

HAS Medical Billing Solution: Comprehensive Analysis

Introduction and Overview

Hospital Accounting Services (HAS) Medical Billing is a long-standing Irish medical billing solution and service provider, focused on handling the private practice billing needs of doctors. Established in 1984 to meet the evolving billing requirements of the medical profession, HAS has decades of experience in processing claims and invoices for consultants across Ireland has.ie. It is commonly known as *HAS Medical Billing* (a trade name of Hospital Accounting Services Ltd) and has built a broad client base – with users in most public and private hospitals nationwide has.ie. HAS primarily serves medical **consultants and specialists** (such as surgeons, radiologists, anesthetists, and pathologists) by managing their billing for private patients. The service includes a secure online **portal** (accessible on any device, including mobile apps) where clients can submit billing information and review their account status has.ie. Over the years, HAS has positioned itself as a “*premier private practice billing solution*” known for professional and personal service, aiming to “*unburden [doctors] from the difficult and time-consuming task of self-billing*” has.iehas.ie.

In summary, HAS Medical Billing offers an **outsourced billing service** for healthcare providers in Ireland. It handles the end-to-end billing cycle – from generating patient invoices and insurance claim forms to following up on payments – allowing doctors to focus on patient care while maximizing their revenue collection. Below, we delve into the detailed features of HAS, the typical use cases and stakeholders it serves, its competitive advantages, and how it compares to other medical billing solutions (like MedPro and Medserv) in the Irish healthcare context.

Key Features and Services of HAS Medical Billing

HAS provides a **comprehensive suite of billing services** tailored to the needs of medical practitioners. According to its documentation, the solution is designed to cover all aspects of private practice billing. Some of the key features and capabilities include:

- **Full Invoice and Claim Generation:** HAS handles the **formulation and creation of patient bills and claim forms** on behalf of the doctor^{has.ie}. This includes preparing invoices for each patient encounter or procedure with the correct codes and fees. Uniquely, for certain specialties (e.g. anesthesiology), HAS ensures that the billing information from the consultant anesthetist is fully compatible with the surgeon's procedure details so that *"maximum benefit is achieved from each patient bill"*^{has.ie}. All bills are generated in compliance with insurer and hospital requirements. For instance, the service makes sure that every claim form or invoice is forwarded to the relevant hospital billing office for inclusion in the patient's insurance claim file^{has.ie}. This integration with hospital processes is crucial in Ireland, where private insurance claims often require the hospital to submit a consolidated claim form signed by the treating consultant. By taking charge of claim form completion and invoice preparation, HAS **minimizes the administrative work** for doctors and their secretaries^{has.ie}.
- **End-to-End Claim Submission & Coordination:** Once invoices are generated, HAS manages the **submission of claims to insurers and payers**. The platform can **generate insurance claim forms online** and route them appropriately^{has.ie}. It coordinates closely with hospital accounts departments to ensure that consultant fees are included with hospital charges when claims go to insurers^{has.ie}. In some cases, HAS staff will even work on-site at private hospitals to establish efficient billing workflows and represent their clients' interests – making sure bills are processed correctly and promptly by hospital staff^{has.ie}. This hands-on approach (e.g. having a team member on site if necessary) helps **streamline the billing process within hospital settings** and reduces delays. HAS effectively acts as a liaison between the consultant and other parties in the billing chain: hospital

administrators, insurance companies, and even patients or guarantors, as needed^{has.ie}. This coordination is valuable in scenarios like radiology or pathology groups, where electronic links between systems may be limited – HAS bridges those gaps through active management.

- **Claims Follow-Up and Issue Resolution:** A core strength of HAS is its active management of accounts receivable. The service doesn't stop at sending out invoices – it **proactively follows up on unpaid or problematic claims**. HAS employs experienced credit controllers and billing specialists who monitor payments and pursue outstanding balances on behalf of the doctor^{has.ie}. The team handles **rejected or queried claims** by issuing revised bills, providing additional information, and resubmitting as needed^{has.ie}. They liaise with all relevant parties (insurers, hospital billing offices, patients, and consultants' secretaries) to **resolve any issues causing delay or non-payment**^{has.ie}. For example, if an insurance claim is pending due to a missing signature or form, HAS will work to rectify that – in fact, for certain cases (such as radiology services where an insurer requires a form signed by an admitting consultant), HAS has procedures to bypass or expedite the claim form requirement so that the radiologist's fee can be paid even if the usual paperwork is incomplete^{has.ie}. By tackling issues like underpayments, denials, and administrative holdups, HAS ensures that fewer phone calls and chases are needed from the doctor's side^{has.ie}. This results in **faster payments and higher collection rates**, as evidenced by features on their site like *"resolution of issues related to unpaid claims"* and *"fewer phone calls to follow up on claims"*^{has.ie}. In essence, HAS provides **full revenue cycle management**: from claim submission through payment reconciliation.
- **Collections for Non-Insurance and Special Billing:** Beyond standard private insurance claims, HAS also manages other types of billing scenarios. They will bill, collect, and reconcile fees for **non-insured patients** (self-pay patients), handle cases under the National Treatment Purchase Fund (NTPF) program, inter-hospital billing arrangements, and other "non-regular" billing situations^{has.ie}. This means if a patient is paying out-of-pocket or if a government scheme is covering the cost, HAS will issue those invoices and follow up on those payments as well. They also take care of **medico-legal**

billing (e.g. fees for medical reports or expert testimony) as part of their service offerings^{has.ie}. In all cases, any rejected or unpaid accounts are revisited – HAS will re-issue bills to patients for balances due or correct any errors causing rejection^{has.ie}. By covering *all* billing streams (insured and uninsured), HAS gives a consultant a **single, unified service** for their entire private practice income.

- **Secure Online Portal and Real-Time Access:** A major component of the HAS solution is its **online portal, “HAS Doctor Online,”** which provides clients with real-time visibility and control over their accounts. Each doctor (and their designated staff or accountant) can log in securely via the web or the HAS mobile app to **submit billing information and track financial status**^{has.iehas.ie}. Through this portal, users can upload patient treatment details or billing sheets to HAS (ensuring secure data transfer rather than using paper or fax). More importantly, the portal offers an **interactive dashboard** with up-to-date reports. Consultants can see *“amounts billed, amounts paid (broken down by insurance company), a list of payments by patient name, procedure date, insurer, etc.”*^{has.ie}. This means at any given time, a doctor can review how much has been invoiced in a period, how much each insurer has paid, and which accounts are still outstanding. The system is designed for ease of use while still providing **comprehensive financial information online**^{has.ie}. HAS continually adds new features to the portal, indicating a commitment to evolving their tech platform in response to client needs^{has.ie}. There are also separate login access for **accountants** and for **hospitals**. An accountant or practice manager can log in to retrieve financial reports needed for accounting or tax filing^{has.ie}. Hospitals can log in (likely to a limited interface) to confirm consultant invoice details for patients, which facilitates smoother claim integration with the hospital’s system. The portal working “on any device” and the availability of dedicated mobile apps for iOS, Android, and Windows ensures that clients can conveniently access their billing data anywhere^{has.ie}. Overall, this **transparency** is a significant feature – doctors maintain insight and oversight into their earnings without having to manually compile data.
- **Financial Reporting and Tax Assistance:** HAS not only pursues payments but also helps doctors with their **financial record-keeping and tax compliance**. As part of the service, **end-of-year accounting**

reports are prepared. HAS compiles all relevant information for the consultant's annual tax returns, including collating the official insurer statements (known as **F45 forms** in Ireland) in order, providing copies of all statements of accounts, and producing a detailed **debtors report** that shows any fees billed but not yet received^{has.ie}. This comprehensive report is extremely useful for the doctor's accountant when preparing income tax returns, as it represents a verified statement of the doctor's private practice income^{has.ie}. In fact, HAS notes that the information they supply has been "*accepted as a bona fide statement of private practice income by the Revenue authorities*" in Ireland, and in the event of a tax audit, HAS can provide all backup documentation needed^{has.ie}. This gives consultants **peace of mind** that their billing records are accurate and defensible^{has.ie}. The service essentially doubles as a bookkeeping aid: it keeps track of every invoice and payment, and at year-end, the doctor receives a complete package ready for tax filing. By also granting **accountants a secure portal access** to these records, HAS streamlines the communication with financial advisors^{has.ie}. This level of support (covering F45 insurance statements, income summaries, etc.) is a key value-add for stakeholders concerned with financial management.

