onpay

CLIENT STORIES

OnPay helps Gans Dental streamline payroll to **boost productivity** and **focus on client care**

Founder Michael John Gans, DMD, understands that delivering exceptional dental care also requires an efficient approach to practice management and payroll.

HOW IT ALL STARTED

A captain's journey from serving the nation to serving smiles

Michael John Gans, DMD, founder and owner of Gans Dental, has been practicing dentistry for over thirty years. After graduating from Saint Vincent College with a Bachelor of Science in Chemistry, Dr. Gans earned a Doctor of Dental Medicine degree from the University of Pittsburgh School of Dental Medicine. After graduating, his career took flight as he joined the United States Air Force, serving as a captain and general dentist — honing his skills and commitment to serving others.

Following military service, Dr. Gans's career path took him across different parts of Pennsylvania. He took on associate roles in dental practices across the state before establishing his own private practice in 1995. As his practice expanded, so did his commitment to advancing the profession and professional growth.

He became an active member of several professional organizations, including the American Dental Association (ADA), the Pennsylvania Dental Association, and the Dental Society of Western PA, serving in a number of leadership positions. The time spent in each of these roles was always balanced with ongoing education to stay current on the latest techniques for keeping clients happy (and their teeth healthy).

ABOUT THE CLIENT

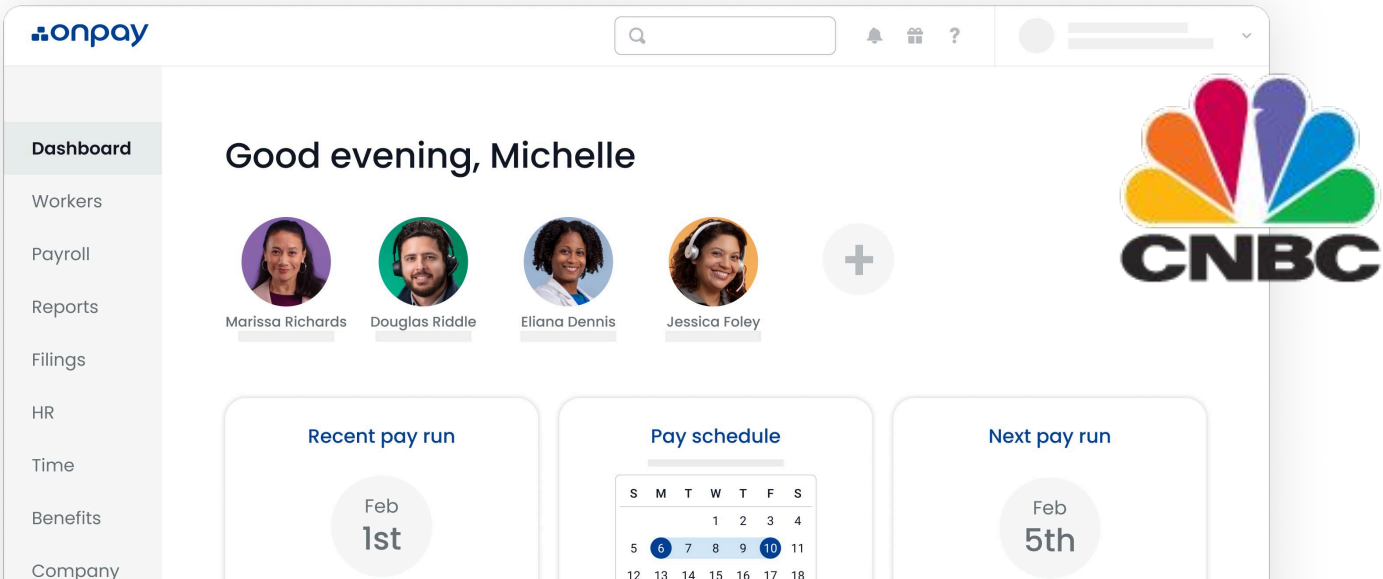
Gans Dental

Located in the heart of Pittsburgh, Pennsylvania, Gans Dental provides exceptional care to patients aged 2 to 102. Offering a wide range of services, from routine cleanings and root canals to cosmetic enhancements.

With an unwavering commitment to excellence, Gans dental strives to ensure every smile they touch beams with health and happiness.

Where: Pittsburgh, PA
Company Size: 6+ employees
Client Industry: Dentistry | Healthcare | Medicine
Joined OnPay: January 2020

> *Gans Dental needed a cost-effective online solution to keep payroll and admin tasks simple. With OnPay, they cut payroll costs and streamlined operations, freeing up more time to focus on brightening smiles.*



Today, Dr. Gans's focus remains on providing exceptional care to his diverse clientele. From toddlers to seniors, the practice caters to a wide range of dental needs, from routine cleanings to root canals and even cosmetic enhancements such as implants and teeth whitening.

THE CHALLENGE

Finding the right payroll partnership – as a team of one

In the early days of his dental practice, Dr. Gans handled everything himself — scheduling patient times, treating clients, and running payroll. However, as his client base expanded, managing all the bookkeeping and compliance-related tasks quickly became a balancing act. To free up time for growing his team, he first worked with an accountant before switching to a payroll provider. This allowed him to hire a front desk team of three, two hygienists, and an assistant to keep pace with client growth.

Things took an unexpected turn with the previous provider when he was charged with several surprise fees, nearly doubling his monthly costs. With pricing now outside his comfort zone, the timing was right to make a change.

He knew he needed:

- Payroll software without hidden fees for anything — including tax filings, pay runs, or expert support
- A simple online solution to keep payroll and admin tasks straightforward
- The option to pay his team by direct deposit, track PTO, and automate onboarding

With OnPay, Gans Dental:

Spends **less than 3 hours** a week on payroll

Saves thousands of dollars annually since switching payroll providers

Focuses **more time on nurturing client relations**

THE SOLUTION

Boosting productivity (and savings) through the OnPay x ADA partnership

Dr. Gans's search for a new provider began in the fall, a time of year when many small businesses start to consider switching payroll providers. After looking on his own, peers within the ADA network — one of the largest networks of dental professionals in the world — suggested he contact OnPay. Having had positive experiences with other ADA-recommended vendors, he decided to give OnPay a call.

He was immediately impressed by the range of features and perks available through the OnPay x ADA partnership, and it was reassuring to know that ADA's team thoroughly vets each of its partners. As an added benefit, he could take advantage of a one-month trial. With OnPay exclusively endorsed and preferred by the ADA Member Advantage Network, Dr. Gans could be confident the recommendation was reliable (and that other dental offices were also clients).

> *"OnPay is a great service, at a reasonable cost."*
>
> **Dr. Gans,**
> Gans Dental

PRESENT DAY

Seamless payroll keeps this team smiling

With OnPay's help, Dr. Gans is able to run operations more efficiently without getting bogged down by the time constraints of payroll and HR tasks. Now, he's able to complete payroll in under 3 hours a week. This newfound efficiency allows him to invest more time in training his team, nurturing client relationships, and enjoying family time with his three daughters and two grandchildren. Payroll has become stress-free, and Gans Dental has found a payroll solution that is seriously easy to use (and built to scale as his business grows).

For more information:
onpay.com

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