

CASE STUDY

How The Spiegel Center Saves Money & Time



The Spiegel Center is an extremely successful plastic surgery practice, drawing patients from all 50 states and more than a dozen countries worldwide. Yet, as a boutique practice, controlling costs on three full operating rooms with the very latest in equipment is always a priority.

So when the practice learned about the Nitra Visa Business Card at a medical conference, the doctors were interested. “The card is targeted to clinical practices, so there are benefits and rewards for our kind of spend—it made sense,” said Brian Miller, director of operations and business development. “We are an organization that pays our bill entirely every month, so those rewards are valuable.”

Miller said inventory costs run to tens of thousands of dollars every month, meaning that cash-back rewards and points add up to real savings. “Credit card expenses, especially in high dollar transactions, are always items that are flagged as an opportunity,” he said.

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New Tools for Efficiency

The practice also takes advantage of Nitra's smart functionality to reduce manual work, save time and increase efficiency. For example, an auto reconciliation feature makes reconciling receipts and categorizing transactions simple and an integration with QuickBooks facilitates on-demand reporting.

"You can submit your receipts by email or by text, and it automatically connects them to the charge and categorizes them," Miller said. "The receipt tracking is cool. It's a time saver."

Miller also uses Nitra's capability to generate virtual cards—at no charge—to track spending more easily. He set up 10 virtual cards on the practice account, one for each vendor for operating room inventory. The system gives him operational information at a glance. "Virtual cards are great," Miller said. "I have a really quick and easy way to look and see what our spend is without having to go into the accounting system."

Miller also appreciates the additional protection. "With fraud so prevalent in the industry right now, it provides the opportunity for me to shut down just one card," Miller said.

Miller said Nitra's customer service team has also been helpful, ensuring that everything runs smoothly. "They have been so responsive at every single level," he said. "Anytime I send a request, I get a response immediately. They've been great."



Key Results

- Rewards and points save thousands of dollars on operating room inventory and other expenses
- Automatic reconciliation saves hours of manual work
- Quickbooks integration simplifies reporting
- Virtual cards make cost tracking easy and protect against fraud

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