- **Data Security, Retention, and Compliance:** Given the sensitive financial and patient data involved, HAS emphasizes robust data management practices. All billing information for a practice is retained in HAS's computer system securely, with **daily backups** (on-site, and additionally to an off-site facility for redundancy, as mentioned in some sections)^{has.ie}. HAS retains billing records in compliance with GDPR (data protection law), ensuring confidentiality and proper handling of personal data^{has.ie}. The benefit of this data retention is that historical reports can be generated at the touch of a button – if a client needs to analyze past billing or needs documentation for an audit, HAS has the records readily available^{has.ie}. Moreover, by managing the data centrally, HAS reduces the risk for the consultant: even if a secretary leaves or a local system crashes, the billing data remains safe with HAS. The platform's security and privacy measures align with industry requirements, which is critical for trust. In summary, HAS provides a **reliable repository of billing**

data, with secure access controls and backups, so that clients' information is protected and available when needed.

- **No Upfront Costs – Commission-Based Billing Service:** The HAS model is an **outsourced service** where the pricing is performance-linked. There are *"no maintenance costs"* or software licenses for the doctor to pay^{has.ie}; instead, **HAS charges a commission on the amounts it successfully collects** on behalf of the doctor^{has.ie}. This means the doctor does not pay anything until they themselves get paid. As HAS highlights, *"when you are paid, we are paid"*, underscoring that there are **no advance fees or hidden charges**^{has.ie}. The commission fee is all-inclusive (covering all the services provided) and typically a percentage of the monies received from patients and insurers^{has.ie}. According to HAS's fee structure, these rates can be **negotiated depending on volume, value, and type of practice**^{has.ie}. For example, a consultant who has a high volume of private hospital work might qualify for a reduced percentage fee^{has.ie}. This flexible pricing ensures that the cost is proportional to the benefit the doctor gains, and it makes the service accessible even to those starting a practice (since there's no large upfront cost). Industry-wise, such commission rates for medical billing typically range roughly around **5% to 10%** of collections for most practices (with some variation based on specialty and scale)^{medproservices.net}. HAS's approach aligns with this norm, and the fact that fees are only charged on collected accounts protects practitioners from paying for uncollected revenue. Additionally, the commission that HAS charges is subject to VAT (value-added tax) as per Irish law, but it is an allowable business expense – meaning doctors can deduct it from their taxable income^{has.ie}. In summary, HAS's pricing model is **outcome-based and risk-sharing**, providing a strong incentive for HAS to maximize the doctor's collections while offering a predictable cost structure for the service.

These features illustrate that **HAS Medical Billing is not just a software platform, but a full service solution – combining technology (online portal, electronic claims) with human expertise (billing specialists and credit controllers)**. By covering the entire billing cycle – from invoicing and claim submission to payment posting and account reconciliation – HAS acts as an extension of the medical practice's administrative office. Doctors using HAS effectively outsource their billing department to a team of

experts and a dedicated system, which can lead to faster payments, higher collection rates, and significantly reduced administrative burden on the practice^{has.ie}. Many of the bullet points on the HAS site's "Why HAS" section summarize these benefits, including: *no maintenance costs, online claim form generation, fewer follow-up calls needed, resolution of unpaid issues, account reconciliation, and experienced staff ensuring everything runs smoothly*^{has.ie}.

It's worth noting that HAS's services have evolved with time – for instance, the introduction of a **dashboard-based client portal in 2018** brought more interactivity and transparency for clients^{has.ie}. The company continues to invest in improvements, indicating a commitment to staying current with billing practices and client needs. Overall, the feature set of HAS Medical Billing is geared toward **maximizing private practice income for healthcare providers while minimizing the effort and hassle required from the providers themselves**^{has.ie}.

Use Cases and Stakeholders

HAS Medical Billing's solution is leveraged by various stakeholders in the healthcare billing ecosystem. Primarily, it serves **medical professionals in Ireland who generate private healthcare fees**, but its impact and interactions extend to other parties such as hospital administrators, practice staff, and indirectly patients and insurers. Below we analyze its use cases and benefits from the perspective of the main stakeholder groups:

Consultants and Specialists (Private Doctors)

The principal users of HAS are **consultant doctors** – these are specialists (such as surgeons, physicians, radiologists, anesthetists, pathologists, etc.) who often work in hospitals or clinics and bill patients (or their insurers) for services. For a consultant in private practice, **HAS provides a turnkey billing department**, handling all aspects of charging for the consultant's clinical work. Instead of the consultant (or their medical secretary) spending hours on billing paperwork and chasing payments, HAS takes over those tasks. This is especially valuable for busy doctors who *"do not always have*

the time to submit invoices and follow up with insurers to make sure [they] are getting paid for the work [they] do^{medserv.ie}. By using HAS, a consultant ensures that every procedure or consultation is billed promptly and correctly according to the latest insurer fee schedules and rules. HAS's team has deep knowledge of medical billing codes and insurer requirements, which reduces errors and the likelihood of claim rejections. In practice, a consultant would typically at the end of a clinic or surgery list provide the patient details and treatment information (either via the HAS portal/app or by sending it to HAS's team), and HAS will generate the invoices, fill out the claim forms, and send them off either electronically or physically to the appropriate payer^{has.iehas.ie}.

For the consultant, the **use case** is straightforward: *outsourcing billing leads to faster and higher revenue collection with minimal effort*. HAS reports that many doctors have historically faced issues with *"claims pended, rejected or simply unrecognized"* when trying to manage billing themselves^{medicalbilling.ie}. This results in lost income if not addressed. By engaging HAS, doctors improve their **cash flow** – HAS's specialists follow up on unpaid claims diligently, something that individual doctors often cannot consistently do. Moreover, HAS provides **financial clarity**: the consultant can log into the portal at any time to see exactly what has been billed and what has been paid^{has.ie}. This transparency helps consultants trust that their billing is under control, and they can make business decisions (like scheduling, taking on new work, etc.) based on real-time financial data. Many consultants also appreciate that HAS offers a *"professional and cost-effective alternative to self-billing"*, alleviating pressure on both themselves *and their secretaries*^{has.ie}. In fact, secretarial staff can focus on patient care and scheduling, rather than insurance paperwork, when HAS is involved. The service can **augment or replace existing billing practices** – it's flexible, so some doctors might still do a portion of billing in-house and use HAS for the rest, whereas others hand over everything to HAS^{has.ie}.

