EHR replacement
EHR replacement

→ today’s webinar applies to
  – THOSE THINKING ABOUT / PLANNING ON REPLACEMENT
  – FIRST TIME EHR BUYERS
replacement stats

23%

Physicians unhappy enough to switch EHR vendors
replacement stats

EHR SATISFACTION

2010: 39%
2012: 27%

VERY DISSATISFIED

2010: 11%
2012: 21%

(AMERICANEHR PARTNERS)
replacement stats

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

30% 2011
50% 2013
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