

**meridianSPECIALTY System**  
AmerisourceBergen®

# EHR Conversion Considerations

## Benefits of moving from a generic EHR to meridianSPECIALTY System.

There are a number of important benefits to moving from a generic EHR application to the solutions offered by IntrinsiQ Specialty Solutions.

### Improved Productivity

- The “Timeline” feature enables physicians to view the patient’s chart and medical history in a graphical, chronological fashion. This enables the physician to quickly assemble a mental picture of the patient’s medical history, past problems and treatments without having to search through numerous screens. The “Timeline” feature saves the physician time on each visit.
- meridianSPECIALTY System includes oncology-specific content and work flow out of the box. This enables the practice to avoid the tedious task of building content from scratch. It can take months to build even the most basic content, and during the building process overall productivity is significantly reduced.
- The EHR user interface is built based on the workflow of a oncology practice. This enables physicians and staff to avoid wasting time muddling through pick lists of non-oncology content.

### Base Content includes:

- Over 200 CC/HPI templates linked for automated E&M coding
  - Database of 717 customizable questions
- Oncology diagnosis templates
- Oncology procedure templates
- Oncology procedure templates
- Oncology patient handout templates
- Over 15 guideline/ health maintenance protocols



### **Ability to capture data discretely without sacrificing productivity**

As healthcare providers continue to implement EHR solutions, the ability to harvest the rich clinical and practice performance data will become key in leveraging the investments made in the EHR. However, the problem is that most generic EMR solutions do not enable the physicians to easily and efficiently capture their clinical documentation in a “discrete” data format. Many physicians resort to “dictating” or typing significant portions of their clinical notes. This is because the many generic EMR applications make it virtually impossible to capture data discretely *and* maintain productivity. meridianSPECIALTY System is different in that it enables the physician to capture the bulk of their clinical documentation in a discrete manner during each visit process, and still seeing the same number of patients each day.

### **Discrete data capture — the key to data analytics**

As discrete data is compiled, EHR solutions can provide data analytics tools to monitor clinical and practice productivity measures. Data analytics enables the practice to maximize their investment in their EMR.

- Analyze current and historical practice patterns and trends
- Participate in clinical research studies creating opportunities for additional revenue streams
- Compare the statistics of each provider within the practice
- Comparative effectiveness research and outcomes analysis

### **Elimination of transcription costs**

Many generic EHR solutions do not enable practices to get away from dictation and transcription processes and costs. meridianSPECIALTY System can completely eliminate transcription and transcription costs.

### **Physician quality of life and personal time**

Many physicians spend significant time afterhours completing clinical documentation with generic EHR applications. After switching to meridianSPECIALTY System, many physicians report that they are able to leave the office at a reasonable hour with all their clinical documentation completed and notes signed. This not only provides more time with family but also helps to improve cash flow since visit notes can be finalized and signed in a timely manner.

### **Meaningful Use**

Many generic EHR solutions do not provide adequate monitoring tools to help physicians and staff ensure that Meaningful Use data elements are captured and tracked with each office visit. meridianSPECIALTY System provides comprehensive monitoring tools, a Meaningful Use tracking dashboard and more. Additionally, we offer an optional service program called MUST — Meaningful Use Service Track.



## Competitive advantage

In a time when many urology practices are struggling to stay independent, Intrinsic Specialty Solutions can provide a significant competitive advantage over practices using a generic solution. Key reasons include:

- meridianSPECIALTY System offers significant productivity gains as outlined above
- meridianSPECIALTY System can be an important recruiting tool when the practice is seeking new physician talent
- Intrinsic Specialty Solutions can enable your practice to leverage clinical data to create additional revenue opportunities

## Common questions and concerns when considering an EMR change

Below are common questions often posed by practices considering a switch from an existing EMR solution? Additional questions can be addressed by your sales representative.

### Will I have to change my practice management (PM) system?

Many so called “integrated” PM/EMR solutions offer little to no advantage over a PM/EMR interface configuration. The generic vendor may tout their program as completely integrated when in reality the PM and EMR often reside in separate databases. In this scenario, they are connected via an interface.

Intrinsic Specialty Solutions has interfaced our EHR solutions to over 45 different PM vendors. Interfaces are two-way and are built on HL7 standard interface protocols. Demographics and appointment data flows automatically and in real time from the PM to the EHR. Once visits are completed, E & M coding data flows from the EHR back to the PM system.

### How can I convert the data from my current EMR solution?

There are many options for converting clinical data from your existing EMR solution to meridianSPECIALTY System. In some cases the existing vendor can provide a data extract to the Intrinsic team which can then be imported into the Intrinsic EHR. In other cases the practice may engage one of the many 3rd party vendors which specialize in EMR conversions. The 3rd party vendor will extract information from your current EHR vendor for the Intrinsic team to import. Options include:

- Office visit/Encounter data — this is typically extracted and imported in a static PDF format and imported based on patient identifiers and encounter date
- Scanned images, lab reports etc. — these are typically extracted in a common image format, such as jpeg, and imported based on patient identifiers and encounter date
- Various discrete data components can be extracted and discretely placed in the Intrinsic EHR solution. Examples include:
  - Lab values
  - Current medications and allergies
  - Family and social history
  - Medical and surgical history

For more information, please call 877-570-8721, email [info@intrinsic.com](mailto:info@intrinsic.com) or contact your ION Solutions strategic account manager.