

# Practice Packages

Practice Start-up

Practice Scale-up

Practice Growth

## Supporting doctors to start, scale and grow practices

Feeling overwhelmed on where to start when it comes to building a thriving medical practice? Avant Practice Solutions is here to support doctors with the knowledge, tools and expert guidance – every step of the way.

Whether you're just starting out or looking to take your practice to the next level, take a look at our Practice Packages. The three Practice Packages contain a range of tried and tested tools and services that make starting, growing and managing a practice more efficient. With the personal support of an experienced Practice Management Consultant, you'll be able to unlock the full potential of your practice from day one.

Three packages have been created to support specialists to start-up, scale-up or grow their practice. Bringing together tools, services and advice from across the Avant group, get started quickly by tapping into the knowledge and experience we have.

### Start-up

The no fuss way to tackle the admin of starting your practice.

### Scale-up

Scale up your private practice without increasing the admin burden.

### Growth

Tap into the modern way to build a thriving practice.



Discover more on Avant's three practice packages [here](#).

# Practice Start-up

Start out in practice with the right tools and services to make your day to day simpler

**\$750\***

Valued at \$3,747<sup>1</sup> starting your practice.

Our **Practice Start-up** package offers key tools and services you'll need to reduce the administration headache that comes with starting in private practice.

From billing strategies and registration with private health insurers, to streamlining the day to day management of patient administration with virtual administration and transcription services – the Practice Start-up package is the smart launch pad for specialists starting out in private work. Avant Finance are specialists in financing for doctors, and as part of the Practice Start-up pack a special offer is available on establishment fees.

## What's included?^

- Billings+ including billings strategy and registration with private health insurers
- \$20 credit for VoiceBox Intelligent Transcription (VBIT)
- 1 month Virtual Administration and Reception Services for free\*
- A Practice Management Consultant who will work with you to set up your practice by providing up to 8 hours of support for business planning and budgeting; set-up of your financial handling systems; registration for provider numbers; completing set-up of your practice software;
- And developing essential documentation for your practice
- 30 minute legal support call
- \$50 credit for medical supplies from Team Medical
- No establishment fee for unsecured working capital through Avant Finance

\* Excludes GST

<sup>1</sup> Excludes GST, value assumptions available at <https://avant.org.au/practice/start-up-package>

<sup>^</sup> Terms and conditions, fees and charges apply to each Eligible Product included in your Practice Package

Save money

Experienced support

Smart tech



Learn more about the Practice Start-up package [here](#).

# Practice Scale-up

## Helping doctors scale-up in private practice the right way

**\$3,000\***  
Valued at  
**\$11,700<sup>2</sup>**

Our **Practice Scale-up** package allows you to tap into expert business guidance to free up your time to focus on exceptional patient care. With clear checkpoints to get started swiftly and implement quickly, you'll get access to the tech tools that will make the day to day running of your practice more streamlined.

If you're managing support staff, looking to level up practice billings and want to streamline administration, speak to the experienced Practice Management Consultant team and discover if the Practice Scale-up package can free up your time from administration so you can focus on delivering quality patient care.

### What's included?^

- Access to Billings+ including billings strategy and registration with private health insurers
- \$20 credit for VoiceBox Intelligent Transcription (VBIT)
- 1 month Virtual Administration and Reception Services for free
- A Practice Management Consultant who will work with you to set up your practice by providing up to 15 hours of support for business planning and budgeting; set-up of your financial handling systems; registration for provider numbers; completing set-up of your practice software;
- Developing essential documentation for your practice inside PracticeHub
- Avant Law legal support including 30 minute legal support call plus 5
- Employment support documents and guide
- \$500 credit with Avant Law
- \$100 credit for medical supplies from Team Medical
- 6 month subscription to PracticeHub with basic setup and 2 hours of training
- Set up of MYOB or XERO with standard chart of accounts and payroll system for 1 employee with our Bookkeeping & Payroll service
- No establishment fee for unsecured working capital facility and equipment loans with Avant Finance

\*Excludes GST

<sup>2</sup>Excludes GST, value assumptions available at <https://avant.org.au/practice/scale-up-package>

<sup>^</sup>Terms and conditions, fees and charges apply to each Eligible Product included in your Practice Package

Affordable investment

Experienced guidance

Simplify scale-up



Learn more about the Practice Scale-up package [here](#).