A consultant's **stake** in using HAS is to **maximize their private practice income** while **reducing administrative burden and stress**. Since HAS charges a percentage of collections, the interests are aligned; the

consultant knows HAS is motivated to collect every euro on their behalf (and indeed *“to ensure you’re receiving every dollar you are entitled to,”* as one competitor puts it ^{medproservices.net}). For high-volume specialties like radiology or pathology, HAS’s ability to handle large volumes of claims (and even custom solutions for data processing) is crucial – they mention having a proven track record with large radiology and pathology group practices, where they can deal with *“large volumes of data with a speedy turnaround.”* ^{medicalbilling.ie} For surgeons and physicians, the benefit might be more about reducing the strain on their small private office; for example, a surgeon can trust that once they finish an operation, the billing for that operation will be taken care of promptly and any insurer queries handled without the surgeon having to personally intervene.

From the **stakeholder perspective of the consultant**, using HAS can lead to: more timely payments, fewer lost revenues (since HAS chases older claims that the doctor might have given up on), simplified bookkeeping (HAS provides all reports needed for accounting), and more time to devote to patient care or other professional activities (as the billing “hassle” is offloaded). Testimonials from similar services underline these advantages – e.g., consultants report that outsourcing billing *“relieved me of mountains of paperwork and enables me to focus on patients”* and that such services *“have made my life a whole lot easier... billing has never been an issue [since outsourcing].”* ^{medpro.iemedpro.ie} In essence, HAS’s value proposition to consultants is a combination of **financial efficiency** (getting paid faster and in full) and **operational efficiency** (saving time and reducing frustration).

Hospitals and Healthcare Facilities

While HAS is engaged by individual doctors or groups, there is also a relevance to **hospitals and clinics** as stakeholders. In Ireland’s private healthcare system, consultants’ fees are often processed in conjunction with hospital fees for inpatient stays. Hospitals benefit when consultants’ billing is handled smoothly because it means the overall patient claim can be completed and submitted to the insurer without delay. HAS recognizes this and works closely with hospital accounts departments. For example, one of the service features is *“ensuring that all bills are forwarded to the relevant hospital for inclusion in [the] insurance claim.”* ^{has.ie} This is crucial: if a

consultant forgets to send their fee note to the hospital, the patient's claim might go in incomplete and cause complications or delayed payments for both the hospital and doctor. By having HAS in the loop, hospitals receive the consultant's charges promptly and in the correct format needed for insurance processing.

Additionally, HAS's team liaises with **hospital management and billing staff** to set up efficient processes. In private hospitals, they might coordinate how electronic claim forms are handled or ensure that the hospital's patient-admission system data matches the consultant's billing data. The documentation notes that HAS, where required, will place a *staff member on-site* at the hospital to oversee that clients' bills are processed correctly and efficiently^{has.ie}. This level of collaboration implies that some hospitals may effectively outsource part of the consultant billing workflow to HAS as well, or at least welcome their coordination. There is also a **Hospital Login** on the HAS portal^{has.ie}. While not much detail is public, this likely allows hospital personnel to download or view the invoices for consultants who use HAS, facilitating reconciliation on the hospital's side.

From a hospital's perspective, a service like HAS can **reduce administrative friction**. It means fewer instances of hospital staff having to chase consultants for missing fee paperwork or having to answer patient queries about separate consultant bills – because HAS often will handle patient billing queries directly on the doctor's behalf^{has.ie}. Moreover, if hospitals engage in any revenue-sharing or want to track the scale of private practice happening on their premises, the data from HAS (with proper permissions) could be useful. Some large healthcare facilities or clinic groups might even **partner with HAS or similar companies** to manage end-to-end billing for all doctors in the facility. (In fact, there are indications of hospitals seeking a “managed service to assist with the private insurance revenue process,” where technology like Claimsure Sláinte and dedicated teams handle claims from discharge to payment^{clanwilliamhealth.comclanwilliamhealth.com} – this is a parallel approach by another provider, but it underscores the hospital's stake in efficient billing).

In summary, **hospitals benefit indirectly** when consultants use HAS. The key advantages are: timely integration of consultant fees into insurance claims, fewer billing errors (since professionals are handling the claims), and possibly faster payments from insurers (because complete and correctly coded claims are submitted). This ultimately can improve hospital cash flow for any portions of fees they collect and improve patient satisfaction (patients get one combined claim processed seamlessly). Some private hospitals might encourage new consultants to use a billing agency like HAS or Medserv because it helps maintain a smooth billing operation. Therefore, while hospitals are not paying clients of HAS, they are important stakeholders in the billing ecosystem that HAS operates within.

General Practitioners (GPs)

General Practitioners, or family doctors, have a different billing model in Ireland compared to consultants. Many GP services are paid directly by patients (for private consultations) or through state schemes (for those with medical cards or GP visit cards, the government via the HSE reimburses certain fees). Historically, HAS has focused on consultant billing (specialist practice billing) and its public documentation does not specifically mention GPs as a target group. The specialties highlighted on the HAS website are hospital-based consultants (surgery, radiology, etc.) has.ie, and the services revolve largely around insurance claims for procedures – something GPs less frequently deal with. For example, GPs don't typically generate inpatient insurance claims, so features like forwarding bills to hospitals or filling out claim forms are not as relevant to them. As such, **it appears that HAS's core business does not heavily cater to day-to-day GP practice billing** (e.g. collecting €50 consultation fees from patients or submitting claims to the state's Primary Care Reimbursement Service). GPs have different needs – like managing capitation payments, "Special Type Consultations (STCs)" claims to the HSE, and perhaps private minor surgery claims. HAS might handle medico-legal billing or insurance reports for any doctor, including GPs, but it's not explicitly advertised.

However, **GPs in Ireland do have billing solutions available from other providers**, and it's useful to mention how those work as an international/alternative perspective. For instance, Medserv (a competitor discussed later) offers a dedicated service called **GPServ** for GPs. GPServ is designed to *"solve the outdated and tedious process of billing for STC's"* (Special Type Consultation claims to the HSE for certain services) by streamlining claim submission to just 30 seconds with no manual data entry [medserv.ie](https://www.medserv.ie). This cloud-based system eliminates paper forms and automates validation of medical card details, drastically reducing admin time for GPs [medserv.ie](https://www.medserv.ie). Essentially, GPServ allows GPs to quickly submit their claims to the government online and tracks them, removing the need for the GP or staff to fill out and mail claim forms or chase unpaid claims [medserv.ie](https://www.medserv.ie). This example shows that **the primary billing pain-points for GPs** (paperwork for government reimbursements, tracking many small transactions) are addressed by specialized solutions.

If HAS were to be used by a GP, it might be more in the context of handling **private billing tasks** like invoicing patients for services not covered by the public system, or possibly managing the billing for a GP who does a lot of insured procedures (though in general GPs don't directly bill insurance except perhaps for certain out-of-hours schemes or insurance-covered health checks). Since the user specifically asked to include GPs as stakeholders, it's important to note: **GPs have slightly different requirements and while HAS's model could theoretically be applied, in practice other tailored solutions (or in-house practice management software) are more commonly used for GP billing in Ireland**. For example, some GP practice management systems include integrated billing and claim submission to the HSE, and services like Medserv's GPServ address the specific needs of GP clinics.

