MEANINGFUL USE 101

Selecting the **WRONG EMR** can cost you **Time & Money**

This presentation will provide an insider’s view of the most critical aspects of demonstrating ‘Meaningful Use’ . . . with an EMR
All Complete Electronic Medical Records have the Tools to Demonstrate Meaningful Use

But Are they the Most Efficient Tools?

‘Rule of Thumb’
‘When evaluating an EMR’

• Demographic Data should not require multiple entries
• Meaningful Use based on Age, Meds, & Lab Results should automatically sort
• Numerators, Denominators, and Percentages should automatically compute
• CPOE and e-Prescribing should be ONE seamless function … not TWO
• The EMR should not require that third party software be installed on your computer*
• Electronic Claims Billing should be integrated into the Medical Record*

* Check ONC-ATCB Certified Vendors Web Site to confirm ‘no additional software needed.

** Ultimately Electronic Billing will be required, but for Data Entry Seamlessness, it should be in your EMR now
If You Follow the Rule of Thumb . . . your EMR will easily allow your Practice to realize additional revenue

- Through you performing some of the many Preventive Services that are now being encouraged by Medicare Medicaid and Commercial Health Plans.

- Through Collaborative Effort between you and your Colleagues, in building Health Information Exchanges. Whereby generating thousands of dollars annually of additional revenue ... Just like the Hospital Systems are doing.

- Purchase or Lease a complete ‘PERSONAL EMR SYSTEM’ these system range in cost of $20,000 to $27,000. Leaving at minimum $17,000 of Incentive Bonus dollars for you to use at your discretion.
What Type EMR Would Be Best for my Practice?

There are several factors one should consider, and then that must be balanced with convenience, ease of use, and price. As a rule of thumb, never purchase more than what’s required.

In the case of EMR software purchasing, the standard has been set for you. So your purchase decisions should start based on features that are required to get your incentive dollars. REMEMBER, in order to qualify for the incentive dollars, you must have a "COMPLETE EMR system".

A complete EMR system can be obtained through purchasing a EMR certified ‘Complete’ or by purchasing a group of “certified Modules" that combined together constitute a COMPLETE EMR system.

Due diligence is the buzz word when comparing EMR systems, particularly when considering EMR Modules. The main drawback with modules is compatibility. Does one have to enter the same basic data into each module? This is generally true, if the modules are from different Vendors.

CAUTION: Don’t take the Vendors word… make them demonstrate the modules compatibility with other modules.
What About Cloud Computing?

Sounds High Tech . . . But

If you are considering an Internet hosted EMR solution (Web Portal), keep in mind that the Internet is NOT forgiving. By that I mean when the Internet is working its GREAT! But what if it’s slow on a particular day and your office is packed. Does the Office efficiency suffer because retrieving Patient Medical Records is down to a snail's pace? What happens if the Internet completely shuts down (bad weather, your ISP has a problem, or maybe you forgot to pay your Internet bill)? Will your Office have to close because you don’t have access to your Patients medical records?

What about Patient Privacy & Security Breaches. If someone hacks into your Online EMR … even though you don’t run the Website, you are still legally and financially liable for your patients stolen personal information.
Another area of contention regarding Web Portal Access to an EMR system is where office based Providers are leasing time on a Hospital based EMR system. Who owns the Patient Data? Invariable the Hospital; that means you as the provider only have rights to that data, when the Hospital says you have rights. What if you are affiliated with more than one Hospital, will you need to lease additional EMR systems (more than likely because Hospitals don’t like to share Patient Data)? What rubs salt into this wound is that Hospitals will want you to reassign your Incentive Payments to them, *don’t do it!* What if you change hospital affiliations? What if you move your Practice? Now you have no access to a Medical Record nor do you have any incentive money.

I Thought I Owned My Patients Records?
One final point regarding Providers using a Hospital based EMR. Because there are so many unanswered questions, I would refrain from obtaining this type EMR system. Don’t be mislead, even if you are employed by the Hospital as an Inpatient Provider and your workload is not greater than 90% Inpatient, then you **personally qualify** to get and use your incentive money on the purchase of your own EMR system.

**Providers be aware,** all ‘COMPLETE EMR’ Systems whether Inpatient (hospital) or Ambulatory (physician office) are capable of submitting and receiving (sharing) Healthcare Data with any other Inpatient or Ambulatory EMR system that is ‘certified complete’. The safe bet is to use your ‘Meaningful Use’ incentive dollars to obtain your own EMR system.

For Independent Healthcare Providers, a COMPLETE EMR System that is installed on **your Office Computer** will probably serve you best.
With The Right Electronic Medical Record
Meeting **Meaningful Use** . . . Really Is . . . Just

Introducing . . .

**The Physicians – Practitioners Office Assistant**

The Only Software Your Office Will Ever Need!
GOOD NEWS . . . .