# Practice Growth

## Helping private practices grow the right way

\$5,400\*  
Valued at  
\$16,630<sup>3</sup>

The **Practice Growth** package empowers ambitious doctors to build the thriving practice they dream of. Speed up decision making by leveraging the carefully selected suite of tools and services that will help to optimise billing processes, provide a consistent patient experience, and streamline the business management of your practice.

Access experienced advisors who can guide you through strategic challenges that practices often encounter when starting up. With this support you and your partners, will be able to prioritise initiatives that will increase practice resilience and have strong foundations for growth.

### What's included?^

- Access to Billings+ including billings strategy and registration with private health insurers
- \$20 credit for VoiceBox Intelligent Transcription (VBIT)
- 1 month free of Virtual Administration and Reception Services
- A Practice Management Consultant who will work with you to set up your practice by providing up to 15 hours of support for business planning and budgeting; set-up of your financial handling systems; registration for provider numbers; completing set-up of your practice software;
- Developing essential documentation for your practice inside PracticeHub
- Avant Law legal support including 30 minute legal support call plus 5
- Employment support documents and guide
- \$3000 credit with Avant Law
- \$250 credit for medical supplies from Team Medical
- 6 month subscription to PracticeHub with basic setup and 4 hours of training
- Set up of MYOB or XERO with standard chart of accounts and payroll system for 1 employee with our Bookkeeping & Payroll service
- No establishment fee for unsecured working capital facility, equipment loans
- And practice drawdown facility with Avant Finance

\*Excludes GST

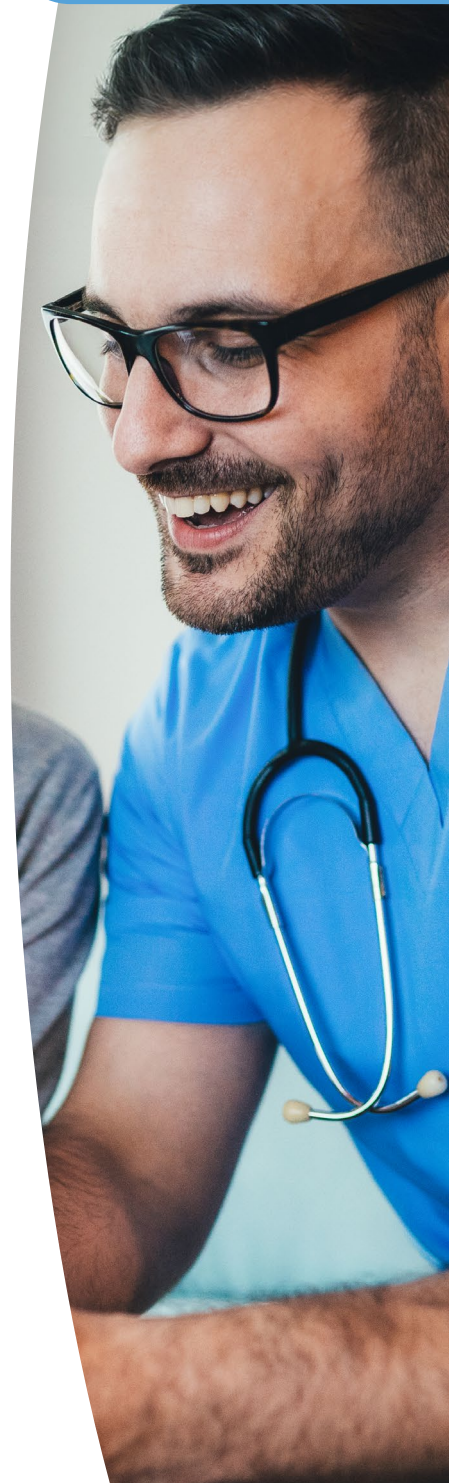
<sup>2</sup>Excludes GST, value assumptions available at [avant.org.au/practice/practice-packages/growth](http://avant.org.au/practice/practice-packages/growth)

<sup>3</sup>Terms and conditions, fees and charges apply to each Eligible Product included in your Practice Package

Value for money

Tailored advice

Fast track growth



Learn more about the Practice Growth package [here](#).

Avant is a member-owned organisation that protects and supports doctors throughout their careers and lives. Our medical indemnity insurance protects over half of Australia's doctors and we also offer support through products and services tailored for doctors, from health and life insurance protects over half of Australia's doctors, and we also offer support through products and services tailored for doctors, from health and life insurance to practice solutions, lending and legal advice. The Practice Packages provide a simple way for doctors to get the tools and support to start out in practice.



