

## 10 Reasons to Choose Practice Partner Solutions

### Productivity Case Study

Decatur Internal Medicine,  
Decatur, AL

- + Increased physician productivity (patient visits) by 50%
- + Increased revenue from \$550,000 to \$800,000 per physician

### ROI Case Study

Urology of San Antonio,  
San Antonio, TX

Annual Financial Impact:

- Cut transcription costs by \$150K
- Reduced labor costs by \$144K
- Trimmed supply costs by \$40K
- Increased revenue by \$360K due to improved coding
- Net impact: \$700,000 per year
- Positive ROI after only 10 months to \$800,000 per physician

### Quality Case Study

John Deere Medical Group Family  
Practice, Waterloo, IA

Diabetic Patient Statistics:

- 70% have A1c < 7
- 90% have A1c < 9
- 62% have LDL < 100
- 60% have BP < 130/80
- 91% have had microalbumin test in past year

Cookeville Primary Care Assoc.,  
Cookeville, NC

Quality Improvements:

- % of hyperlipidemia patients on anti-platelet therapy rose from 32% to 58%
- % of CHD and stroke patients with LDL < 100 rose from 57% to 71 %
- % of atherosclerotic patients with an LDL measure in the past year rose from 56% to 75%

**"I am in no way a guru; Practice Partner is straightforward and easy to build on."**

*- Michael E. Cohen, M.D.*

**"Practice Partner has helped us improve productivity, reduce denied claims, and realize labor savings."**

*- Jamie Loehr, M.D.*

**"We receive between 450 and 500 healthcare documents each day. Just 5% arrive on paper."**

*- Tom Carli, Administrator*

**"The Practice Partner system has allowed us to maintain and improve quality while increasing productivity."**

*- Michael Hennigan, M.D.*



A Better Way to Practice

### To Learn More:

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Award Winning



"We were not only looking for a good system, but also for a good company that was responsive to its customers."

- Mike Maxwell, M.D.

Industry Leadership



"Practice Partner had a proven track record of installations at practices similar to ours."

- Michael Dermer, COO

## 10 Reasons to Choose Practice Partner Solutions

With countless EHR vendors vying for your attention, we know it's getting awfully loud out there. To help tune out the noise, we've outlined what to look for in a company and product — and why the Practice Partner solution suite from McKesson is the best choice for your practice. Simply put, we've helped thousands of physicians increase productivity and improve quality of care. We can do the same for you. Here's how:

### 1. Experienced, Established, Proven

- McKesson is committed to providing a complete solution — including software, billing and collection services, supplies, and connectivity — to physician practices regardless of size, specialty or geographic location
- More than 1500 practices and 7000 providers

### 2. Unmatched Third-Party Validation - Year after Year

- Best EHR Software - TEPR 2006, 2005, 2004
- Best EHR Software - AC Group 2006, 2005, 2004
- Best Integrated System - InvestMed 2004
- Technical Support Award - InfoWorld "Top IT Projects 2005"
- AAN Five-Star Rating

### 3. An Industry Leader - Active in the Following Organizations

- Electronic Health Records Vendor Association
- Certification Commission for Healthcare Information Technology (CCHIT)
- HL7 (EHR Standards)
- DOQ - IT Project
- AAFP Partners for Patients Program

### 4. Home to a Positive, Collaborative, Thriving User Community

- More than 30,000 users share tips, tricks, ideas, experiences
- Active listserv with more than 1000 members
- On-line template and content sharing
- Active customer advisory committees

### 5. Increasing Physician and Practice Productivity

- + **Choice of Data Entry Methods**
- Flexible progress note templates accommodate different physician styles
- Speech recognition (integrated with Dragon Naturally Speaking)
- Touchpen, free typing and handwriting recognition
- Dictation
- Instant Medical History

### + Efficient, Comprehensive Documentation

- "Note-centric design" — Enter data into the note and you update the entire chart
- Transcription files can also populate entire patient charts
- Single-screen progress note entry saves clicks and eliminates "jumping around"
- Automatically insert chart data into the note (e.g. recent lab results, medications, problem lists, overdue health maintenance items, etc.) - Automated E&M coding wizard

### + Improved Workflow Saves Time and Labor

- Provider dashboard provides info all in one place — from messages to review bin items to provider schedule
- Secure messaging for communication inside and outside the office

- Review bin enables quick review of notes, documents, and lab results
- The Practice Partner Zoom document imaging solution makes loading paper and faxed documents a breeze

### + Improved Back Office and Front Office Efficiency

- Easy, accurate 10-key batch posting
- Electronic encounter forms
- Electronic remittance
- Electronic eligibility checking
- Quickly scan photos, insurance cards, consent forms, etc.

### 6. True EHR and Practice Management Integration

- Single database enables powerful information sharing (e.g., scheduling staff can view overdue health maintenance items and billing information)
- Eliminate paper superbills — The solution automatically creates an electronic encounter form when you complete a progress note
- Demographic data is always up-to-date
- Integrated messaging system connects all staff members
- Easier setup — shared security settings; shared provider, practice, user data

### 7. Improves Your Quality of Care

- + **Evidence-Based Content at the Point of Care**
- Embedded progress notes content and reminders
- Thousands of patient education handouts
- Knowledge base links to clinical guidelines from National Guideline Clearinghouse, USPSTF and more

### + Automated Health Maintenance Reminders

- Protocols by age/sex, diagnosis, medication and individual patient

- Reminders appear when you schedule the visit, when you open the cart, and at the point of care in the progress note

### + Effortless Medication Management

- Drug checks — drug interaction, drug/allergy, drug/disease, drug/diagnosis
- Sophisticated drug dose advisor
- Alternative drug suggestions
- Formularies, drug cost information
- New prescription automatically triggers health maintenance protocol

### + Practice Partner Research Network

- First U.S. practice-based research network linking physicians using EHRs
- Formed through partnership with Medical University of South Carolina
- Free membership for all Practice Partner solutions users
- Provides quarterly reports measuring more than 80 clinical parameters (e.g., percentage of diabetics with A1c under 7, percentage of CHD patients on aspirin therapy, etc.)

### + Order Entry Helps You Close the Loop

- Quickly view all overdue orders
- Incoming lab results and documents automatically update order statuses

### 8. Connects You to the Outside World

- Hundreds of interfaces — lab results, orders, hospitals, radiology systems, practice management systems and more.

- Diagnostic devices — ECG, spirometry, vital signs monitors, glucose meters

- Electronic Rx through the SureScripts network
- Receive refill requests as an e-mail message and can process refills with just one click
- The Practice Partner Web View Solution — Connect with patients and consultants
- Continuity of Care Record (CCR)

### 9. Affordable Pricing

- Straightforward, transparent, affordable pricing
- Proven return on investment
- ASP subscription model available
- Flexible leasing options

### 10. Dedicated Customer Service

- + **Responsive Support and Service**
- Receiving real-time feedback from 300 customer service surveys per month — 95% support call satisfaction
- 24x7 support available
- East and West coast support offices
- Technical Support Award InfoWorld "Top IT Projects 2005"

### + Extensive Consulting Services

- On-site software training
- Web-based software training
- Workflow evaluation and design consultations
- Quality improvement consultations
- Hardware and networking services

"We wanted to develop a relationship with one company we could trust."

- Kathleen Green,  
Office Manager