


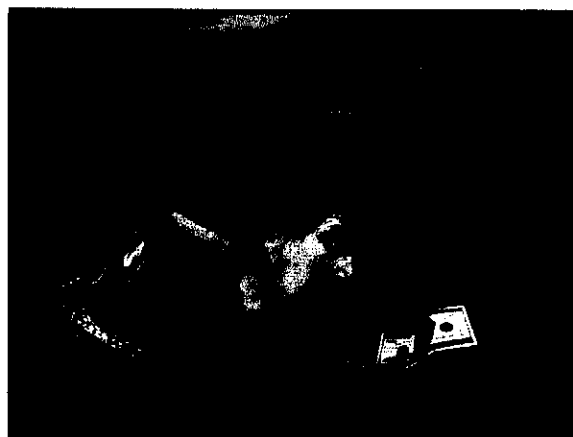
## MSNVA - EHR and PMS Solution



- Revolutionary Innovation
- EHR Growth Accelerating
- Improve Efficiency & collections
- Engaging patients in care
- Compliance


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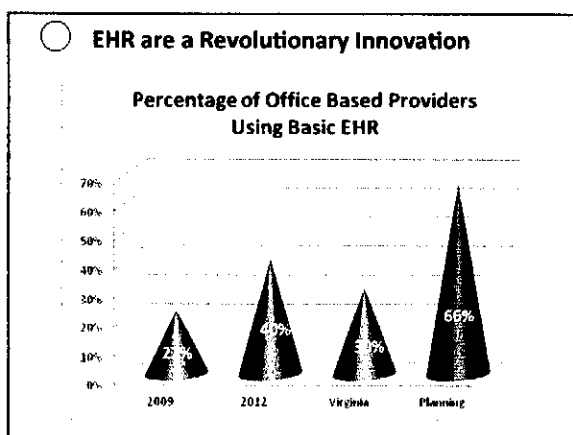


○ Many industries go through a cycle of Revolutionary Innovation

Computerization has transformed farming from simple machines and crop rotation

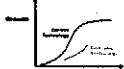




Today high tech agriculture: GPS seeding, soil water and nutritional monitoring, and remote control equipment doubling agricultural output

○ Healthcare is going through the same Revolution Innovation because ...

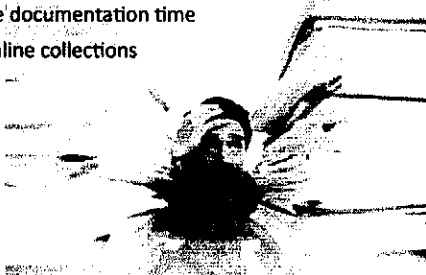
1. **High Cost of Care:** Strong demand to improve operational efficiency to reduce cost
2. **Desire to Improve Care:** Engage patients in their care to improve wellness
3. **Government Compliance/ Incentives:** New laws penalize lack of eprescribe, PQRS and EHR use and require better diagnostic coding (ICD10)

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○ Improve Efficiency and Reduce Cost

- Eliminate up front paper work and clinical data entry
- Reduce documentation time
- Streamline collections



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**Eliminate paper and data entry**  
*Save \$200 to \$400 per day*

Portals will become more intelligent and interactive with patients using speech recognition

Electronic Forms

1. Demographics
2. Insurance
3. Current medications
4. Allergies
5. Past Medical
6. Surgical
7. Family History
8. Social History
9. Custom Forms
10. HIPAA
11. Consent

Templates are shown based on the type of visit and synchronized back with EHR

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**Reduce Documentation Time**

More than a 1/3 of a physician's day is spent working on clinical notes (May Clinic Study, 2010)

- Get Patients to enter as much information as possible
- Receive as much information electronically as possible (Labs, past medical/surgical from HIE)
- Use templates, pulling data from prior notes, and speech recognition to speed the process

Find a flow that is optimal for you!

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**Streamline collections**

- Automate eligibility checking
- Check copay, coinsurance, deductible, and outstanding balance
- If patient can not pay full amount owed, setup a monthly payment plan with credit card authorization

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**Engaging Patient in Care**

- Improve communications and provide information to patients via the portal
- Analyze and monitor data and send recommended follow up care to your patient
- Remind patients of appointments or test to increase compliance

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**Improve Communication and Relationships**

*2005 UC Davis Study of 5971 patients/260 providers*

90% want to communicate with their physicians electronically  
 56% say it would influence their choice of physician

Solution: Patient Portal provides access to messaging, notes, medical history, test results, and educational resources

- Messaging decreased need for phone calls
- More reliable and traceable communication
- Online communication improves relationships with patients

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**Analyze, Monitor, and Notify**

- Rules can be set to analyze the patient base to send wellness reminders and monitor care:
  - Annual Exam
  - Flu Shot
  - Manage Diabetes: A1C
  - Pap Smear
  - High Cholesterol
  - High BMI – Diet
  - Even a birthday and many more
- This improves care, prevents problems, generates revenue, and builds a better relationship with the patient

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○ **Compliance**

These programs require a certified EHR:

- Meaningful Use Stage 1 and Stage 2 – Required 2015
- PQRS – 1.5% penalty 2015
- ePrescribe – 1.5% penalty 2013
- ICD10 – use for billing in October 2014

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**Embrace technology and innovate your practice for smooth sailing**