### Billings+

Stress free medical billing management. We provide end-to-end medical and surgical billing support assisting you to reduce missed payments and boost income by managing unpaid invoices and claim rejections.



### VoiceBox Intelligent Transcription

Fully secured, our data protected VoiceBox Intelligent Transcription app provides accurate and on-time medical transcripts, and securely stores them, anytime, anywhere. Eliminate in-house handling and costs and overcome surges in workload or staff shortages with our pay-per-use services.



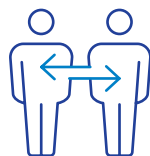
### PracticeHub

Managing your healthcare business is now easier than ever with PracticeHub, your cloud-based platform that streamlines your healthcare business' policies, procedures and documentation all in one place.



### Virtual Administration and Reception services

Our personal, prompt and professional staff increase reception capabilities for busy GP clinics, single doctor specialised practices, large multidisciplinary services and everything in between. Supporting you and your patients when and how you need it.



### Practice Management Consulting

Minimise risk and maximise business opportunities, with high-level strategic planning, in-depth performance measurement and financial analysis, and HR management support - enabling you to grow your practice.



### Bookkeeping and Payroll

Professional bookkeeping and payroll services tailored for medical professionals to help simplify managing the financial health of your medical practice. Our experts can help manage the financial complexities of your practice and grow with your business need.



Avant Law provides a wide range of legal services to doctors and their practices. They aim to provide tailored legal support to doctors throughout all of life's opportunities and challenges. With a deep understanding of doctors and their businesses, Avant Law provides the medical profession with expert legal advice and services they can trust.



Avant Finance was designed for doctors looking for practice, property and personal finance. With access to Avant loans and finance brokering service, we provide the most extensive range of finance options for doctors that no one lender can match. Plus, our comprehensive knowledge of doctors' unique income streams and career journeys helps make the lending process quick and easy. Whether you're taking your first step into private practice ownership or growing an established practice, the right lender and finance is crucial. Our medical lending specialists help you create the business and future you're ready for.



Team Medical has established itself as one of Australia's most reliable distributors of medical supplies, consistently serving over 10,000 customers throughout the country. As a proudly family owned and operated company, they offer a level of flexibility with a strong focus on being a reliable supply partner. Specialising in the Primary Healthcare sector, they serve diverse customers from single practitioner Clinics to large Healthcare Groups, encompassing General Practitioners, Dermatologists, Cardiologists, Day Surgeries, and more. Team Medical offer an extensive product range that includes diagnostic equipment, wound care, surgical instruments, furniture, pharmaceuticals, and vaccines.

# We're here to help

You'll be guided by a Practice Management Consultant at every step of the journey. To find out more about the package inclusions and what they can do for your practice, get in touch with us today.

**Call us on 1800 010 236**

**Email us at [practicesolutions@avant.org.au](mailto:practicesolutions@avant.org.au)**

**Book an appointment on  
<https://avant.org.au/practice/practice-packages>**

Persons implementing any recommendations contained on this webpage must exercise their own independent skill or judgment or seek appropriate professional advice relevant to their own particular practice. Compliance with any recommendations will not in any way guarantee discharge of the duty of care owed to patients and others coming into contact with the health professional or practice. Avant and Avant Practice Solutions are not responsible to you or anyone else for any loss suffered in connection with the use of this information. Information is only current at the date initially published.

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## Package Benefit Specific Terms and Conditions

### a. VoiceBox Intelligent Transcription (VBIT)

\$20 credit will be applied to your VBIT account at the time of registration.

### b. Practice Management Consulting (PMC)

Avant Practice Solutions will provide the work described, using best endeavours, for the duration outlined in Schedule 1.

### c. Virtual Administration and Reception services (VARS)

Access to the VARS benefit is conditional on you entering into a 12-month VARS service agreement with Avant Practice Solutions.

### d. Bookkeeping & Payroll

(For Practice Scale-Up Kit and Practice Growth Kit only)

Benefit involves setting-up Avant Practice Solutions' standard Chart of Accounts in Xero or MYOB. The Package Holder will be charged for the set up of all employees exceeding the employee amount prescribed in the Package Benefit, as well as any work performed by Avant Practice Solutions exceeding the number of hours prescribed in the Package Benefit, at Avant Practice Solutions' standard rates. Training for software use is not included.