In conclusion, **HAS's relevance to GPs is limited** based on available information – it is primarily oriented toward consultants in private secondary care. GPs looking for outsourcing their billing might consider alternative services. That said, the general benefit a GP would seek (reducing time spent on admin, ensuring all entitled fees are collected) is

the same principle that HAS employs. If a GP had a niche scenario (say a private GP clinic offering services that involve complex insurance claims or a group of GPs wanting to outsource all patient billing), HAS or a similar service could potentially fill that role. But as of now, GPs are more directly served by GP-specific solutions (e.g., practice software or GPServ for claim submissions) rather than HAS. The inclusion of GPs as stakeholders here mostly serves to compare that **competitors cover GPs whereas HAS focuses on hospital consultants**, which could be a strategic difference in market approach among billing solution providers.

Accountants and Practice Managers

Another stakeholder group worth mentioning is the **accountants or practice managers** who work with doctors. While not explicitly asked in the question, they are implicitly part of the ecosystem and do benefit from these solutions. HAS provides a dedicated **Accountants Login** on its portal^{has.ie}, highlighting that the service is cognizant of accountants' needs. For an accountant handling a doctor's finances, HAS supplies the detailed breakdown of income, fees, VAT on services, etc., making it easier to reconcile and prepare financial statements. Instead of the accountant having to compile data from appointment books and bank statements, they can rely on HAS's reports which are considered accurate and revenue-approved^{has.ie}. This improves the efficiency of practice management – particularly for group practices where a practice manager might oversee billing for multiple doctors. HAS's group features (like reporting to individual group members and distribution of income in group practices) indicate support for scenarios where multiple doctors pool billing and then divide revenue^{medserv.ie}. By taking on the complex task of tracking who earned what and what's been paid, HAS **simplifies group practice administration**.

Practice managers who coordinate clinics also find such services helpful. For example, if a specialty group or clinic hires HAS, the manager can spend more time on patient scheduling, regulatory compliance, and staffing, rather than billing issues. They can also get consolidated reports from HAS to understand the clinic's financial performance at a glance. Competitors similarly advertise features like *"customised reports for complete visibility of*

your practice” and the ability to “verify patient insurance details” upfront^{medserv.ie} – these are tools that practice admins appreciate to prevent issues.

Overall, while the doctor is the client, the **stakeholders like accountants and practice staff** interact closely with HAS. The system is built to accommodate them (through logins and tailored reporting), making HAS a **collaborative platform** for the whole practice’s financial workflow. This multi-stakeholder support increases the service’s value proposition: it’s not just a black-box that sends money to the doctor, but a transparent system where the doctor’s team can engage with the billing data as needed.

Competitive Edge of HAS Medical Billing

In the landscape of medical billing solutions in Ireland, HAS Medical Billing holds several advantages that distinguish it from contemporary competitors. These competitive edges come from its long history, service model, and specific strengths in execution:

- **Decades of Experience and Reputation:** One of HAS’s clear differentiators is its longevity – with over 40 years in operation (since 1984), HAS is **Ireland’s most established medical billing service**^{has.ie}. This extensive experience means it has weathered many changes in healthcare billing (from paper claim forms to electronic claims, from old insurers to new ones, changes in insurance cover rules, etc.)^{has.ie}. HAS has a deep understanding of the Irish private healthcare billing environment, having worked through the eras of “full cover” insurance plans, the introduction of direct pay by insurers to doctors, and other industry shifts^{has.ie}. This pedigree can inspire confidence in clients; in an industry where financial accuracy is paramount, a long track record suggests reliability. HAS’s documentation notes that they retain many loyal consultant clients for over 25 years^{has.ie}, indicating strong customer satisfaction and trust. In contrast, some competitors (like MedPro or others founded in the 2000s) are newer entrants – they may bring innovation but not the same depth of established relationships. HAS’s name (Hospital Accounting Services) is well-

known in Irish medical circles, and its reputation for “*first class service*” and dedication is a selling point^{has.ie}.

- **Comprehensive, End-to-End Service (“One-Stop Shop”):** While some billing solutions might focus on software or partial services, HAS offers an **all-inclusive service** that covers every step of the revenue cycle. Its fee structure explicitly states “*our fee is an all-in fee and there are no hidden charges of any sort*”^{has.ie}. This means clients get a complete package: claim form completion, invoice dispatch, follow-up, query handling, payment reconciliation, reporting, and even ancillary services like tax prep assistance – all for one commission percentage. This contrasts with scenarios where a practice might need one vendor for billing software, another for collection services, etc. HAS provides a **single point of contact** for all billing matters. Additionally, HAS is versatile: “*due to our versatility we can design our services around our client’s requirements*”, meaning they can tailor the workflow to a particular doctor or clinic’s needs^{has.ie}. This could be an edge when dealing with unique practice arrangements (for example, a consultant who works across multiple clinics or a group practice with complex revenue splitting rules).
- **Integrated Technology with Personal Touch:** HAS strikes a balance between technology and human service. It has a robust **proprietary computer system and client portal**, but it also employs experienced staff who actively manage accounts^{has.iehas.ie}. This combination can yield better results than technology alone. Some newer competitors might emphasize software automation, but risk lacking the nuanced follow-up that a person can do. Conversely, older manual services might not have a client-accessible portal. HAS offers both: clients get the **transparency and convenience of a modern online system**, and behind the scenes they have real people (credit controllers, billing experts) who will call an insurer or talk to a hospital if something needs intervention. For example, HAS’s staff will personally liaise to resolve issues and even visit hospitals to ensure processes work^{has.ie} – that’s a level of service not easily replicated by software-only solutions. This “high-tech + high-touch” model is a competitive edge because it can achieve high efficiency (through IT) while maintaining high effectiveness in collections (through skilled staff involvement). It’s notable that competitors like MedPro also highlight this kind of approach (MedPro assigns each client

a “dedicated billing expert” for one-on-one support^{medpro.ie}), which suggests that HAS’s long-standing practice of personal service set a bar that others try to meet.

- **Depth in Niche Specialties and Complex Billing:** HAS has particular expertise in certain specialties – notably pathology, radiology, anesthesia, and surgery – which have their own quirks in billing. For instance, pathology and radiology often involve large volumes of small transactions and interactions with multiple referrers and hospitals. HAS’s documentation claims “our experience in Pathology billing/coding is comprehensive” and similarly strong statements for radiology and anesthesia^{has.iehas.ie}. The ability to handle **coding intricacies** (like correct combination of procedure codes for scans or labs) and to manage high-volume group practices (radiology groups reading hundreds of scans daily) is an edge. They also mention handling “inter-hospital billing” and special cases like NTPF – showing **flexibility in various billing scenarios**^{has.ie}. Newer competitors might not have encountered all these scenarios yet. Moreover, HAS has shown **problem-solving innovations**, like their method for getting radiologists paid when a required claim form signature is missing by bypassing the normal process in certain circumstances^{has.ie}. This kind of workaround comes from years of working closely with insurers and knowing the system. It can result in reducing lost revenue (an “unsigned claim form” issue could otherwise prevent a radiologist from ever getting paid if not handled). Such know-how is a competitive edge that’s hard to quantify but very valuable to clients who might otherwise be stuck with denied claims.
- **Strong Relationships and Trust with Insurers and Authorities:** Over decades, HAS likely developed working relationships with the major Irish health insurers (Vhi, Laya Healthcare, Irish Life Health, etc.) and an understanding with the Irish Revenue (tax authority). The fact that Revenue accepts their statements as proof of income^{has.ie} speaks to the **credibility of their accounting**. Competitors like MedPro and Medserv also tout partnerships and links with insurers^{medpro.iemedserv.ie}, but HAS’s long presence means there’s a familiarity – insurers have been receiving HAS claim forms for years, hospital billing offices know the HAS staff, etc. This can make processes smoother. For example, insurers might

raise fewer queries on a claim filed via HAS because they know HAS likely pre-screened it for compliance (this is somewhat speculative, but not unlikely given experience). Additionally, HAS not charging until collection gives doctors confidence that the service is aligned with their interests – “*no advance fees*” and “*competitive pricing*” are highlighted [has.ie](#), which edge out any competitor that might have sign-up fees or monthly minimums. (Most competitors also do percentage-only, but HAS explicitly states no hidden charges, reinforcing trust).