EMR’s
just got AFFORDABLE
Now, no matter what size Practice you have, you too can have a 21st Century
BILLING - BOOKEEPING
ELECTRONIC RECORDS SYSTEM
It’s Easy to Use
Click a category .... make an entry .....it’s just that simple.
Click a category ...
put in a date ... all previous encounters display

Automatically Creates:
• A Patient Chart number
• A Chart Data Entry Number
• A Provider’s Digital Signature

Featuring:
e-Prescription - Document Scan
Electronic Laboratory Test Ordering

Our All in One Productivity Pac
with
Data Up-Link
WILL MAKE SURE YOU GET PAID !
this Software works for:
Medical * Dental * Physical Therapy * DME * Home Health * Nurse Practitioner

Call Now and request your Online DEMONSTRATION
See how easily you too can begin to do your Charting, Billing, and Bookkeeping with one simple process.

ELECTRONIC SERVICES TECHNOLOGIES
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or email
jwilliams@electronicservicestech.com

The Physicians - Practitioners Office Assistant
Vendor: Electronic Services Technologies
Certified Date: October 6, 2011
Product Name: Physicians – Practitioners Office Assistant
Version 3.0

Clinical Quality Measures tested: NQF0013, NQF0024, NQF0028, NQF0421, NQF0038, NQF0041, NQF0059, NQF0061, NQF0064, NQF0070, NQF0081
No Additional software required

This Complete EHR Module is 2011/2012 compliant and has been certified by an ONC-ATCB in accordance with the applicable certification Criteria adopted by the Secretary of Health and Human Services. This certification does not represent an endorsement by U.S. Department of Health and Human Services or guarantee the receipt of incentive payments.
What’s The Difference between The Physicians – Practitioners Office Assistant And Other EMR’s ? . . . You might Ask

Simple . . .Our EMR was designed to meet the Meaningful Use guidelines

Our Competitors Simply Stuffed Meaningful Use into their existing EMR Platform

The Physicians – Practitioners Office Assistant:
Easy to use
Lite Weight
Automatically produces Meaningful Use Reporting Numbers

Competitors EMR:
Complex
Bulky
Difficult to use
Time consuming
YOU NEED OUR EMR
All in One Productivity Pac with Data Up-Link
The Physicians - Practitioners Office Assistant
ELECTRONIC MEDICAL RECORD & BILLING SOFTWARE FROM ELECTRONIC SERVICES TECHNOLOGIES
Send & Receive e-Prescriptions * Lab Orders * Patient Summaries

SIMPLE
FAST
EFFICIENT

⇒ YOUR BOOKKEEPING
⇒ YOUR MEDICAL RECORDS
⇒ YOUR INSURANCE CLAIMS

All Completed In One Easy Process

HIPAA COMPLIANT

Certified as a COMPLETE EMR

ALL DATA IS TRANSMITTED OVER A PRIVATE NETWORK . . . Therefore
With the Physicians-Practitioners Office Assistant

⇒ Clearinghouse Fees - Included
⇒ Maintenance Fees - Included
⇒ Code Update Fees - Included
⇒ Internet Interface - Included
⇒ Security Encryption - Included

Plus . . .
Client Receipts, Patient Statements, and Appointment Scheduling are all included in this Fabulous Software.

Concerned about an Audit ?
Don’t worry . . . our Medical Record uses Powerful Relational Databases. So retrieving your Patients history is only a few keystrokes away !!
Why Buy When You Can Lease!

With Our Lease Program you get to Keep $17,000 of your incentive money

Advantages of Leasing:

• NO LONG TERM COMMITMENTS
  After your initial demonstration, if you like the `PHYSICIANS – PRACTITIONERS` OFFICE ASSISTANT we’ll set you up on a LOW monthly lease payment
• NO CREDIT CHECKS …. NO FINANCE CHARGES
• If you have a NATIONAL PROVIDER NUMBER (NPI) you qualify!

• No Large Cash Down payment
  You simply pay the First & Last Month lease payment.
• No Obsolescence
  Don’t worry about leasing a software dinosaur … If our software at any time fails to meet the certification guidelines, the lease can be terminated with no penalty to you!
• No Depreciation Tax Write off Schedules Required
  Because the Software is being used completely for business purposes, you can write off each lease payment as a monthly office expense … just like any other office expense.
• BONUS
  Just for accepting our promotional offer, we will design and setup a Web Page for your Practice FREE …
• We can even make it a Secure Interactive Web Site.
  • Accept Patient Appointments
  • Prescription Re-fill Requests
  • Patient Lab Results
  • E-visits
Incredible ….

Using The Physicians – Practitioners Office Assistant

Only 6 easy steps are needed to demonstrate Meaningful Use

• Enter Patient Demographic Data (one time entry)
• Record Patients Problems, Allergies, Medications (when needed)
• Record Patients Test Requests (when needed)
• Record Blood Pressure, Height & Weight on every office visit
• Record HPI Summary on every office visit
• Record a Meaningful Use Function (if required)

Try Our ‘the Physicians-Practitioners Office Assistant’

ELECTRONIC MEDICAL RECORD
ELECTRONIC BILLING SYSTEM
ELECTRONIC BOOKKEEPING SYSTEM

OPTIONS AVAILABLE:

*SINGLE USER

Only $375.00 per month . . . complete

*MONTH TO MONTH LEASE

Got an NPI Number ?
No Credit Check Needed !

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