### e. PracticeHub

(For Practice Scale-Up Kit and Practice Growth Kit only)

Package Benefit is limited to set-up of PracticeHub tenancy and access to PracticeHub documentation. Once your 6-month free access period expires, you must purchase a 12 month subscription of PracticeHub to keep your access to the PracticeHub Platform and PracticeHub documentation.

(For Practice Growth Kit only)

Package Holders will receive up to four hours of training with the PracticeHub Customer Success Team.

### f. Team Medical

This voucher is valid for a single use only. The voucher can be redeemed within the specified validity period mentioned on the voucher. To utilise the voucher, a minimum spend requirement is applicable. The minimum spend amount is indicated on the voucher. The voucher can only be used for a single transaction. Any remaining balance after the first use will be forfeited and cannot be carried forward or redeemed in subsequent transactions. Vouchers are nontransferable and can only be used by the intended recipient. Vouchers have no cash value and cannot be exchanged for cash or any other form of currency. The voucher cannot be combined with other promotions, discounts, or vouchers unless explicitly stated otherwise. The voucher will expire on the specified date mentioned on the voucher. Expired vouchers will not be honoured. Team Medical is not responsible for lost or stolen vouchers. Keep your voucher code confidential and secure. The voucher must be entered using the unique voucher code during the checkout process. Team Medical reserves the right to amend these terms and conditions or terminate the voucher program at any time, with or without notice. By using this voucher, you agree to abide by the terms and conditions outlined above. For any queries or concerns, please contact Team Medical's customer service.

### g. Avant Law

Avant Law Pty Limited (Avant Law) is a related body corporate of Avant Practice Solutions and member of the Avant Mutual Group of companies. Legal services to which the Package Benefit relates will be provided by Avant Law, not Avant Practice Solutions. Avant Law is required under legislation to enter into a costs agreement with you before providing legal advice. The introduction appointment will be conducted remotely via Teams or teleconference. Avant Law's liability is limited by a scheme approved under Professional Standards Legislation. Legal practitioners employed by Avant Law Pty Limited are members of the scheme.

(For Practice Scale-Up Kit and Practice Growth Kit only)

Voucher is redeemable for services described in the applicable Avant Law Package Benefit only for voucher holders who enter into a costs agreement with Avant Law. Voucher may only be used to make purchases up to the remaining voucher value. If you wish to make a purchase for an amount that exceeds the remaining voucher value, you must pay the excess using another payment method. Voucher will be applied to service fees prior to calculation of GST. Voucher will be emailed to the email address provided in the Practice Package Application Form. Voucher is not variable or transferable. Voucher is not redeemable for cash. Avant Practice Solutions is not liable for any loss, damage or injury suffered (even if caused by negligence) as a result of accepting and/or using the voucher, except for any liability which cannot be excluded by law.

### h. Avant Finance

Avant Doctors' Finance Pty Ltd trading as 'Avant Finance', is a related body corporate of Avant Practice Solutions and member of the Avant Mutual Group of companies.

This Package Benefit relates to the waiver of establishment fees for certain loans products offered by Avant Finance, not Avant Practice Solutions. The eligible loan product/s relating to the relevant Practice Package are specified in the Schedule. The establishment fee applies only once for each eligible loan product for the relevant Practice Package during the term of the Practice Package. Where there has been upgrade in Practice Package and an establishment fee has been waived for an eligible loan product from the original package, no establishment fee waiver will be offered for that loan product and the Package Holder may only receive establishment fee waivers for the other eligible loan products in respect of that upgraded Practice Package.

#### Example:

A Practice Scale-Up Package holder has the establishment fee waived for a Business Equipment Loan for a business use motor vehicle. They then decide to upgrade to a Practice Growth Package. Upon undertaking the Upgrade, the Package Holder is not eligible to have the establishment fee waived for another. Business Equipment Loan but the Package Holder may have the establishment fee waived if they apply for a Practice Draw Loan.

The establishment fee will only be waived if the application for the loan was approved by Avant Finance during the term of the Practice Package and the loan is settled within the later of the expiry date of the Practice Package or 90 days following the date the relevant loan was approved by Avant Finance.

Other fees and charges may apply to the eligible loan products including upfront fees (other than the establishment fee Package Benefit) and ongoing interest, fees and charges.

This Package Benefit is not a loan approval nor any form of assurance that any loan will be approved or advanced by Avant Finance. Whether Package Holders are eligible for a relevant loan will be subject to Avant Finance's usual loan application and approval processes. Package Holders will also be subject to all other terms and conditions of any advanced loan. The terms and conditions for eligible loan products are available upon request.