

10 Reasons to Choose McKesson's EHR Solution for Independent Practices



Award-Winning Solution



"We were not only looking for a good system, but also for a good company that was responsive to its customers."

- Mike Maxwell, M.D.
Family Medicine of Port Angeles

Industry Leadership



Practice Partner v9.5,
Medisoft Clinical v17 sp1
and Lytec MD 2011
CC-1112-589589-1

Learn more at: mckesson.com



Ambulatory EHR



* McKesson's Practice Partner v9.5, Medisoft Clinical v17 sp1 and Lytec MD 2011 are 2011/2012 compliant and were certified as a Complete EHR by the Certification Commission for Health Information Technology (CCHIT®), an ONC-ATCB, in accordance with the applicable certification criteria for eligible providers adopted by the Secretary of Health and Human Services. This certification does not represent an endorsement by the U.S. Department of Health and Human Services or guarantee the receipt of incentive payments.

**Practice Partner v9.4, Medisoft Clinical v16 and Lytec MD 2010 are CCHIT Certified products for Ambulatory EHR 2011.

10 Reasons to Choose McKesson's EHR Solution

With countless electronic health record (EHR) vendors vying for your attention, we know it's getting awfully loud out there. To help tune out the noise, we've outlined what to look for in a company and product – and why McKesson's EHR solutions – Practice Partner®, Medisoft® Clinical and Lytec® MD are the best choice for your practice. Simply put, we've helped thousands of physicians increase productivity and enhance quality of care. We can do the same for you. Here's how:

1. Experienced, Established, Proven

- McKesson is committed to providing a complete solution – including software, billing and collection services, supplies, and connectivity – to physician practices regardless of size, specialty or geographic location
- Utilized by more than 100,000 physician practices daily

2. Unmatched Third-Party Validation — Year after Year

- "Dragon Certified EHR" for Nuance's Dragon® Medical Speech Recognition
- Best EHR and Practice Management System — AC Group 2004-2009 (6th consecutive year)
- American Academy of Family Physicians (AAFP) Survey — High rankings in overall satisfaction, ease of use and functionality, quality of care (2008, 2009)
- Selected to participate in the American College of Physicians (ACP) EHR Partners Program 2009-2010

3. An Industry Leader — Active in the Following Organizations

- Electronic Health Records Vendor Association
- Certification Commission for Healthcare Information Technology (CCHIT®)
- HL7 (EHR Standards)
- DOQ — IT Project

4. Home to a Positive, Collaborative, Thriving User Community

- Long standing annual User Group Meeting attracts hundreds of users nationally
- Active customer forum with more than 3,000 members
- Online template and content sharing
- Active customer advisory committees

5. Increased Physician and Practice Productivity

- +Choice of Data Entry Methods
- Flexible progress note templates accommodate different physician styles
- Speech recognition (integrated with Dragon Medical)
- Touchpen, free typing and handwriting recognition
- Dictation
- Instant Medical History

+Efficient, Comprehensive Documentation

- Bright Note Technology™ — synchronizes data across the entire patient chart from a single point of entry
- Transcription files can also populate entire patient charts
- Single-screen progress note entry saves clicks and eliminates "jumping around"
- Automatically insert chart data into the note (e.g., recent lab results, medications, problem lists, overdue health maintenance items, etc.) — Automated Evaluation and Management (E&M) coding wizard

+Improved Workflow Saves Time and Labor

- Provider dashboard provides info all in one place — from messages to review bin items to provider schedule
- Secure messaging for communication inside and outside the office
- Review bin enables quick review of notes, documents, and lab results

- The Zoom document imaging solution makes loading paper and faxed documents a breeze

+Improved Back Office and Front Office Efficiency

- Easy, accurate 10-key batch posting
- Electronic encounter forms
- Electronic remittance
- Electronic eligibility checking
- Quickly scan photos, insurance cards, consent forms, etc.

