



## **AC Group Releases 2006 Digital Medical Office of the Future Survey**

Revised as of Monday, October 30, 2006

AC Group, Inc. released their eight report on **Practice Management System (PMS), Electronic Medical Record (EMR)** and **Electronic Health Record (EHR)** applications today at the MGMA Conference in Las Vegas.



Each May and then again in October, AC Group, Inc. releases a comprehensive report on information technology for the physician's office. This year's report (published October 20, 2006) is over 290 pages long including 150 pages on Electronic Medical Records, 18 pages on PDA and wireless technology, and 14 pages on overall trends and issues that affect the physician's practice.

According to the author, Mark Anderson, Healthcare IT Futurist, "Physicians, Hospitals and organizations such as DOQ-IT, state QIOs and IPAs are looking for a 3<sup>rd</sup> party independent evaluation of the various EMR/EHR offerings in the marketplace today.

The AC Group PMS and EHR selection methodology provides physicians with a simple methodology that they can use to help reduce the number of choices.

Through the use of this methodology, practices can reduce the number of potential choices to the top 5 to 10 EHR/PMS products – based on their specific requirements.

According to our research, the number of vendors that state that they sell an ambulatory EHR is currently over 250 – too many for any one physician to consider.

AC Group can help you with your PMS and EHR search and Selection Project. We can also help you negotiate a fair contract with the vendor.

For more information about AC Group's mid-year 2006 PMS and EMR/EHR assessments and evaluations, interested parties should contact Mark Anderson at 281-413-5572 or by email at [mark.anderson@acgroup.org](mailto:mark.anderson@acgroup.org) or by visiting the company's Web site at [www.acgroup.org](http://www.acgroup.org).

## **AC GROUP RELEASES 2006 PMS/EMR/EHR SURVEY**

### **Extensive Evaluation Ranks Top EHR and EMR Applications**

#### **EHR Functionality Ratings:**

To be ranked in the EHR category, the vendor must meet a minimum of 90% of the full EMR capability, with internet-based Personal Health Records, health maintenance tracking, proven interoperability with other EMR vendors, national clinical standard couplers, clinical decision support with nationally recognized alerts, etc. The application must have interfaces to multiple Practice Management Systems and demonstrate the ability to provide specialty content in one or more specialties. In this category, a vendor may be strong in one or two specialties, but may not meet the needs of a large multi-specialty clinic. The vendors receiving the highest ranking in the 2006 EHR survey were the same companies that rated the highest in Multi-Specialty clinics.

<b>Company</b>	<b>Web Site</b>	<b>EMR</b>	<b>PMS</b>	<b>PMS/EHR</b>	<b>Total Company and EHR Points</b>	<b>Total Company and PMS/EHR Points</b>
Practice Partner	<a href="http://www.practicepartner.com">www.practicepartner.com</a>	96%	98%	97%	4.63	4.76
NextGen Healthcare Information Systems, Inc.	<a href="http://www.nextgen.com">www.nextgen.com</a>	97%	93%	95%	4.76	4.7
Allscripts Healthcare Solutions	<a href="http://www.allscripts.com">www.allscripts.com</a>	95%	92%	94%	4.73	4.67
Epic Systems Corporation	<a href="http://www.epicsystems.com">www.epicsystems.com</a>	94%	90%	92%	4.84	4.67
eClinicalWorks	<a href="http://www.eclinicalworks.com">www.eclinicalworks.com</a>	95%	94%	95%	4.48	4.58
A4 Health Systems	<a href="http://www.a4healthsystems.com">www.a4healthsystems.com</a>	92%	92%	92%	4.43	4.52
Bond Technologies, LLC	<a href="http://www.bondclinician.com">www.bondclinician.com</a>	93%	94%	94%	4.09	4.41
Greenway Medical	<a href="http://www.greenwaymedical.com">www.greenwaymedical.com</a>	86%	95%	91%	3.97	4.36
Misys plc	<a href="http://www.misyshealthcare.com">www.misyshealthcare.com</a>	91%	89%	90%	4.16	4.3
MedcomSoft	<a href="http://www.medcomsoft.com">www.medcomsoft.com</a>	89%	85%	87%	4.36	4.3
StreamlineMD	<a href="http://www.streamlinemd.com">www.streamlinemd.com</a>	94%	80%	87%	4.6	4.3
OmniMD ( A Division of Integrated Systems Inc.)	<a href="http://www.omnimd.com">www.omnimd.com</a>	93%	90%	92%	4.08	4.29
Medical Communication Systems	<a href="http://www.medcomsys.com">www.medcomsys.com</a>	94%	80%	87%	4.45	4.22
Cerner	<a href="http://www.cerner.com">www.cerner.com</a>	86%	87%	87%	3.91	4.13
AcerMed Inc	<a href="http://www.acermed.com">www.acermed.com</a>	87%	86%	86%	3.68	3.98
Health Highway	<a href="http://www.HealthHighway.com">www.HealthHighway.com</a>	94%	48%	71%	4.59	3.5

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#### **Functionality is NOT the only Factor**

When evaluating companies, you must also take into account other factors such as, company size, company financial viability, total annual revenues, cash flow, % of revenue relating to EMR, EMR annual development costs, end-user satisfaction, number of employees, number of clients, cost per physician, and the company's ability to meet national, regional, and local standards. To assist, AC Group created a "point value" system that took these factors and others into account. Physicians should consider vendors with strong functionality ratings as well as "point value" ratings. The top EMR/EHR vendors for our October 2006 report include:

