



ScripNet, Kelly Schick

BY SARA CURETON, Las Vegas Business Press

ScripNet is in the business of cutting the costs of prescriptions to reduce the cost of workers' compensation claims. Kelly Schick brings 20 years of a sales and medical background to the table in her role as the company's national sales manager.

"She has worked tirelessly to improve the already high degree of customer service provided to our clients, which has resulted in ScripNet's national reputation as a leader in its field," said Sharon Planchunas, director of human resources of ScripNet.

To get the word out to potential clients, Schick is often on the road at health industry conventions and trade shows. Since the company created its sales department in late 2005, Schick and ScripNet's sales team have increased the company's monthly revenue by more than \$500,000. And, of course, they're still trying to build that client roster with plans to double current revenues.

"The business has grown quite a bit through our efforts," Schick said of her various networking efforts. Still, health is the kind of business that has to be marketed with care: "My goal is to grow the business and to make a more visible company, and to do it in a way that is not sloppy."

ScripNet does its business over the Internet -- a technologically advanced approach in an industry notorious for being a paperwork nightmare. Historically, there is a 30-to-60 day waiting period for insurance claims, about one-third of which are disallowed or deemed unpayable. Using an immediate, online prescription-verification system, ScripNet cuts operating costs and passes the savings on to both insurers and patients.



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Schick shares her personal success with all members of the ScripNet staff. "It makes it easy when you have a good management team behind you," Schick said. "With the company at the size that it is, I have easy access to department heads and we all have a good rapport with each other."