6. EHR and Practice Management Integration

- Powerful information sharing (e.g., scheduling staff can view overdue health maintenance items and billing information)
- Eliminate paper superbills — the solution automatically creates an electronic encounter form when you complete a progress note
- Demographic data is always up-to-date
- Integrated messaging system connects all staff members
- Easier setup — shared security settings; shared provider, practice and user data

7. Improves Your Quality of Care

+Evidence-Based Content at the Point of Care

- Embedded progress notes content and reminders
- Thousands of patient education handouts
- Knowledge-based links to clinical guidelines from National Guideline Clearinghouse, USPSTF and more

+Automated Health Maintenance Reminders

- Protocols by age/sex, diagnosis, medication and individual patient

- Reminders appear when you schedule the visit, when you open the cart, and at the point of care in the progress note

+Effortless Medication Management

- Drug checks — drug interaction, drug/allergy, drug/disease, drug/diagnosis
- Sophisticated drug dose advisor
- Alternative drug suggestions
- Formularies, drug cost information
- New prescription automatically triggers health maintenance protocol

+Quality Reporting and Research Network

- Provides quarterly reports measuring more than 50 clinical parameters (e.g., percentage of diabetics with A1c under 7, percentage of Coronary Heart Disease patients on aspirin therapy, etc.)

+Order Entry Helps You Close the Loop

- Quickly view all overdue orders
- Incoming lab results and documents automatically update order status

8. Connected to the Community

- McKesson Connect™ enables physician practices to exchange data with other practices, patients, hospitals, payors and pharmacies
- Increases efficiency in the procurement, installation and maintenance of interfaces and facilitates health information exchange, a requirement for meeting “meaningful use” and receiving incentive payments under the American Recovery and Reinvestment Act (ARRA)
- Diagnostic devices — ECG, spirometry, vital signs monitors, glucose meters

- Electronic prescribing through the Surescripts® network
- The Web View® solution — connect with patients and consultants
- Continuity of Care Record (CCR)

9. Affordable Pricing

- Straightforward, transparent, affordable pricing
- Proven return on investment
- Application Service Provider (ASP) subscription model available
- Flexible leasing options

10. Dedicated Customer Service

+Responsive Support and Service

- Receiving real-time feedback from 300 customer service surveys per month
- 24x7 support available
- East and West coast support offices

+Extensive Consulting Services

- On-site software training
- Web-based software training
- Workflow evaluation and design consultations
- Quality improvement consultations
- Hardware and networking services

“We wanted to develop a relationship with one company we could trust.”

*- Kathleen Green, Office Manager
Kitsap ColoRectal Surgery, Inc., P.S.*

Productivity Case Study

High Ridge Family Practice,
Stamford, Conn.

- Annual gross charges increased 30% after first year
- Turnaround on insurance payments reduced from 45-60 days to 14-21 days
- Used electronic encounter form and eliminated manual data entry errors

ROI Case Study

Urology San Antonio,
San Antonio, Texas

Annual Financial Impact:

- Cut transcription costs by \$150K
- Reduced labor costs by \$144K
- Trimmed supply costs by \$40K
- Increased revenue by \$360K due to improved coding
- Net impact: \$700K per year
- Positive ROI of \$800K per physician

Quality Case Study

Spokane Internal Medicine,
Spokane, Wash.

- Finished No.1 among 154 regional practices on compliance with Premier Blue Cross chronic-care quality initiative
- Tested blood glucose levels of more than 87% of diabetic patients last year
- Successfully established a robust ancillary services group
- Reduced interface costs for receiving third-party data

Cookeville Primary Care Assoc.,
Cookeville, N.C.

Quality Improvements:

- % of hyperlipidemia patients on anti-platelet therapy rose from 32% to 58%
- % of CHD and stroke patients with LDL < 100 rose from 57% to 71%
- % of atherosclerotic patients with an LDL measure in the past year rose from 56% to 75%

"I am in no way a guru; McKesson's EHR is straightforward and easy to build on."

- *Michael E. Cohen, M.D.*
Private Practice, Neurology

"McKesson's EHR has helped us improve productivity, reduce denied claims, and realize labor savings."

- *Jamie Loehr, M.D.*
Cayuga Family Medicine

"We receive between 450 and 500 healthcare documents each day. Just 5% arrive on paper."

- *Tom Carli, Administrator*
Spokane Internal Medicine

"I wanted a fully integrated software system that would allow my practice to operate as efficiently as possible. The McKesson EHR system has succeeded in this objective."

- *Alan Falkoff, M.D.*
High Ridge Family Practice

McKesson

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