

A CASE FOR EHR

*5 status quo*

# MYTHS

— *that* —

HOLD YOU BACK

— *&* —

*Reduce your bottom line*

## Abstract

The implementation of electronic health records (EHR) has been a hot topic in the medical community for some time. However, many physicians continue to subscribe to myths regarding EHR implementation. Often, private practices maintain the status quo because it seems easier and less expensive than adopting change—but this way of thinking is shortsighted and could drain thousands in profits. Paper charts are cumbersome and an outdated method to manage patient information. Each day hours of staff time is wasted pulling and filing patient charts. It is estimated that 30% of the time medical records are “not found” creating a concern for quality of care as well as hours of lost staff time. Additionally, lost and incomplete paper charge slips cut revenue.

Elite practices have discovered the link between new technologies and financial performance. Early adopters of EHR technology have already been experiencing how paperless workflow and information management has streamlined processes and increased their bottom line.

ADP, an established and trusted company with over 60 years in experience, provides an alternative to inefficient paper-oriented processes. AdvancedMD is an all-one-solution to EHR. With features like ePrescribing, remote access, online patient portal, and electronic charge capture, AdvancedMD eliminates administrative hassle, boosts profits, and allows you to focus on patient care. Portability functions make it easier than ever to manage patient information when and where you need it.

## Introduction

In an increasingly competitive medical field, physicians cannot afford to simply keep up. Your peers may be content to maintain status quo, but best-in-class physicians understand they must lead the way with the new, innovative technologies in practice and information management.

Investing in integrated EHR (single database between EHR and PMS) is an important step to maximize the financial health of your practice and add more revenue to your bottom line. Federal incentives to implement meaningful use of EHR are only the beginning of the benefits: electronic health records improve patient care while eliminating inefficiencies of a traditional paper-based system.

Don't accept administrative inefficiencies as the cost of doing business. Elite private practices dismiss this way of thinking and adopt game-changing technology early. You no longer need to watch your profits wasted on cumbersome, outdated filing systems. Read five EHR myths that prevent practices from maximizing performance.

# EHR Myth #1: Maintaining the existing paper chart system makes sense financially.

The EHR Advantage: Electronic health records reduce supply costs while maximizing your practice's most valuable resource—time.

Your filing system may be quietly bleeding profits. When considering electronic health record implementation in your private practice, consider all the factors including supply and storage costs, as well as administrative time spent creating and retrieving paper files.

If you consider the number of new patient charts, frequency of lost charts, and the transferring of records, you will see just how much paper charts are really costing you. Assuming your private practice sees 18 new patients each day and sees a total of 135 patients each week, you could be wasting \$42,000 annually on your paper chart system.

AdvancedMD eliminates staff hours spent tracking down and pulling files. Easily created and managed, EHR are securely stored on a cloud-based platform safe from the worries of lost files and environmental factors. Patient information is easily searched and retrieved from a variety of devices, including laptops and tablets. AdvancedMD will provide you with the records you need without the hassle.

- Creating a new chart costs \$7
- Replacing a chart costs \$8
- Pulling and refilling a chart costs \$5 to \$11
- Mailing records costs a minimum of \$.44 in postage
- Faxing records costs \$.15/sheet
- Storing charts costs \$1.75/square feet each year.



# EHR Myth #2: Paper charge slips are the quickest and easiest way to enter visit charges

The EHR Advantage: Integrated EHR software allows physicians to enter charges in real-time at the time of visit.

Charge slips can make or break a private practice. Even so, most physician offices still use an outdated system with paper slips. Paper charge slips are depleting your bottom line in several ways.

Each lost or incomplete charge slip represents significant loss of revenue. Additionally, hours of staff time is spent each day entering charge slips and tracking down missing information. The ability for the physician to enter charges for services rendered at the time of service streamlines the processes and increases accuracy.

Charge capture from AdvancedMD has customizable templates for physicians to quickly enter charges while engaging with the patient. The online format automatically populates the patient information directly from the appointment scheduler; providers can choose different layouts depending on visit type and their preferences. On the day of the visit, the physician simply “checks off” the service and diagnosis codes using the ADP AdvancedMD online charge slip. No more lost slips. No more under-billing.

## Paper charge slips are often lost

Industry experts estimate that up to 10% of paper charge slips are lost and never billed to the patient.