- **Ancillary Support (Accounting & Legal Billing):** HAS differentiates itself by not just doing claim billing but also offering related support like preparing end-of-year accounts, as well as **Medico-Legal billing** services [has.ie](#). Medico-legal billing (charging for medical reports for solicitors, court appearances, etc.) can be a tedious task for doctors, and HAS handling it means an additional stream of income is efficiently captured. Not all competitors mention this niche. By covering these side areas, HAS becomes a more comprehensive solution for all of a consultant’s billing needs – big and small.

In summary, **HAS’s edge** lies in being **Ireland-focused and time-tested**, with an all-encompassing service model and a personal yet technologically enabled approach. Clients of HAS get the assurance of dealing with a seasoned provider that has likely encountered nearly every billing scenario in the Irish healthcare system. For many doctors, especially those who value a long-standing reputation and full-service offering, HAS’s proposition is very compelling. It effectively competes on **quality of service** rather than just on tech features. As a result, even as newer solutions emerge, HAS continues to retain many clients (some for over two decades) [has.ie](#), which is a testament to its competitive strengths.

Of course, to give a balanced view, it’s worth noting areas where competitors claim advantages (which we detail in the next section). For instance, some newer competitors emphasize more modern user interfaces or broader scope (like including practice management or GP billing). But in its core domain of consultant billing in Ireland, HAS’s combination of experience, comprehensive service, and results-driven model positions it strongly against alternatives.

Pricing and Cost Comparison

When evaluating HAS versus other medical billing solutions, **cost structure** is a key consideration. As described, HAS operates on a **commission-based pricing model**: it charges a percentage of the fees it successfully collects for the client^{has.ie}. There are no upfront setup fees, annual software licenses, or maintenance fees with HAS – the revenue from the doctor's practice is simply split according to the agreed percentage (plus VAT on the commission). The exact percentage is not published on the website, as it can vary: HAS indicates willingness to **negotiate fees based on volume, value, and quality of the accounts**^{has.ie}. For example, a high-volume practice might negotiate a lower rate. In general, in the industry such commission rates might be around, say, 5% to 8% for a busy specialist, and could be a bit higher for lower volumes or more complex collections (this aligns with the broader range of ~4%–12% seen in outsourcing markets)^{medproservices.net}. HAS explicitly notes that if a consultant primarily bills private hospitals (who often have efficient claim systems and lower default rates), they can avail of a reduced fee percentage^{has.ie}. This suggests that for "easier" billing work, HAS doesn't charge as much as for more difficult collections – a fair approach.

MedPro Billing Solutions, one of the competitors, has a very similar pricing philosophy. MedPro's terms and conditions (as found on their site) also state that the **charges are a commission based on the gross amount of fees collected**^{medpro.ie}. They likewise do not publicly list a fixed percentage, implying it may be tailored per client. MedPro highlights that with their service, clients are "*receiving competitive rates*" while avoiding the overhead of in-house billing^{medproservices.net}. Unofficially, industry sources or anecdotal reports suggest that many Irish billing agencies charge in the mid-single-digit percentages of collected revenue; some doctors have mentioned fees around 6-7% as typical for such services. MedPro's U.S. counterpart site notes the national range 4–12%^{medproservices.net}, which is broad; in Ireland the range is likely tighter (perhaps ~5–10%). Both HAS and MedPro are likely to fall in that band, competing closely on price. Neither charges unless they recover money, which is attractive to doctors.

Medserv, being a larger player, also uses a commission model. Their client agreement explicitly says charges are via commission on collected fees [medserv.ie](https://www.medserv.ie). Medserv's scale (with more staff and services) might create an assumption that it's more expensive, but in practice Medserv may leverage economy of scale to offer competitive rates too. They mention being "competitive" and one of their selling points is fast-tracking income, not necessarily being the cheapest. Medserv does a lot more (like offering practice management software, secretarial services, etc.) – some of those are likely separate add-on costs if a client opts in. For pure billing, medserv's percentage could be similar to HAS. In fact, HAS and Medserv likely monitor each other's pricing given they vie for the same consultant market. One notable thing: HAS doesn't charge extra for things like generating end-of-year reports or providing an app – it's all included. Medserv similarly bundles reporting and support in their fee. **Neither HAS, MedPro nor Medserv publicly list a one-time signup fee** for consultants, which implies that joining is low barrier (perhaps just signing a contract and providing bank details for payments). This is slightly different from some international contexts where a setup fee might be common; in Ireland, it seems the approach is *"we get paid when you get paid"* across the board [has.ie](https://www.has.ie), making price comparisons mostly about the percentage.

To give a rough **cost comparison** example: If a consultant earns €200,000 per year in private fees, a 6% commission would mean €12,000 paid to the billing company. If another company offered 5%, that'd be €10,000 per year. However, price isn't the only factor – collection efficiency matters. A company charging 5% but only collecting 90% of your dues might net you less income than one charging 7% but collecting 99%. So consultants often weigh the **value delivered** in terms of increased collections and time saved.

From the info gathered: **HAS** emphasizes no hidden fees and negotiable rates for high-volume clients [has.ie](https://www.has.ie). **MedPro** emphasizes personalized service and likely prices similarly; their pitch is more on service quality than on being a low-cost provider. **Medserv** being larger, might be able to slightly undercut on percentage for very large clients (like hospital groups) thanks to scale, but they also offer more services (some of which, like secretarial

support or software, could incur additional fees separate from billing commission).

Another competitor, **Medical Billing Ireland (medicalbilling.ie)**, not explicitly asked about, presumably also uses a similar commission model. Their brochure implies their success rate in collections justifies the cost, stating that their recovery more than covers their fee medicalbilling.ie. This suggests they also take a cut of recovered funds, but ensure overall income is higher for the doctor even after that.

In terms of **cost vs. features**: HAS, MedPro, and Medserv all package the follow-up and claim management into the percentage. None of them charge doctors per claim or per invoice or monthly subscription – it's all performance-based. This is slightly different from an in-house software model (e.g., if a doctor bought a billing software license, they'd pay that regardless of collections). The **advantage of HAS's model (and its peers)** is that it is **risk-free for the doctor – if no money is collected, no fee is paid** has.ie. The trade-off is giving up a small share of each payment. For most, this is worthwhile given the increase in overall collections and the time saved.

To directly compare **HAS vs MedPro vs Medserv on pricing**: none publish exact numbers, but all are in a similar paradigm. Medserv being "one of the largest in Europe" might have the capacity to offer volume discounts or handle bigger contracts (like deals with entire hospitals or dozens of consultants) which could drive their commission down for those deals. HAS being smaller (the company size is maybe under 10 employees according to some sources ensun.io) might focus on individual practitioners and small groups, where the percentage might be steady. MedPro, being boutique, likely positions its pricing as competitive but coupled with high-touch service – their messaging is more about value (e.g., "maximize private income") than about being the cheapest ensun.io.

