



# Cal-Med *focus*

## E-Rx Deadline

Reminder: Eligible professionals must send out at least 10 electronic prescriptions by July 1, 2011 or you will be penalized 1% in 2012 by Medicare. That's less than 3 months now to set up an E-prescribing solution for your practice in order to avoid these payment adjustments on your Medicare Part B Physician Fee Schedule (PFS) covered professional services. The [E-Rx software](#) can also be used as a stepping stone to begin implementing the [EMR software](#) in your practice. E-RX module is fast to learn and easy to implement, you can be up and running within 48 hours.

## New Addition to our Growing Team

We have added a highly experienced sales person to our team, Chris Urzua, to handle the high demand for our products and services. Expect a call or email from him in the near future to introduce himself and discuss some of the latest and greatest from the Practice Expert Software line.

## Demo our E-RX & EMR

Due to high demand from existing and prospective clients, Cal-Med will be providing an ongoing demo series of our fully integrated workflow solutions, focusing on the EMR, E-RX, Imaging and E-Labs (lab interface). This will be conducted through GoToMeeting web conference, please email Chris Urzua at [curzua@cal-med.com](mailto:curzua@cal-med.com) or [click here](#) to register.

## Cal-Med's New Logo

As you may have noticed, we now have a new logo. If you have not gotten a chance to see it, you can look at the top left hand of this newsletter. The new logo has already been incorporated into our recently [new designed website](#) and it will soon be implemented into our application and all correspondence that you receive from us.

## Stimulus & Certification Clarification & Misnomers

Cal-Med's Practice Expert EMR is in its final stages of certification development, and expects to begin testing in the next 4-6 weeks. This will allow existing Practice Expert EMR users to apply for the [HITECH stimulus](#) money at the end of this year, or early next year, and still receive ALL OF THE MONIES from Medicare or Medicaid. One of the more common mistakes providers are making, is prematurely buying an EMR just because of the certification, but overlooking highly critical factors like the customer service, whether it is fully integrated with billing, scheduling, E-Rx, imaging and have a lab interface, ability to customize, and if it is specialty driven.

Customized to over 20+ physician specialties, Cal-Med's EMR suite allows to perfectly mold itself to a physician's workflow, and is every improving. Additionally, please note that per the CMS guidelines, providers are able to receive the full amount of Medicare incentive monies, even if they apply at the end of 2012, and for Medicaid by the end of 2016. These incentives and the timing of them should NOT be your only motivation, as your may waste productivity and money in learning a subpar package just because of this incentive. Email Chris Urza at [curzua@cal-med.com](mailto:curzua@cal-med.com) for more information.

## Billing Services for your Clients: Now is time to fully integrate our EMR with Practice Management

Increasingly, we are getting notified by our billing service clients which wish to enhance the overall satisfaction to their client base, by increasing the level of service, and offering software functionality that is fully integrated with their existing billing platform. This is a natural extension for our billing service clients to want to extend their reach, and offer additional solutions to their clients. Our new sales manager, Chris Urzua is currently working with our billing service clients to demonstrate how our EMR integrates with our practice management, and is willing to work with your clients. Please contact [curzua@cal-med.com](mailto:curzua@cal-med.com) for more information.

## VAR Opportunities

Due to high demand, and interest in supplying the growth opportunity, Cal-Med is seeking to bring on value-added resellers both domestically and internationally, to help resell, support, implement and train our workflow management software solutions to practices of all sizes. We offer highly competitive commission structures and provide complementary lead generation services. Contact Abhishek Verma at [averma@cal-med.com](mailto:averma@cal-med.com) for more information.