## Paper charge slips must be manually entered by billing staff

Manual entry is time-consuming, prone to error, and unnecessarily inflates administrative costs.

## Paper charge slips are often incomplete

Medical management studies have found charge slips are often missing information required to complete billing. Many of these slips are either under-billed or never entered.



# EHR Myth #3: Lost charts, orders, and notes are an unavoidable part of a busy private practice.

**EHR Advantage: An integrated, interoperable EHR software suite ensures all information is in one accessible place.**

When caring for your patients, a complete and accurate health record is critical. You may think that missing or lost information is an unavoidable consequence of a busy medical practice. It's not. An integrated, interoperable EHR software suite provides one place to store physician notes, health histories, test orders, and other critical medical information.

Incomplete medical records can be costly for both the patient and the physician. Physicians who have complete and accurate documentation provide better care for patients. The ability to quickly review chronic health conditions, potential drug interactions, or allergies can prevent

dangerous, even life-threatening mistakes. Additionally, physicians will have easy access to complete lab reports or referring doctor's notes when considering the best plan for treatment.

Physicians report they spend nearly 38% of their time making notes and hunting down missing information. EHR is portable, which means it can reduce administration time as notes are entered during the time of visit. EHR streamlines the workflow process so you can spend your time doing what you do best—caring for your patients.

“Physicians report they spend nearly 38% of their time making notes and hunting down missing information.”

# EHR Myth #4: Electronic records are not as secure as paper patient files.

**EHR Advantage: EHR cloud-based software is secure from unauthorized users and protects against natural disasters**

Patient privacy has been a concern for physicians considering an EHR system. Physicians worry sensitive information could be exposed to unauthorized users. Advances in cloud software have created a secure way to store data and provide remote access. EHR software has built-in protection to keep patient information out of the wrong hands. In fact, most top EHR systems surpass banking-grade security levels.

The transfer of patient information is another concern of physicians holding out on EHR adoption. However, information with an EHR can be more secure than traditional methods. There are several ways cloud EHRs protect against unauthorized release of patient documents.

In addition to the built-in security features, a cloud data management system protects your practice from the threat of natural disasters. Paper charts are easily lost in the event of a fire or flood. AdvancedMD allows you to recover your important data with secure offsite storage that exceeds HIPAA requirements by 300%.

- Lost laptops or mobile devices are useless to unauthorized users as no information is stored on the device itself.
- Information sharing can be tailored to share only approved information.
- Risks of traditional information-sharing methods (mail and fax) are eliminated.
- Audit reports track users who have accessed a patient record.

# EHR Myth #5: Portability of patient records is a luxury for large practices.

## EHR Advantage: Top physicians require anytime, anywhere access to patient health information

Physicians often work in different clinics, hospitals, or from home, which has made information management difficult in the past. Paper charts are not conducive to working remotely; it was often difficult for physicians to provide complete and accurate medical advice while out of the office. Advances in technology have made it easier than ever to access information on the go—healthcare data should be no different. No matter the size of your practice, you should have easy and immediate access to your patient's health histories.

Cloud EHR allows you to respond to your patients' needs even when you are out of the office. Wherever you may need to go, with the right EHR and an internet connection, you have complete health information at your fingertips. Cloud EHR benefits will maximize your private practice's performance in and out of the office.

AdvancedMD provides remote access at no additional cost. Available on a variety of devices including laptops, tablets and the iPad, the secure, cloud software ensures that you get the information you need—when and where you need it. Experience the freedom and flexibility you get with AdvancedMD.



- Maintain business continuity from anywhere
- View patient appointments for all doctors in your practice
- Search appointments by day
- Acknowledge and respond to messages
- Search for patients, quickly and easily
- View and approve results and reports
- Access patient medication and prescription history
- View current and historical visits and notes
- Trend vital signs and laboratory results

## > Conclusion

Have you thought these hassles and revenue drains were simply the cost of doing business? They don't have to be. Myths circling EHR implementation could be holding you back. With AdvancedMD, your practice can join other top-performing offices. Maximize financial health and add revenue to your bottom line in several ways:

- Eliminate costs associated with paper-oriented chart and billing systems.
- Maximize billable services with electronic charge capture.
- Ensure complete and accurate medical records.
- Maintain secure patient records protected from natural disasters.
- Experience freedom and flexibility with fast access to clinical and financial data from anywhere.