



# Choosing Your EMR, and Your Partner

A modern, integrated EMR can help improve quality of care. Many physician offices either already have or are considering switching to an EMR. It is a difficult and expensive decision for your practice to make. As you weigh your decision, realize you do not have to enter the world of EMR on your own. Partners are available. The partner with the most to offer you in this region is the Valley Physician Enterprise (VPE).

The VPE has committed to making a subsidized EMR available to all physicians in our region. We believe that a powerful, integrated EMR and practice management system will both help individual practices, and allow physicians in the VH service area another way to work in concert through better access to patient data and useful information technology solutions.

## CHOOSE THE RIGHT ALLY

The Stark Agreement allows hospitals to provide a subsidy of up to 85% of the cost for a new EMR, excluding hardware, network infrastructure, and replacement. Consequently, the VPE is able to provide this offering at a fraction of what providers can find on the open market for similar services.

To help advance the goal of exceptional, integrated care, the Valley Physician Enterprise is offering technology solutions that allow physicians to connect to Valley Health hospitals and physicians within the VPE community. With these solutions, we can all work together to provide better care for our patients and better support for the community.

When you choose to partner with the VPE, your partner is both local and experienced and will be with you every step of the way as you build your system. VPE's team of analysts will aid in:

- Implementation, Customization, & Optimization
- Support after go live
- Achievement of Meaningful use

## MEANINGFUL USE

In addition, *Practice Partner* has been certified as compliant with the standards set forth in the HITECH act and will help providers achieve federal reimbursement under this law. Eligible providers who choose to partner with the VPE can achieve a return on investment of approximately 2:1 by having a compliant system established in 2011 or 2012.

## THE EMR/QUALITY CONNECTION

A modern, integrated EMR can help improve quality by:

- Maintaining an accurate medication and allergy list and checking conflicts
- Promoting continuity between multiple points of care (Inpatient/outpatient, primary/specialty)
- Ensuring accurate and timely reporting of results with auditable tracking mechanisms
- Creating effective ticklers
- Improving chronic care management
- Improving health maintenance usage rates

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## VPE SOLUTION PACKAGES

The VPE recognizes that physicians are at various stages of technology adoption. We are therefore offering two solutions tailored to meet physicians' needs and to encourage collaboration in the continuous improvement of the delivery and quality of patient care.

### **OPTION 1 – Practice Partner, Practice Plus, and Relay Health— A Complete Solution**

For one price, subsidized to the greatest extent allowed by law, VPE can provide a locally hosted, integrated EMR, complete with interfaces and practice management software that you and/or your billing agency can use.

Practice Partner is a fully-integrated electronic medical record (EMR) that helps practices of all sizes and specialties improve their quality of care. With an established base of 25,000 users, the Practice Partner system includes these powerful features:

- E-prescribing
- Electronic order entry and results management
- Secure messaging within the Valley Health Community
- A sophisticated documentation tool that can be customized to individual needs and integrated with dictation or voice recognition technology
- Integration with Practice Plus to generate an electronic encounter form

**Practice Plus** is an award winning practice management solution generally not available to small practices due to its price. The VPE is proud to offer it through this program. It includes the following features:

- Full featured, flexible, rules-based scheduling functionality
- Integration with Practice partner to create electronic encounter forms for each encounter
- Integrated end-to-end financial management tools

- Credit and collection management
- Comprehensive reporting tools including hundreds of standard reports, a report generator, and dashboard

**Relay Health** is both a Health Information Exchange (HIE) and a patient communication solution that features:

- Interfaces to local and regional laboratories and imaging centers with resulting directly into Practice Partner
- Exchange of patient information between users of diverse EHR systems
- Secure messaging to deliver results directly to patients
- Secure messaging from patients to request appointments or information, reducing incoming phone traffic
- A patient health record, where patients can partner with providers to enhance care

### **OPTION 2 – Relay Health**

For community physicians who already have an EMR installed and wish to retain that system, VPE is offering the Relay Health, our regional Health information exchange. This offering will feature:

- Transfer/sharing of test results
- A patient portal which allows for electronic communications/messaging with patients
- Results Distribution Service (RDS) including a secured service for VH labs and external labs used by private community physicians, radiology/pathology and transcription
- Electronic forwarding, printing, copying and directly populating the office EMR
- The ability to integrate with all major physician office EMRs

**For more information, please contact Scott May at or (919) 267-5053 or Michelle Penland at (540) 536-4417.**

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