



MODERNIZING  
MEDICINE



# Certified health IT developers

## Panel 3

Michael Sherling MD MBA



# Specific Modules Relevant for the Ambulatory Office

- EHR
  - Core Clinical Documentation
  - e-Prescribing
  - Pathology, lab interfaces
  - E-faxing
  - Results management
  - Patient Portal
  - Clinical Messaging
- PM
  - Scheduling
  - Billing
- Analytics
  - Operational analytics
- RCM
- Compliance
  - PQRS Registry, MU Services



# Does this packaging change for specialty practices?

- Disease specific content and workflow
- ICD-10 automation
- **Dermatology**
  - Dermatopathology module
  - Telehealth
  - Graphical Interfaces
- **Ophthalmology**
  - Pretesting
  - Contact Lens Database
  - Device/PACs integration
  - Drawing tools
  - Eyelog
- **Gastroenterology**
  - ASC integration
  - Pathology interface
  - Device integration with scope and vital sign monitoring
  - GI specific financial, operational and clinical benchmarking
- **Orthopedic Surgery**
  - Native dictation
  - Orders management
  - Imaging documentation

# What should be standard features for comparison?

- **Value driven metrics, not feature driven**
- I would buy this EHR again today
- It is easy to use this EHR to satisfy on regulatory requirements
- Overall this EHR is easy to use.
- What do customers really think of it?
- Does it slow physician productivity?
- Can it help boost physician productivity
- Can it help physicians with Value Based Medicine and Population health initiatives?
- What's the implementation investment?
- How intuitive is the product to learn?



# Does a vendor comparison tool foster competition and innovation

- Feature driven: No
- Value Driven: Yes

# Market focus for developer

- List number of users they have and by which specialties.
- Average time to complete a note
- Accuracy of Billing
- Extra time spent on regulatory, compliance issues.
- Correlation of clinical and financial data.
- Integrity of the organization
- Do they have an accessible support system
- Does the customer have buy in to the software for the roadmap
- Does it continue to innovate with industry standards
- Is it easy to use
- Easy to upgrade
- How frequent are the upgrades
- What's the downtime like?
- Access to individual and benchmark data