EXPENSEWIRE®

ExpenseWire is Good Medicine for EthosPartners

EthosPartners Healthcare Management Group is a firm dedicated to enhancing physician incomes, increasing efficiency, and eliminating the hassles of running a medical practice. "We're in the business of bringing joy back to the practice of medicine," says the firm's chief administration officer, Gerry Fredrick.

EthosPartners accomplishes its mission by providing doctors' practices with seasoned, on-site "practice leaders" who are supported with services provided by EthosPartners. The Company also has a Consulting Division that provides on-site technical expertise and knowledge in a wide range of medical group and hospital tactical and strategic assignments, a Collections and Billings Division that supports the revenue cycle function of a medical group, and an Analytical Data Services Division that extracts and analyzes critical financial and management information through an online client analytical dashboard.

Creating a more pleasant life for physicians makes good business sense. As a result, EthosPartners has seen its operational staff grow from a handful to more than 65 in a few short years. "Our practice leaders and consultants are working in 12 to 15 states on any given day," says Fredrick. "While we have offices in three locations, many of our staff members actually have no office because they report to work on Monday somewhere in America, manage a practice all week or work on a consulting assignment, and return home on Friday."

For practice leaders and consultants, all this travel meant a high-volume of expense reporting, which brought little happiness to those bringing joy to America's doctors. For the back-office clerical staff responsible for collecting and processing expense reports, the burden was even greater, as a flood of expense account paperwork came streaming in each month. "To take a month's worth of transactions from spreadsheets and enter them into an accounting system was a nightmare," says Fredrick. "It would take us a week every month to pull all of that information from the field."

To eliminate the crushing burden on the clerical staff and bring relief to the practice leaders and consultants, Fredrick subscribed to ExpenseWire, a solution that simplified the process of submitting, approving, paying, and otherwise controlling travel expenses. Through ExpenseWire's real time integration with thousands of financial institutions, EthosPartners' traveling staff can set up all of their personal and business credit cards as well as checking accounts, then simply drag-and-drop individual transactions directly into their expense reports. "ExpenseWire gave our travelers the ability

EXPENSEWIRE ®

to log onto a web site and update their expenses on a daily or weekly basis, rather than wait until the end of the month," says Fredrick. "They can download their corporate card into ExpenseWire and pick the transactions they need to the report."

A Beautiful Thing

A year ago, when EthosPartners first started working with ExpenseWire, one of the company's senior practice leaders called Fredrick and said, "You know what, this is a beautiful thing. It has just made my life so much easier."

"Since then he has always been on time with his reports," says Fredrick.

The ExpenseWire system allows EthosPartners' staff to complete their reports online and download their expenses directly into a report in a way that seamlessly dovetails with the firm's existing QuickBooks® accounting system. "The advantage ExpenseWire has over competitors is its ability to interface with existing accounting systems, including QuickBooks," says Fredrick.

ExpenseWire's QuickBooks Integration module is what allows EthosPartners to efficiently transfer their expense reporting data to QuickBooks. This essential function eliminates the need for dual entry of general ledger transactions and other accounting data. The QuickBooks Integration module provides secure, end-to-end integration directly between the EthosPartners' internal QuickBooks installation and the ExpenseWire online expense management service. The module also provides a complete interface that allows EthosPartners to tap into appropriate expense report information from ExpenseWire and transfer it directly to their QuickBooks program. This is done using the standardized QuickBooks Web Connector methodology. After the module is activated in ExpenseWire, EthosPartners' administrators are presented easy-to-follow instructions to complete the set up process in QuickBooks. After configuration, administrators trigger the process from inside QuickBooks to retrieve expense tracking data as required.

"The result is tremendous labor and time savings," Fredrick adds. "For instance, last year it saved us about forty hours. Since we've doubled in size, it has saved even more time. The system has cut a half month's employee load."

EXPENSEWIRE®

Pain Relief

But ExpenseWire's benefits are more than just financial. "It provides the people in the field with tremendous relief," says Fredrick. "Typically, people in sales or consulting deal well with people, but they hate paperwork. It's the nature of the beast. This relieves them of that burden. It doesn't make it go away entirely, but it sure makes it less painful."

Like the good doctors EthosPartners serves, the software development team at ExpenseWire is focused on relieving their customer's pain. While ExpenseWire is ready to go for near-instant implementation, it is also one of the most feature-rich expense management solutions available for those who demand enterprise-class nuance. ExpenseWire's advanced routing workflow, electronic reimbursement, credit card integrations, imaged receipt storage, analytical reports, and accounting system integration provide appropriate flexibility where required. Accounting and administrative features, like policy storage and communication, rules enforcement, and a corporate card management system combine to provide a powerful tool to control travel and entertainment spending.

Even with all of this built-in functionality, Fredrick cites ExpenseWire's ability and willingness to adapt its solution to fit his company's unique requirements as one of the biggest benefits EthosPartners has received from working with ExpenseWire. "For example," says Fredrick, "last year I mentioned to ExpenseWire that we were having trouble selecting departments once a department was assigned. I mentioned it, and they created a solution. They are quick to respond."

As a result of working with ExpenseWire, Fredrick has this advice for other firms with a large pool of traveling executives: "If a firm has a lot of employees who travel, and their overhead is climbing as a result of having to commit labor to solving problems manually, then they need to subscribe to the ExpenseWire solution. It's a viable option, and I haven't found any others like it."