



webchart

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PINNACLE
Registry®

EHR replacement

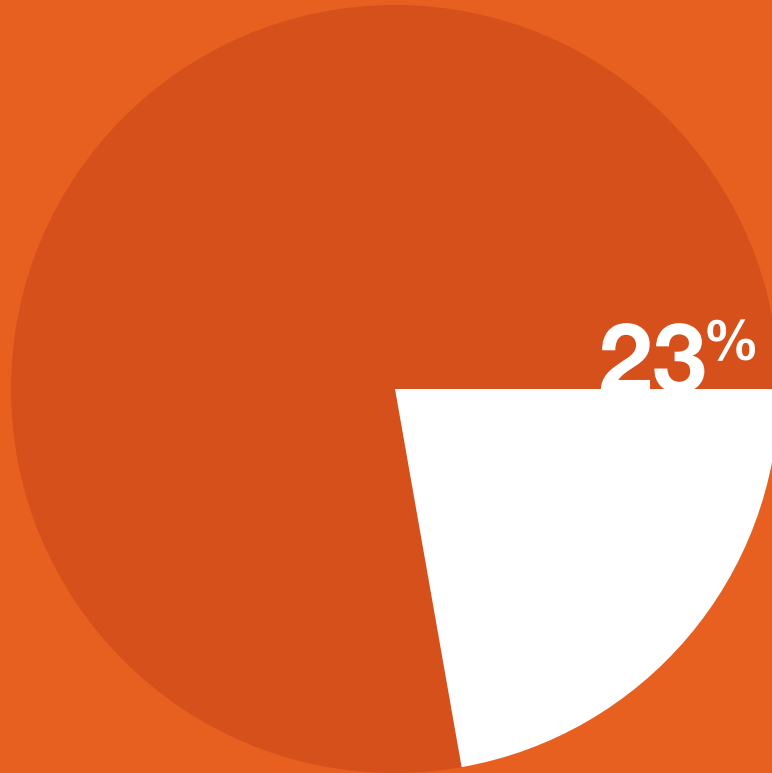


EHR replacement

- today's webinar applies to
 - THOSE THINKING ABOUT / PLANNING ON REPLACEMENT
 - FIRST TIME EHR BUYERS



replacement stats



← PHYSICIANS UNHAPPY
ENOUGH TO
SWITCH EHR VENDORS

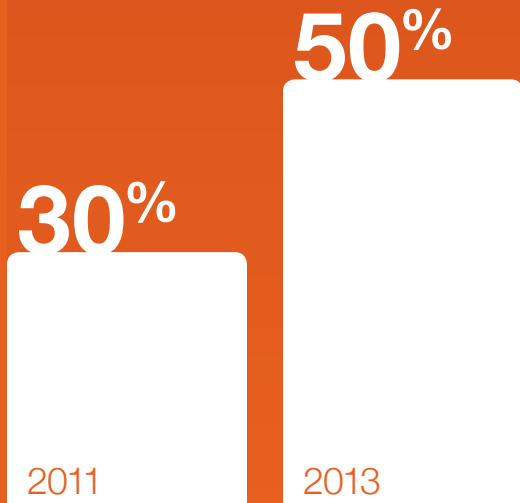


replacement stats



replacement stats

PRACTICES SHOPPING FOR AN EHR WHO ARE **NOT FIRST-TIME BUYERS**



Jay Alexander, MD, FACC





THE
\$500,000
MISTAKE

CERTIFIED TRUE

our 1st **mistake**

→ reasonably good PM system =
reasonably good EHR



our 1st **EMR**

- inflexible
- expensive
- unresponsive



our 1st clue

→ after two years...

- MORE THAN \$400,000
- ONLY THREE PHYSICIANS USING IT
- NOBODY HAPPY



the final straw

→ spend another **\$80,000**
and **then** your EHR will do
what you want



deciding to switch

- not a democracy
- benevolent dictatorship
- EHR performance so bad that change was welcome...
without question





WHAT TO AVOID

what to avoid

→ assumptions!

- EMR AND PM SHOULD COME FROM THE SAME COMPANY
- BIGGER IS BETTER
- THE MORE YOU SPEND, THE MORE YOU GET



watch outs

- systems that require dramatic workflow change
- systems that impede patient interaction or result in big reductions in patient volume



watch outs

- flashy graphics – look under the hood
- inflexibility or “we know better than you”





what to look for

what to look for

- replacement EHR must be:
 - **AFFORDABLE** – COULD NOT / WOULD NOT DOUBLE OUR INVESTMENT
 - **FLEXIBLE** – WE CONTROL WORKFLOW



what to look for

→ replacement EHR company must be:

- **RESPONSIVE** – OUR SCHEDULE, NOT THEIRS
- **NIMBLE**
- **COLLABORATIVE** – WANTS OUR INPUT



what to look for

- right for **your** physicians,
your practice
- natively web-based
 - CHEAPER TO BUY / OWN
 - PAJAMA ACCESS



what to look for

- flexible encounter documentation
 - POINT AND CLICK
 - DICTATION
 - DOCUMENT MANAGEMENT
- built for patient-provider data exchange



what to look for

- ONC-ATCB certified for meaningful use
- interoperable – with PM/billing, other EHRs, patient portals, HIEs



what to look for

- integrated / automated ACC PINNACLE data collection and reporting
 - SUPPORTS ACC INITIATIVES FOR EVIDENCE BASED MEDICINE
- peer-recommended
- available for a test drive



where to look

- HealthIT.gov
- ACC – Cardiosource
(HEALTH IT, PINNACLE)
- CCHIT.org
- KLASresearch.com



outcomes

- 12 cardiologists, 60 employees on the system in less than three months
- remorse – practice was acquired, EHR changed again
- “I want my WebChart”



Take Dr. Alexander's advice

Take WebChart for a test drive with no obligation. Free 30-day trial includes training and implementation support.

Sign up today at **webchartnow.com**