It's also worth noting that **all fees are subject to VAT** (currently 23% in Ireland) which the doctor can later reclaim as a business expense if they are VAT-registered (most medical services are VAT-exempt but the commission fee is a service that incurs VAT). HAS makes clear that their fees attract VAT but are *tax-deductible*^{has.ie}, which is a subtle point to remember in cost comparison: effectively ~20% of the fee comes back via tax deduction for those in high tax bracket, somewhat mitigating the cost.

In conclusion, **there isn't a huge divergence in raw pricing among HAS and its main competitors** – all use a commission on collections model with competitive rates. The differences will likely come down to negotiated points and what's included. HAS prides itself on “*competitive pricing structure*” and no maintenance costs^{has.ie}, implying clients find its rates reasonable for the market. When comparing to MedPro and others, a prospective user should consider the **effective cost** (commission rate) alongside the **collection efficacy and service quality**. A rough comparison might be summarized as: *All major Irish billing services charge in the mid-single-digit percentages; none require upfront payments; and all only get paid upon success.* Therefore, the **cost factor is roughly comparable**, and the decision may hinge more on service differences which we have discussed (features, support, scope) rather than on significant price discrepancies.

Alternatives and Competitors in Ireland

Several other companies offer medical billing solutions in Ireland, each with overlapping functionality to HAS but with their own emphasis and additional features. Below we discuss a few common alternatives – including **MedPro**, **Medserv**, and others – and how they compare to HAS in terms of stakeholders served and features:

- **MedPro Billing Solutions (medpro.ie):** MedPro is a boutique Irish-owned billing service founded by a medical professional. It positions itself as a **high-touch, personalized service** for consultants, aiming to “*fastrack consultants' private income while reducing administrative burdens.*”^{medpro.ie} Like HAS, MedPro provides end-to-end billing

management: they complete claim forms meticulously to minimize insurer queries, manage invoicing and actively monitor each payment until settled, and liaise with insurers, hospital accounts and patients to resolve issues quickly medpro.iemedpro.ie. MedPro highlights that every client gets a **dedicated billing specialist** for one-to-one support medpro.ie, ensuring familiarity with the consultant's practice. The team's background in medicine and coding is touted as giving them an edge in accuracy (fewer claim rejections) medpro.iemedpro.ie. In practice, MedPro's services are very similar to HAS's – handling claims submissions, follow-ups on unpaid claims (they "*proactively follow up*" on all unpaid to maximize recovery medpro.ie), and providing a cloud-based platform with reporting tools for clients medpro.ie. MedPro also assists new consultants with **insurer registration** (getting set up with all health insurance companies from day one) medpro.ie, which is a nice onboarding perk. Stakeholder-wise, MedPro mainly targets **consultants** and their **accountants** (stating they respond quickly to queries from both) medpro.ie. It does not explicitly advertise services for GPs or hospitals, focusing on specialists in private practice. One difference is MedPro's scale – being a smaller "boutique" firm (about 11–50 employees, founded 2009 ensun.io), it prides itself on treating clients as partners, not numbers medpro.ie. Several consultant testimonials for MedPro speak to its efficiency and personal service (e.g., "*fast response to queries*", "*goes the extra mile*", and improved life for doctors who switched from another billing company) medpro.iemedpro.ie. **Comparison to HAS:** MedPro offers largely the same core functionality (claims, portal, reports, follow-up). Both have mobile-accessible portals and detailed reporting. HAS's advantage is a longer history; MedPro's advantage could be a more modern tech stack (they mention using the latest Microsoft SQL-based system and automatic updates in their cloud service) medpro.iemedpro.ie. Also, MedPro being led by a nurse might resonate with doctors who value a clinical understanding. Pricing between MedPro and HAS is similar (commission-based). A consultant deciding between them might consider whether they prefer a legacy provider (HAS) or a newer entrant (MedPro) – and perhaps meet the teams to gauge the "personal fit," since ongoing communication is key. Both serve **consultants and small group practices** well; neither explicitly serves GPs.

- Medserv (medserv.ie):** Medserv is one of the largest medical billing companies in Ireland (and has expanded to the UK). Established in 2005, it has **grown rapidly to become one of the largest specialized medical billing companies in Europe** [medserv.ie](https://www.medserv.ie). Medserv stands out for its **comprehensive suite of services** beyond billing: in addition to consultant billing, they offer **remote secretarial support, practice management software, and specific solutions for groups and facilities** [medserv.ie](https://www.medserv.ie). For billing itself, Medserv's offering to consultants is very robust – they manage invoicing with attention to coding and insurer rules, handle all patient and insurer queries, and follow up until every invoice is paid [medserv.ie](https://www.medserv.ie). Their online system allows doctors to take credit card payments from patients, verify insurance coverage, generate custom reports, and even check the latest insurer fee schedules for procedures [medserv.ie](https://www.medserv.ie). Medserv also emphasizes **reporting and transparency**, similar to HAS (24/7 live reporting portal, monthly summary reports, and annual reports for tax time) [medserv.ie](https://www.medserv.ie). One of Medserv's differentiators is support for **group practices and clinics**: they assist with forming groups, distributing income among members, and can report individually to each member of a group [medserv.ie](https://www.medserv.ie). They also work with healthcare facilities – offering to create bespoke billing systems or integrate with existing hospital systems [medserv.ie](https://www.medserv.ie). Medserv's scale means they have teams dedicated to different specialties (for example, managers for surgical team, cardiology team, etc., as seen on their site) and they claim to have electronic links with hospitals and insurers to maximize efficiency [medserv.ie](https://www.medserv.ie). In terms of stakeholders, Medserv covers **consultants (all specialties), GPs** (via their GPServ for STC claims as discussed), **hospitals and clinics** (with facility billing services), and even provides an online **patient bill payment portal** for patients to pay their bills online [medserv.ie](https://www.medserv.ie). Essentially, Medserv attempts to be an **all-in-one revenue cycle and practice management partner**. **Comparison to HAS:** Medserv and HAS overlap significantly in consultant billing services – both will get the job done in terms of billing and collections. Medserv's key edge is its **broader offerings**: if a practice also needs scheduling, patient record management, or a virtual secretary to handle calls and appointments, Medserv can provide that alongside billing [medserv.ie](https://www.medserv.ie). HAS, on the other hand, focuses strictly on billing and related

financial admin (tax, etc.). For a consultant who only needs billing, both are viable; for a consultant looking to outsource *all* admin (not just billing), Medserv might be attractive. Medserv also actively markets to GPs and has hospital clients, demonstrating more versatility across healthcare segments^{medserv.ie}. In terms of technology, Medserv has custom-built systems and was audited for data protection robustness^{medserv.iemedserv.ie} – indicating a high level of professionalism. Medserv's size (51-100 employees^{ensun.io}) means a larger operation; some clients might prefer the boutique feel of HAS or MedPro, while others trust the resources of a bigger firm. Pricing-wise, Medserv is also commission-based; with larger volume, they likely negotiate rates similar to or possibly slightly lower than smaller rivals for equivalent work (though this is case by case). Medserv's presence in major hospitals in Ireland and even NHS links in the UK shows it's a **leader in market penetration**^{medserv.ie}. For a new consultant, going with Medserv might be appealing due to their one-stop-shop nature; for someone who values the long legacy of HAS or a more specialized relationship, they might stick with HAS.

