

Cal-Med *focus*

VISIT OUR NEW
WEBSITE:
CAL-MED.COM

Cal-Med Welcomes New Clients Using Our EMR & E-Rx Programs

This past month we had many new offices join the Cal-Med family in choosing our various modules, as well as the fully integrated workflow solutions for their physician practice management solutions. Two examples below highlight the EMR & E-Rx purchases.

Practice Expert EMR Program in Action

One of our new physician's, who recently integrated the Practice Expert EMR into their practice did so with just the intention of becoming compliant with the government regulations. After the office started using & become more familiar with the program they found that it was reducing the amount of time they spent doing paperwork. They found one of the best feature for them was that the program cut down on repetitive tasks by being able to customize the program and turn those repetitive tasks into default program settings. With the increased productivity the provider was able to spend more time with patients talking & building a closer health relationship.

E-Rx Program in Action

Our physician who purchased the E-Rx program did so to start the conversion process. He was very pleased with how intuitive the program was in being able to pull up possible drug interactions, suggestion of alternative medications & the option to print out take home health cards. All these & more functions gave the provider added security in the medications he's prescribing to his patients.

Returning Clients

We also welcomed back clients using our EMR program, who had chosen to try another provider but found them unsatisfactory in their products & support. They were drawn to them based on the fact that they offered a free EMR program. We were told that "the main reason for our returning to Practice Expert EMR was the level of support, customization, & service that are offered".

Anyone can definitely see the appeal of a "free" EMR program, but sometimes free turns out to be more costly. A note of caution, when choosing a software provider, be it free or fee-based, make sure that they have all the features or ability to customize & support you as a provider & your practices needs.

Facebook & Twitter

Come join the conversation! With the addition of our Facebook page & Twitter stream, we are readily available to hear & interact with you. To join the conversation "Like" our Cal-Med page on Facebook & share with us, or Tweet us at @CalMedSystems. To find us quick & easily, simply click on the Facebook & Twitter icons on the bottom left hand corner of the Cal-Med website.

HiMSS 2011— Take-Away

Last month we attended the annual HiMSS Conference & Exhibition held in Orlando, FL. It was a very informative conference, some of the key points that we came back with are:

1. The adoption rate of an EMR solution is still very low, despite the government stimulus. The main issue from physicians is a lack of support, services & training to help with the transition to an EMR solution.
2. The benefits of adopting an EMR solution versus not implementing an EMR solution. On average a physicians office that implements an EMR solution saves \$15k annually, per provider.
3. New technologies will be wrapped around, or added to workflow solutions such as, social media, cloud enabled solutions, more patient driven technologies, etc...
4. The quick adoption & incorporation rate of the PHR (Personal Health Record) to improve relationships with patients & thus physician adoption of EMR.

Cal-Med has or is in the process of incorporating all of these functions to stay on the cutting edge.

Thank You For Referrals

We want to thank our wonderful and valued clients that have chosen us to be their software provider for their practices. We want to also thank you for all the thoughtful referrals that you have given us over the years. We truly appreciate it and value you, thank you!

Focus on Technology: No More Dial-Up Modems

Cal-med has had a long history with the dial-up modem. It was years ago when we created the ability of Practice Expert to send and receive files to and from Medicare and other payers. Over time, broadband internet became the dominant internet provider in the industry. As of March 2011 Cal-Med will no longer be troubleshooting dial-up modem issues and instead using that time to work with clients and increase development of current technologies. We will be directing everyone to VisionShare, a Medicare selected vendor, for transmitting and receiving files. You can sign up with VisionShare by emailing them at calmed@visionshareinc.com.