<b>Company</b>	<b>Web Site</b>	<b>EMR</b>	<b>PMS</b>	<b>PMS/EHR</b>	<b>Total Company and EHR Points</b>	<b>Total Company and PMS/EHR Points</b>
Practice Partner	<a href="http://www.practicepartner.com">www.practicepartner.com</a>	96%	98%	97%	4.63	4.76
NextGen Healthcare Information Systems, Inc.	<a href="http://www.nextgen.com">www.nextgen.com</a>	97%	93%	95%	4.76	4.7
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Epic Systems Corporation	<a href="http://www.epicsystems.com">www.epicsystems.com</a>	94%	90%	92%	4.84	4.67
eClinicalWorks	<a href="http://www.eclinicalworks.com">www.eclinicalworks.com</a>	95%	94%	95%	4.48	4.58
A4 Health Systems	<a href="http://www.a4healthsystems.com">www.a4healthsystems.com</a>	92%	92%	92%	4.43	4.52
Greenway Medical	<a href="http://www.greenwaymedical.com">www.greenwaymedical.com</a>	86%	95%	91%	4.22	4.48
Bond Technologies, LLC	<a href="http://www.bondclinician.com">www.bondclinician.com</a>	93%	94%	94%	4.09	4.41
GE Healthcare	<a href="http://www.gehealthcare.com">www.gehealthcare.com</a>	85%	83%	84%	4.54	4.35
Misys plc	<a href="http://www.misyshealthcare.com">www.misyshealthcare.com</a>	91%	89%	90%	4.16	4.3
StreamlineMD	<a href="http://www.streamlinemd.com">www.streamlinemd.com</a>	94%	80%	87%	4.6	4.3
MedcomSoft	<a href="http://www.medcomsoft.com">www.medcomsoft.com</a>	89%	85%	87%	4.36	4.3
OmniMD ( A Division of Integrated Systems Inc.)	<a href="http://www.omnimd.com">www.omnimd.com</a>	93%	90%	92%	4.08	4.29
Medical Communication Systems	<a href="http://www.medcomsys.com">www.medcomsys.com</a>	94%	80%	87%	4.45	4.22
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Health Highway	<a href="http://www.HealthHighway.com">www.HealthHighway.com</a>	94%	48%	71%	4.34	3.38

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**Mid Size Practices (10 to 99 Physicians)** - For mid-sized to larger practices, with 10 to 99 physicians, the top applications are from Practice Partner, NextGen Healthcare Information Systems, Inc., Allscripts Healthcare Solutions, GE Healthcare, eClinicalWorks, MedcomSoft, and Misys plc. eClinical work is the 2006 TEPR award winner, Practice Partner is the 2005 TEPR winner, Allscripts is the 2004 TEPR award winner for large EMR Applications, and NextGen was the TEPR award winner in 2001-04 and the MS-HUG award winner in 2003-05. NextGen, Allscripts, GE Healthcare and Epic Systems received the highest overall point ranking, once you consider company size, client base, end-user satisfaction, and price. Given the recent trends towards community systems, Regional Health Information Organizations, and Pay-for-Performance, larger practices should look at the following vendors.

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GE Healthcare	<a href="http://www.gehealthcare.com">www.gehealthcare.com</a>	85%	83%	84%	4.54	4.35
MedcomSoft	<a href="http://www.medcomsoft.com">www.medcomsoft.com</a>	89%	85%	87%	4.36	4.3
Misys plc	<a href="http://www.misyshealthcare.com">www.misyshealthcare.com</a>	91%	89%	90%	4.16	4.3
Sage	<a href="http://www.emdeon.com">www.emdeon.com</a> <a href="http://www.emdeonps.com">www.emdeonps.com</a>	85%	90%	87%	3.8	4.15
Cerner	<a href="http://www.cerner.com">www.cerner.com</a>	86%	87%	87%	3.91	4.13
InteGreat Concepts, Inc.	<a href="http://www.igreat.com">www.igreat.com</a>	75%	70%	72%	3.95	3.73

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#### **Small Practices - (1 – 10 Physicians)**

For smaller practices, with less than 10 physicians, the top applications are still Practice Partner, NextGen Healthcare Systems, Medical Communication Systems, StreamlineMD, eClinicalWorks, Misys plc, A4 Health Systems, and Bond Technologies. Practice Partner is the 2006 TEPR award winner. However, many practices cannot afford the cost of the high-end EMR/EHR vendors. These vendors have the highest overall company and total ratings for small practices:

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StreamlineMD	<a href="http://www.streamlinemd.com">www.streamlinemd.com</a>	94%	80%	87%	4.45	4.22
Health Highway (1)	<a href="http://www.HealthHighway.com">www.HealthHighway.com</a>	94%	48%	71%	4.34	3.38

- (1) Not tested yet
- Practice Partner, Medical Communication Systems, StreamlineMD, and eClinicalWorks are all finalists in the 2006 TEPR awards for small physician offices.
- Other companies like NextGen and Allscripts also sell to the small physician marketplace, but many physicians cannot afford the cost of the system.