- **Medical Billing Ireland (medicalbilling.ie):** Often simply called "Medical Billing", this Kildare-based company (est. 2009) is another competitor. It brands itself as "*Ireland's premier billing company*"^{medicalbilling.ie} and focuses on efficiency through technology. They work with doctors, facilities, and even "agents" (perhaps those who manage doctors' practices) to streamline billing via a secure online gateway^{medicalbilling.ie}. One highlight is their ability to do **real-time invoice generation and payment processing** – for instance, they allow doctors to process credit card payments from patients and issue receipts on the spot^{medicalbilling.ie}. This is useful for things like outpatient consult fees or medico-legal report fees (GPs or consultants can use it to charge patients directly and get paid upfront). They emphasize **automation**, claiming a track record of converting raw data files from hospitals into invoices and claim forms automatically^{medicalbilling.ie}. This suggests if a hospital provides an electronic file of procedures, they can mass-generate bills quickly (beneficial for high-volume specialties). They also highlight **group practice support**, similar to HAS and Medserv, and mention that they have assisted large radiology and pathology groups with high volume data processing^{medicalbilling.ie}. The fact that they mention working with

data integration indicates they focus on tech solutions heavily.

Medical Billing's stakeholder reach includes **doctors**

(consultants), groups, hospitals (they mention sending data back to hospitals as invoices/claim forms), and even **patients** (through patient payment support). Their approach is very much about making the billing process as efficient as possible: fewer uncollected claims (they note doctors unknowingly lose income with self-billing and that their service more than pays for itself)^{medicalbilling.ie}. **Comparison to**

HAS: MedicalBilling.ie is quite similar to HAS in core service but perhaps places more emphasis on **online automation and self-service tools** for doctors. They might offer a slightly more DIY portal (given that they have a login on their site for doctors, agents, hospitals, patients – covering all parties). HAS provides online access too, but MedicalBilling could differentiate by more advanced web features or integrations. Both are relatively small companies in staff size, but MedicalBilling has been around since 2009 and has a proven track record especially with large group practices (like radiology), which puts it in direct competition with HAS for that segment. If a consultant values a very tech-driven solution and perhaps a *self-service gateway* that connects all parties (patients, hospitals, etc.), MedicalBilling.ie might have an edge. If they value the bespoke, hands-on approach, HAS is equally strong. Pricing between them would be similar (commission basis). Given that MedicalBilling's materials highlight things like accepting credit card payments and emailing receipts^{medicalbilling.ie} – features appealing to perhaps smaller clinics and individual practices – they might attract those who want integrated payment solutions along with billing. HAS doesn't specifically advertise taking patient card payments on behalf of doctors (Medserv does, via their portal). This indicates that some alternatives are combining billing with payment processing services, which is a nice feature for certain use cases (like cosmetic surgeons or psychiatrists billing patients directly).

- **Clanwilliam Health – Claimsure/Billsure:** Clanwilliam is a health IT company known for practice management systems in Ireland. They also offer a **Revenue Management/Consultant Billing service** via their Claimsure platform. This is a slightly different kind of competitor – it's more of an integrated hospital-consultant solution. For instance, their **Billsure** system links directly with hospital patient

administration systems (PAS) and the Claimsure insurance claiming system used by hospitals clanwilliamhealth.com. Clanwilliam provides a *managed service* where a dedicated team uses these software tools to handle billing and claims from “*discharge to payment*” for consultants or even for the hospital’s own billing needs clanwilliamhealth.com. The features include rapid invoice generation (because it’s pulling data from the hospital’s system), automatic claim form completion (especially the “side 2” of claim forms which is the consultant’s part), and real-time updates on claim status and payments clanwilliamhealth.com. The advantage here is **tight integration**: if a consultant works in a hospital that uses Claimsure for insurance claims, using Clanwilliam’s billing service could mean a seamless flow of info – no double entry of data. They even mention managing consultant group billing and insurer registration as part of it clanwilliamhealth.com. This service is perhaps targeted at consultants within certain hospital networks or hospitals that want to offer an in-house solution so consultants don’t have to find their own billing agent. **Comparison to HAS:** Clanwilliam’s solution is very interesting for hospital-based consultants, as it leverages existing hospital IT infrastructure. If a consultant is in a hospital that offers this, it might be very convenient. However, it’s likely available only within specific contexts (it’s not an independent company you’d hire on your own as easily as HAS or MedPro). HAS’s edge over this is that HAS works across all hospitals universally and independently. Clanwilliam might have a pricing model perhaps contracted by hospitals or on a case-by-case basis. For a consultant, one might use HAS for most scenarios unless their hospital has deeply integrated offerings like Clanwilliam’s – in which case, they might evaluate which yields better results. HAS has human processes for bridging systems, whereas Clanwilliam’s sells the idea of “our software links everything for you.” Both aim to reduce admin; Clanwilliam’s approach is more **technology-first** (with their own platform at the core), whereas HAS is a **service-first** (with its platform as an enabler).

Other alternatives include smaller agencies or even international firms that can operate in Ireland, but the above are the main ones typically considered by Irish practitioners (Medserv, MedPro, MedicalBilling Ltd, and in some contexts, in-house solutions like Clanwilliam’s). Some large group practices or clinics might also hire billing staff in-house or use practice management software (like Socrates or Helix Health systems) to manage

billing themselves, but those are alternatives to outsourcing rather than direct competitors to HAS's service model.

In summary, **HAS vs Alternatives:** All competitors strive to **get doctors paid faster and with less hassle**. The choice often comes down to specific needs and preferences:

- If a doctor wants a **small, personal team** that has been around forever, HAS or MedPro fit well.
- If a doctor prefers a **bigger operation with extra services** (like software, secretarial support), Medserv is compelling.
- If a doctor is very **tech-savvy or part of a hospital that supports integrated solutions**, they might explore something like Clanwilliam's service or a software-driven approach.
- For **GPs**, alternatives like Medserv's GPServ or certain practice software with claim integration are more relevant, since HAS does not explicitly serve that space.
- On pricing, all are similar (commission on collections), so the differentiation is in features and trust.

Many consultants actually seek opinions from colleagues or try out a service to judge its effectiveness. It's not uncommon for a consultant to switch providers if they feel collections could be better – e.g., some MedPro testimonials mentioned switching from another billing company and seeing improvements [medpro.ie](https://www.medpro.ie). This indicates that while these services all operate on the same principle, execution matters (following up every little underpayment, responding quickly to queries, etc.). **HAS's comprehensive approach and proven track record** give it a strong competitive standing, but the **modern features and expanded scope of competitors** provide ample alternatives for a practice to consider. In the end, any of these reputable services – HAS, MedPro, Medserv, MedicalBilling.ie – can significantly streamline medical billing. The best choice will depend on the specific context (specialty, practice size, desired extras) and the stakeholder priorities (cost vs. service, tech integration vs. personal touch, etc.).

Availability of Demos or Trials

For those interested in evaluating these solutions, it's natural to ask if a **demo is publicly available**. **HAS Medical Billing**, being a service-oriented offering, does not provide a publicly accessible demo portal or trial account on its website – mainly because it's not just software you can try out, but a full service requiring onboarding. However, interested doctors can contact HAS for more information, and presumably, they might offer a walkthrough of the portal or an explanation of their process (possibly even references from existing clients) upon request. The HAS site provides a "Client Information Form" and contact details to initiate inquiries, rather than an online demo environment.

