

EMRlogic Systems Roadmap to Meaningful Use

Executive Summary

There comes a time in the life of every business where significant investment is required. Health Care Reform is one of those times. Meaningful Use is not 'business as usual'. Our purpose in this letter is to offer a clear step-by-step roadmap to qualify for the stimulus incentives, adopt new ways of practicing medicine, and do no harm to the financial performance of your business. Our goal is to help you move forward and not only survive under Health Care Reform but gain a competitive advantage. You may register *right now* for stimulus payments of \$18,000 in your Year 1, which you will receive if you have sufficient Medicare or Medicaid volume, take the steps and make the changes described below. We are here to help you qualify with certainty and at the lowest possible cost to your practice. Health Care Reform is real and, with or without stimulus money, you will need to transform your practice.

Like you, we at EMRlogic have been thinking and planning extensively how to help you adapt to Health Care Reform in time to qualify this year. Many believe it is only a matter of implementing new software; unfortunately, it is not that simple. Below, we present a Roadmap to Meaningful Use and to a secure long-term future for your practice. We understand that some are considering the stimulus incentive program on an urgent basis while others are not. We believe reform and change is inevitable and our goal is to help you be a beneficiary of Health Care Reform, not its victim.

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Eye care, under Health Care Reform, is now a full-fledged participant in the world of health care delivery, no longer a disconnected player on the periphery. You now need many of the technologies and connectivity, formerly associated with the largest health care delivery networks. This raises the bar for the systems required to support your practice from the departmental level to enterprise. Fully-integrated software solutions are the new norm versus disparate systems for each area of the business. Dashboard analytics are replacing standard reporting. Document scanning, search and retrieval is a new must-have for the transition phase, likely to be a 10-year period. Image databases must now also be integrated into the patient exam record, which in turn drives new complexities in multi-site environments. The same applies for all instruments used across multiple locations. And, as we know, e-prescribing is now mandated and must also be incorporated into the exam record. The list goes on as we consider patient kiosks and portals, mobile input devices, and more.

First Step, Start Right Now to Qualify for Meaningful Use and Stimulus Incentive Payments this Year

Many doctors and business owners are under the impression that they must have a certified EHR in place, fully implemented and ready to go before they may apply for the Stimulus Incentives. This is not the case. As stated in the Incentive Programs Registration User Guide, (see link in the table below), **"A certified EHR is not required to complete the registration process, but an EHR Certification Number will be required when you attest for payment."** We have provided more detail on the EHR Certification Number in the attached Meaningful Use Guide, however *this means you may start today.*

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The first question is not about when you may start, rather will you seek to complete your own roadmap to meaningful use in the next 30 days, 60 days or 90 days? Working backward from your chosen start date, we recommend 60 to 90 days for your own implementation and preparation.

Second Step, Start Right Now to Prepare Your Practice for Meaningful Use

It is good news that you can start right now to prepare your practice for Meaningful Use. Contact an Account Manager so we may create or update your Practice Profile and help you build your unique implementation plan. Together, we need to:

- Conduct a review of your IT infrastructure and upgrade your hardware and diagnostic equipment to meet Meaningful Use criteria.
- Perform a security audit of your environment and implement secure access to your data, based on roles and privileges.
- Modify your work flow and procedures to comply with Health Care Reform requirements.
- Complete equipment linking for all your numeric and image-based diagnostic equipment and incorporate its use into your work flow.
- Activate the EHR module, train your staff, and start using the system live on select exams.
- Implement e-prescribing, the use of which is now mandated.
- Implement document management software to prepare for the transition to Electronic Health Records, eliminating the need for paper.

To meet these new requirements, EMRlogic has created activEHR™, a new product featuring revolutionary EHRs. activEHR includes many new features to qualify your practice for Meaningful Use and beyond. activEHR is based on InterSystems Ensemble and includes the PMS & POS upgrades and all clinical components necessary to meet and exceed the ongoing requirements of Health Care Reform and ONC-ATCB certification of EHRs. (Ensemble includes CACHÉ but has additional connected-care capabilities, i.e. interoperability and HL7).

Third Step, Envision Your Own Roadmap to Meaningful Use

Implementing EHRs now is a prudent choice. As you will see below, there is much to be done in preparation for Meaningful Use (MU), much more than simply implementing certified EHRs. Attached, please find an EMRlogic/Kowa Meaningful Use Guide that will show clearly the Stage 1 MU requirements. We invite you to use the following table as a checklist to guide you through the necessary steps in preparing for and achieving Meaningful Use.

