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Selecting an EMR



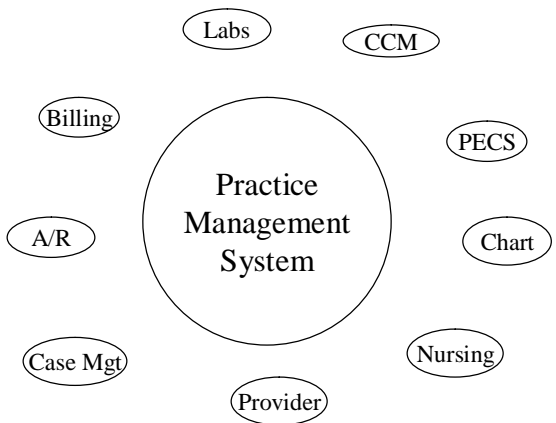
Data to Decision

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Where are you now?



Practice Management System

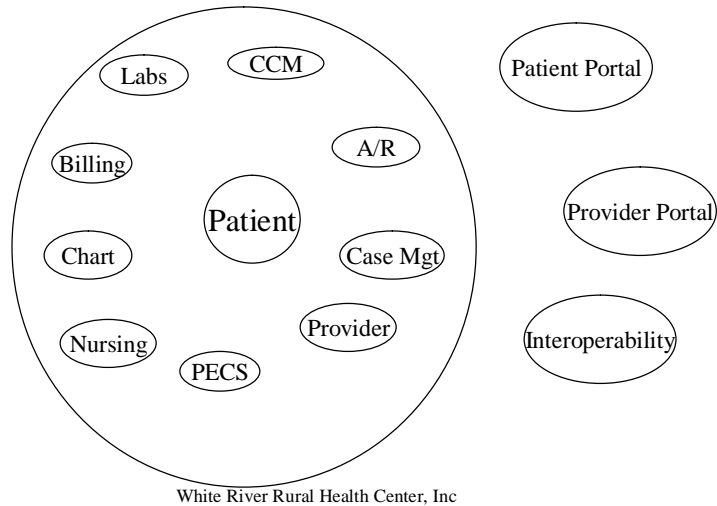
Labs CCM PECS Chart Nursing Provider Case Mgt A/R Billing

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Where we need to go



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The Data Role on care

- Drives decision of care
- Drives the delivery of care
- Drives continuity of care
- Drives the influence of care
- Drives the decision to change

- **THE MAJOR INFLUENCE ON CARE**

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The data role on business

- How and when you bill
- How you receive payments
- FQHC Insurance Woes
- Payer Mix
- Aging
- A/R

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Decisions to support change

- Know where you are currently at
 - Map all areas and processes
- Know where you want to go
 - Decide what can change after mapping
- Nothing was ever changed successfully without determining where you are and deciding on where you want to be.

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Selecting and EMR

- Nothing can prepare you for the deluge of salesmen
- Like a carnival - It looks fun and smells good outside the gates - Once inside the money is spent.
- Everyone has “bells and whistles” they like to tout.

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Selecting an EMR

- Select no more than 6 vendors you “like”
- Put them to the test
 - Have demo’s
 - Invite your non-technical providers
 - Have written care scenarios to present
 - Make sure the sales rep knows his product
 - Should be able to handle the most intense visit within 3 or 4 minutes

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Selecting an EMR

- Prepare a spec list for every component of your system.
 - Clinical
 - Administrative
 - Billing
 - Decision Support
 - Financial
 - Laboratory

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Selecting an EMR

- Look to others that have already created a spec sheet.
- Get the vendor for an EMR you like to give you their specs.

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Selecting an EMR

- Visit other systems that have implemented EMR
- Go where the salesman does not tell you
- Ask questions
 - What is implementation time?
 - Training?
 - Support
 - What technology do we need?

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ASK!!!

- Hire a consultant
- Create a technology team
- Develop buy-in
- Make sure you can change
- By all means -- TAKE YOUR TIME!!

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