCTS IN YOUR BILLING SERVICE

ICS has developed a simple, credible, and financially lucrative opportunity for you to use our line of DOS-based products in providing today's healthcare practice with electronic claims filing and patient billing.

You can choose to purchase just the products you need to start your healthcare billing service. All you need to prepare and file claims electronically is **AcClaim from ICS™**. As your business grows and you expand your services, you can choose to add **ALedge™** for patient accounting, **Collect™** for account collections, and **LetterMaker™** for letter writing. All services for which you can bill the doctor.

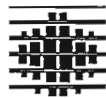
ICS has also developed a simple, credible, and financially lucrative opportunity for you to place our line of DOS-based products in a doctor's office... the same products you will use in your service. You can benefit from the immediate financial rewards of placing our products as well as earn recurring revenue from their use. We believe that it is this recurring revenue stream that provides a secure, continuing financial structure that supplements growth and protects against recession.

As an Authorized ICS Billing Center, you purchase the software from us at a fraction of the suggested retail price. You can then place it in a practice, along with hardware and other start-up services, such as installation and training. The amount you collect from the placement is yours.... plus the electronic claims royalty.

RECURRING REVENUE FOR BILLING CENTERS

For each claim you file on behalf of a provider, you charge a fee - fixed or percent. ICS bills you on a per claim basis. The difference between the amount you bill your client and the amount we charge is your gross profit. Its that simple.

For each claim submitted electronically from one of your **AcClaim from ICS™** placements, you will receive a royalty of up to 28% on the 69¢ per claim fee collected from the practice.





FINANCIAL REWARDS FOR BILLING CENTERS

Electronic Claims Fees - Each month, you bill the doctor an amount - determined by you - for each claim transmitted. ICS bills you the transmission fee for each claim submitted. The difference is your gross profit.

Fast Return on Investment - This program gives you more than \$9,000 (suggested retail value) worth of software to place in doctors' offices.

Deep Discounts - You can purchase additional ICS software products for placement at deeply discounted rates, allowing for high profit margins.

Recurring Revenue Sources - You may choose to receive a royalty for every insurance claim filed by your customers.

Multiple Revenue Sources - You can earn money not only through software sales, but also through hardware sales, installation, training, and consulting.

Additional Opportunities - Once you have established a relationship with a practice, you can become more involved in the financial management of the business - specifically in the areas of billing and collections.

...AND WHAT ABOUT UNIX?

You survey that practice and refer them to ICS's direct sale force. If we sell them a UNIX-based system, you receive a \$1000 referral fee plus 14% on the 49¢ per claim fee collected from the practice.

SIMPLIFIED ADMINISTRATION AND OPERATION

Single Point of Contact - You will be assigned an account manager who will oversee all aspects of your account with respect to products and support. And when your account manager is not available, one of the other account representatives will be more than glad to help you.

No Technical Support - All technical support for your placements will be handled by ICS via toll-free phone numbers.

ICS Marketing Assistance - You may choose to participate in the ICS Marketing Assistance Program, designed to help you prepare and execute an effective marketing campaign.

No Inventory to Maintain - ICS maintains your inventory and performs all shipping, ensuring the latest version of the software is provided to your customers.

STABILITY AND GROWTH

Established, Proven Product Line - ICS offers superior software with a track record of success in providing practices with management and electronic claims submission solutions.

Growing Industries - You can become part of two of the fastest growing markets today: computers and healthcare.

Backing of a Leader - Founded in 1985, ICS provides practice management and electronic claims submission solutions to more than 3000 healthcare professionals in 45 states.





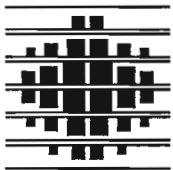
\$3995 Billing Center Program

INCLUDES

- Participation in the ICS Billing Center Program
- One copy each of *ALedge*[™] and *AcClaim from ICST*[™], Medical Version, for billing
- One copy each of *ALedge*[™] and *AcClaim from ICST*[™], Dental Version, for billing
- Two additional sets of ICS software to place, including *ALedge*[™], *AcClaim from ICST*[™], *LetterMaker*[™], *Collect*[™], *Recall*[™], *Refer*[™], and *Appoint*[™] (Medical or Dental) – a suggested retail value of over \$9000.
- 50¢ per claim on claims transmitted from your billing service operations
- Two days of training at ICS's training center in Atlanta – includes hands-on instruction on the ICS products, training manual, demonstration video, and marketing orientation
- One year business partner registration – includes product support via toll-free phone lines and all product updates and enhancements
- Referral fee for leads resulting in the sale of ICS UNIX-based products and services
- Re-order additional software for placement for only \$100 per placement
- 28% royalty on collected 69¢ claim fees from *AcClaim from ICST*[™] placements
- Marketing Kit including demonstration software and initial supply of product literature



ICS BILLING CENTER ORDER FORM



International Computer Solutions, Inc.

Mail Back To: 4470 Chamblee-Dunwoody Road • Suite 500 • Atlanta, GA 30338
 or Fax Back To: 770/457-1304
 For Questions, Call: 800/444-0201 • 770/451-0161

Company Profile

Company: _____	Daytime Phone: _____
Parent Co: _____	Evening Phone: _____
Address: _____	Other Phone: _____
City: _____ State: _____ Zip: _____	Fax: _____
Contact #1: _____ Title: _____	Extension: _____
Contact #2: _____ Title: _____	Extension: _____

Ordering Information

AcClaim - Medical Version - Claims Processing Software for Your Billing Service	\$995	\$ _____
AlLedge - Medical Version - Patient Accounting Software for Your Billing Service	\$995	\$ _____
AcClaim - Dental Version - Claims Processing Software for Your Billing Service	\$995	\$ _____
AlLedge - Dental Version - Patient Accounting Software for Your Billing Service	\$995	\$ _____
First Year Business Partner Registration	\$480	\$ _____
ICS Billing Center Training	\$720	\$ _____
2 Sets of Software to Place (Suggested Retail Value of \$9530)‡	\$200	\$ _____
ICS Billing Center Program - All of the above	\$3995	\$ _____
Collect - Collection Management Software - <i>Requires AlLedge</i>	\$495	\$ _____
LetterMaker - Integrated Letter Writing Software - <i>Requires AlLedge</i>	\$495	\$ _____
Clearinghouse Billing Center Enrollment Fee*	\$300*	\$ _____
Clearinghouse Provider Enrollment Fee**	\$75**	\$ _____
	Total	\$ _____
	Tax (GA Only)	\$ _____
	Special S&H†	\$ _____
	Total Amount of Order	\$ _____

* Payment may be deferred until you sign up your first account.
 ** Amount is per TAX ID number and is payable at time of sign-up.
 † All orders are shipped via UPS Ground. UPS Blue and Red available at additional cost.
 ‡ Pricing is for software orders for placement only.

We appreciate the time you have taken to complete this order. For fax orders, please include credit card information. For mail-in orders, please attach credit card information, check, or money order. **DO NOT** send cash. For personal checks, please allow seven days before shipping.

Signature _____

Date _____

For ICS Use Only		
EXP \$	R/M	ORDER#
REC \$	A/M	CUST#

Payment Method

Cash

Check No. _____

Charge (circle one)

Visa MasterCard AMEX Discover

Card #: _____

Name: _____
exactly as it appears on the card

Expiration Date: _____