

Chef Cooks Up Something Big

Entrepreneur Leaves Kitchen to Process Medical Claims

By Rick Snider
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After suffering a career-ending back injury that would no longer let him earn \$150,000 as a chef, Roy DuBose suddenly needed more than a new life. He needed money. Missing work for six months while recovering from surgery left him with a mountain of medical claims, delinquent mortgage payments, and two kids heading to college. Some people would call it a nightmare. DuBose called it an opportunity.

Unfortunately, the back injury would not let DuBose lift more than 10 pounds without pain, so his cooking career was kaput. Ironically, those mounting medical bills that were the source of his troubles also proved to be the solution. He quickly found that medical claims processors make way too many mistakes and medical offices aren't equipped to handle claims efficiently. Indeed, one industry report said 37 percent of paper claims are faulty.

"A lot of doctors have no clue about

insurance billing," he said. "They go to an attorney and accountants for professional advice, so why not billing?"

Within 15 months, DuBose says he was handling nearly 50 clients from New Orleans to the Florida panhandle.

DuBose discovered ClaimTek Systems, of Portland, Oregon, a provider of medical billing training and support. He found their software programs were efficient and reliable as well as user friendly. ClaimTek's mentor program allowed DuBose to train hands-on from his own home on his preferred schedule.

Despite never using a computer DuBose founded Automated Medical

Management in Gautier, Mississippi. Within two weeks, he signed up a neurology practice and a chiropractor. Soon, DuBose was picking up clients by word of mouth. Seems doctors told their friends how DuBose was increasing their cash flow by 25 to 40 percent. "That's a lot of money," DuBose said. "We pay for ourselves and more."

Within months, he was processing medical claims for dozens of doctors. Within 15 months, DuBose says he was handling nearly 50 clients from New Orleans to the Florida panhandle. He moved into a 5,000 square foot office, hired six full-time employees, and started working on gaining the next 50 clients within months.

"If you have to put a name on ClaimTek, it's trust," Roy said. "ClaimTek's software, training, and marketing programs made the difference. They had great support. They call you back. If you need longer, they'll stay with it."

After all, the market is immense. According to ClaimTek, less than one half of the 1 trillion claims annually are filed electronically, so there's plenty of room for new companies.

Next year, Roy DuBose expects to handle over 100 doctors with a dozen employees. Within five years, he plans to go nationwide and maybe take his company public. Hello, Wall Street.

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For information on ClaimTek Systems, you may call 800-224-7450 or visit www.claimtek.com.