activEHR™ Roadmap to Meaningful Use Checklist		Notes	Page 1
✓	PRE-Certification Steps: Administrative		
	1.	Go to the links shown to the right and <i>apply now</i> for your Stimulus Incentive grant	See http://www.cms.gov/EHRIncentivePrograms/10_PathtoPayment.asp http://www.cms.gov/EHRIncentivePrograms/Downloads/EHRMedicareEP_RegistrationUserGuide.pdf
	2.	Engage with our Sales department to create your Practice Profile and build your migration plan. We will help you conduct an audit of your IT infrastructure, hardware and security	Contact your Kowa Optimed Regional Rep or EMRlogic Account Rep See http://www.emrlogic.com/service-support/documents/activEHR_ITGuidelines_04oct2010_000.pdf
	3.	Request a price quote for activEHR™	Contact an Account Manager.
	4.	Review your current work flow and let us help you make required changes	
	5.	Review your practice's change management requirements for Meaningful Use	See Meaningful Use Guide and inquire with an Account Manager.
✓	PRE-Certification Steps: Practical/Technical		
	6.	Upgrade your hardware to Meaningful Use standards.	
	7.	Modify your workflow and conduct site preparation as required/recommended for your migration plan.	
	8.	Schedule equipment linking for both numeric and Image-based instruments (plus image data conversion if needed)	See http://www.emrlogic.com/service-support/documents/activEHR_ITGuidelines_04oct2010_000.pdf
✓	PRE-Certification Steps: Training		
	9.	Schedule staff training to support workflow changes	
	10.	Schedule doctor training (EHRs) – see the online demos and Quick Start Guide	See http://www.emrlogic.com/documents/EHRsQuickStartGuide.pdf
	11.	Start using Electronic Health Records real-time for some or all of your exams	
	12.	Register and set up DrFirst e-Prescribing	Contact an Account Manager
	13.	Schedule staff and doctor training for DrFirst e-Prescribing	Your Account Manager will assist

✓		PRE-Certification Steps: Implementation	
	14.	Implementation Support for activEHR 2011.2 or above	
✓		POST-Certification Steps, Part 1	
	15.	Implement Document Management - start scanning your paper records for electronic storage and retrieval	
	16.	Complete your preparation to demonstrate Meaningful Use	
	17.	Start your 90 days of Meaningful Use	
	18.	Obtain your CMS EHR Certification ID Number	See more in the attached Meaningful Use Guide.
	19.	Attest to Meaningful Use and collect your Year 1 Stimulus Incentive	
✓		POST-Certification Steps, Part 2	
	20.	Implement Online Patient Scheduling	
	21.	Implement Back-Office Financials & Business Modeling	This will eliminate your need/costs for separate accounting software.

Fourth Step, Calculate the Costs of Your activEHR Migration

Once you've decided to move forward with activEHR, you'll want to anticipate your spending relative to receipt of incentive payments. Overall, we anticipate software upgrade costs to be approximately 25% of the available grants on a per-doctor basis.

1. What will it cost to migrate to activEHR?

- Your [Kowa Regional Rep or EMRlogic Account Rep](#) will be able to provide exact costs for your Roadmap to Meaningful Use project, reflected by your precise trade-in requirements.

2. What will be your Support & Updates costs?

- Your [Kowa Regional Rep or EMRlogic Account Rep](#) will be able to provide exact costs for Support & Updates, reflected by your precise license requirements.

3. How will you pay for activEHR?

- At EMRlogic, we believe in being paid as a result of successfully helping our clients. While we do offer early-payment incentives, we also offer pay-as-you-go payment schedules.

4. Will you seek and qualify for the ARRA Stimulus Grants?

- Qualifying for the full incentive grant means \$18,000 in Year 1 per Eligible Provider NPI and \$24,000 more over the next 4 years to offset your total transition cost.
- Beginning in 2012 allows you to qualify still for the full \$44K. Spend time prior to your Year 1 reportable period (90 consecutive days) on incremental steps implementing and adapting to the use of EHRs in your business, etc.
- Be aware that October 3, 2012 is the last day to begin your MU period without loss of the year 5 Stimulus portion.

5. Will you seek the PQRS bonus, 0.5% of your total Medicare billings in 2012 through 2014?

- The PQRS bonus program began years ago as a 2% Medicare bonus and is now phasing out. As a transitional program, its purpose was to begin testing the move from fee-for-service reimbursement to pay-for-reporting and ultimately pay-for-performance. MU reporting of Clinical Quality Measures is continuing that transition. For doctors not planning immediate registration in the Stimulus program, we recommend “pre-season training” in PQRS.

6. Will you seek the e-prescribing bonus, 1.0% of total Medicare billings in 2012, prior to enrolling in the ARRA Meaningful Use program?

- The MIPPA bonus requires submission of 25 unique Medicare encounters.
- In 2012, providers who fail to adopt e-prescribing will see a 1% reduction of their Medicare payments.
- The MIPPA and ARRA rules do not allow collecting under both programs during the same year.
- Since many of the MU criteria involve e-prescribing solutions, e-prescribing is a valuable place to begin an incremental approach to migration, even if beginning with the web access standalone solution.

Concluding Thoughts

Although we already knew it, Health Care Reform is real. Stimulus incentives are now being paid. With or without stimulus money, however, health care is transforming.

As always, our mission at EMRlogic is to help you **build a better practice**, transform your business and keep pace with health care changes. We look forward to helping you make that happen. Our purpose in this letter is to give you a clear roadmap to the ARRA Stimulus Incentives, help you adopt new ways of practicing the highest quality eye care, and do no harm to the financial performance of your business. We are here to help you qualify with certainty for Meaningful Use and at the lowest possible cost to your practice. We encourage you to take the steps and make the changes described above. Health Care Reform is real and, whether or not you qualify for stimulus money, you will need to transform your practice. For more information about how EMRlogic has been preparing for Certification and Meaningful Use, be sure to read, [“Behind the Stimulus Program”](#).

Wishing you every success, on behalf of the entire team at EMRlogic.

EMRlogic