Competitors like **Medserv** and **MedPro** similarly do not have open demos where you can self-register and play with the system (since real billing involves sensitive data). Instead, they invite potential clients to request a demo or consultation. For example, Medserv's website has options to "*Request Information*" or "*Book a Demo*" [medserv.ie](https://www.medserv.ie), indicating they will schedule a demonstration (likely a live guided demo or a presentation of their platform's features). Particularly, Medserv's GPServ page has a "*Request a Demo*" button for that specific service [medserv.ie](https://www.medserv.ie), and their secretarial services page says "*Schedule a Free Demo*" [medserv.ie](https://www.medserv.ie). This implies Medserv is prepared to show interested practices how their solutions work via a demo upon contacting them. **MedPro** doesn't explicitly mention a demo on their site, but they do have contact channels and would likely be happy to provide a tour of their system to prospective clients.

In absence of a "trial version," many of these companies might provide a **free initial assessment or consultation**. For instance, MedPro's site offers a free quote and might discuss how their process would apply to your practice. HAS might similarly review a doctor's current billing situation and propose how they could improve it – essentially a sales consultation rather than a software trial.

If by "demo" we consider **publicly viewable media**, there might be recorded webinars or videos. As of now, none of the sites show a video

demo publicly. Perhaps on social media or YouTube, one might find introductions or client testimonials but those would be marketing, not an interactive demo.

So, the bottom line: **No, there is no publicly accessible self-service demo for HAS's solution.** Interested users should reach out to HAS for a personalized demonstration or discussion. The same is true for most competitors in Ireland's market – they operate on a consultative sales approach due to the customized nature of the service. This is common in healthcare services because of privacy and the tailored setup required for each practice. The closest to "public demo" is Medserv's explicit demo scheduling, which still requires contacting them, and Medserv/MedPro's detailed website descriptions that at least give a flavor of the user experience (e.g., screenshots or descriptions of portal capabilities).

Those who want to evaluate the user interface might request to see screenshots or a dummy account during a meeting with the provider. And for a trial, sometimes a provider might offer a short-term contract or the ability to exit if not satisfied (for example, Medserv's contract allows termination on one month's notice after the initial period [medserv.ie](https://www.medserv.ie), and presumably HAS would similarly not lock clients in long-term without satisfaction). This effectively lets a doctor "try" the service for a few months in real operation with minimal risk beyond the commission fees during that period.

Conclusion

In conclusion, **HAS Medical Billing** is a highly comprehensive billing solution tailored to the Irish healthcare context, with a rich feature set that covers the entire billing and revenue management process for medical consultants. Its long-standing presence since 1984 and strong reputation underscore its reliability and effectiveness in maximizing private practice income for doctors [has.ie](https://www.has.ie). Key features like full-service invoice generation, diligent claims follow-up, an interactive client portal, and end-of-year financial reporting support make it an attractive choice for consultants

seeking to offload their billing workload^{has.iehas.ie}. Stakeholders including consultants and their staff benefit from reduced administrative burden and improved cash flow, hospitals benefit from smoother integration of consultant fees into overall claims, and even accountants appreciate the thorough documentation and reports provided^{has.iehas.ie}.

When compared to **contemporary solutions**, HAS holds its own through a combination of experience-driven expertise and personalized service. Competitors like **MedPro** and **Medserv** offer similar commission-based services with modern twists – MedPro focusing on boutique personalized support, and Medserv offering a broader suite of practice management services. Both MedPro and Medserv, like HAS, aim to expedite payments and reduce errors, and they have introduced their own innovations (be it technology platforms or extended services for GPs and secretarial tasks). None of these services charge upfront fees; all rely on a percentage of collections, making the cost largely dependent on how much they help increase those collections^{has.iemedpro.ie}. In broad terms, a practice can expect to pay a mid-single-digit percentage of revenue for any of these quality billing services, which is a justifiable expense if it results in significantly higher net income and saved time.

For **all stakeholders – consultants, GPs, hospitals, and support staff** – the goal of any billing solution is to streamline the flow of funds from patient or insurer to provider. HAS excels for hospital-based consultants and specialist groups, offering a tried-and-true method to ensure that every procedure and visit is billed correctly and paid promptly. GPs, who are more peripheral in HAS's current client base, have alternative solutions (like Medserv's GPServ) that address their specific billing processes, though the concept of outsourcing billing could apply to them as well in certain scenarios^{medserv.iemedserv.ie}. Hospitals indirectly gain when doctors use professional billing services, as it leads to more completeness and accuracy in claims submitted – something that companies like HAS and Clanwilliam (with its integrated approach) both aim to facilitate^{has.ieclanwilliamhealth.com}.

In choosing between HAS and its competitors, practices should consider factors such as: the need for additional services (e.g., practice management software or secretarial support, which might lean one towards Medserv), the preference for a smaller vs. larger firm, any specialty-specific expertise, and personal comfort with the team. HAS's edge is its focused expertise in **Irish private practice billing and a reputation for first-class, reliable service**^{has.ie}. It may not have the flashiest website or broadest service menu, but it delivers on the core promise: *when the doctor gets paid, the doctor can be confident everything was handled and nothing was left on the table*^{has.ie}.

Finally, while no public "demo" of HAS's system is freely accessible, interested practitioners can and should reach out to these providers for a guided demonstration or consultation to see the interfaces and reports. Given the importance of financial operations, doing a bit of due diligence – such as speaking to current users of HAS, MedPro, or Medserv – can provide insight into real-world performance. Each of these solutions has success stories, and indeed many consultants have switched between them to find the best fit for their workflow^{medpro.ie}. The good news is that **all major players, including HAS, operate on short notice periods and aligned incentives**, meaning a doctor can try one with minimal risk and switch if needed.

In summary, **HAS Medical Billing stands out as a top-tier solution in Ireland for consultant billing**, offering a full-featured, stakeholder-conscious service that has kept pace with changes in healthcare billing. Its combination of an advanced billing portal and diligent human follow-up provides confidence of getting paid fully and faster^{has.iehas.ie}. When measured against its peers, HAS is very strong on fundamentals and has adapted well, though practitioners with broader needs might examine what competitors provide in addition. The ultimate goal for any healthcare provider is to ensure their hard-earned fees are collected efficiently – and in that mission, HAS and its fellow billing solutions are invaluable partners. By relieving doctors of billing burdens, these services (led by HAS's example over decades) allow healthcare professionals to dedicate more time to patient

care, which is a win-win outcome for all involved in the healthcare delivery chain.

Sources: HAS Medical Billing Official Website [has.ie](https://www.has.ie/); MedPro Billing Solutions Website [medpro.ie](https://www.medpro.ie/); Medserv Company Info [medserv.ie](https://www.medserv.ie/); Medserv GPServ info [medserv.ie](https://www.medserv.ie/); MedicalBilling.ie Overview [medicalbilling.ie](https://www.medicalbilling.ie/); Clanwilliam Health (Claimsure) Description [clanwilliamhealth.com](https://www.clanwilliamhealth.com/); HAS Fee Structure [has.ie](https://www.has.ie/); MedPro/Medserv Terms and Pricing info [medpro.ie/medproservices.net](https://www.medpro.ie/medproservices.net).

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