

Tuesday Feb 3
8:30 - 9:00 AM

DRT-enabled EHRs

Presented by:
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CEO, AC Group

Mark Anderson, FHIMSS, CPHIMS Healthcare IT Futurist

- CEO of AC Group
 - Conducted > 300 Technology Software Searches for Hospital and Physician Organizations
 - National Speaker on EHR > 380 sessions since 2001
 - Semi annual report on Vendor product functionality and company viability
- 36+ Years In Healthcare IT
 - CIO Position at Three Multi Facility Regional IDN's
 - Installed over \$1B in technologies since 1972
 - Former CIO of a 2,300+ physician (500+ Practices) IPA



Disclosure

- Speaking at numerous professional associations and at vendor meetings (over 100/Year)
- White Papers on the use of technology
- Serve on numerous conference boards
- EHR Search and Selections (> 100 Practices)
- DOQ-IT and CMS EHR Selection Tool
- NO Revenue from any vendor based on any Sales or increase in Revenues

AC Group, Inc.

- AC Group is one of the leading companies, specializing in the evaluation, selection, and ranking of vendors in the PMS/EHR healthcare marketplace.
- Twice per year, AC Group publishes a detailed report on vendor PMS/EHR functional, usability, and company viability.
- This evaluation decision tool has been used by more than 5,000 physicians since 2002.
- Additionally, AC Group has conducted more than 100 PMS/EHR searches, selections, and contract negotiations for small physician offices to large IPA since 2003

DRT Enabled EHRs



What is DRT?

DRT is Discrete Reportable Transcription



- Allows the provider to use the EHR for viewing of patient clinical information.
- After the physical exam, the provider dictates their note like they have the past 20+ years.
- The dictated report is sent to a transcription service for transcription or via Dragon
- The Software takes the dictation, creates a clearly defined patient note and then automatically populates the EHR with practice specific discrete recordable and reportable data directly into the practice's EHR.

So what is a DRT enabled EHR and why do we need DRT Enabled EHRs?

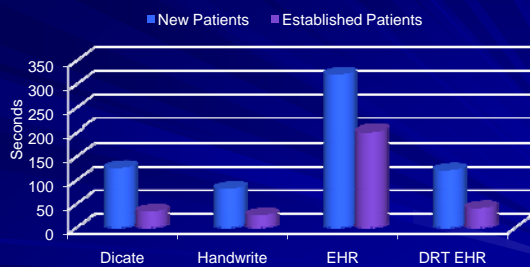
Let's start my looking at what EHRs have promised

Value of EHRs over Dictation

- EHRs save you time
 - but it takes much longer to enter the information
- You have more discrete data
 - yes, over 700 data elements
 - but you only use about 3% of these data elements
- E & M coding improves
 - In theory, but EHR vendors have no 3rd party validation studies.
- EHRs provide orders and alerts
 - Yes, but you can have the same with DRT enabled EHRs



Data Entry Time



Number of seconds for data entry of discrete clinical data

Source: 573 Patient charts



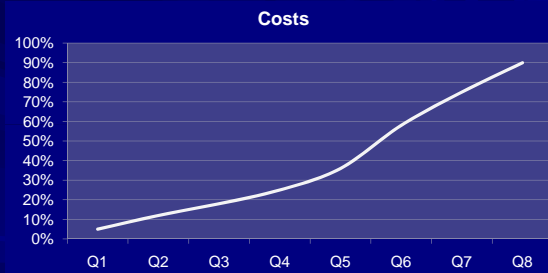
Data Entry Time

- The average physician spends 33 seconds dictating an establish office visit
- 92% of all office visits are established
- If the average physician sees 40 patients a day, total dictation time of 30 minutes plus time to search for the data.
- Using a traditional EHR application, the same number of patients would require 140 minutes of data entry time.
- Physicians are not willing to spend an additional 90 minutes per day for data entry.

$(40 \times 92\% \times 33 \text{ seconds}) + (40 \times 8\% \times 125) = < 30 \text{ minutes per day}$



Estimated Reduction in Transcription Costs



Actual Reduction in Transcription Costs by Quarter if you use one of the top EHR products



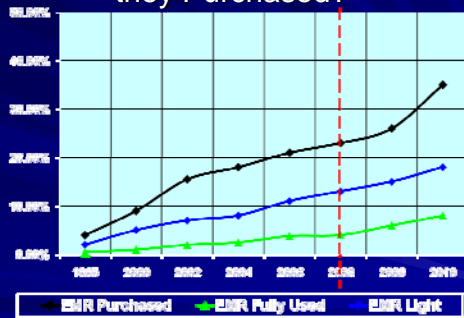
Estimated Reduction in Transcription Costs



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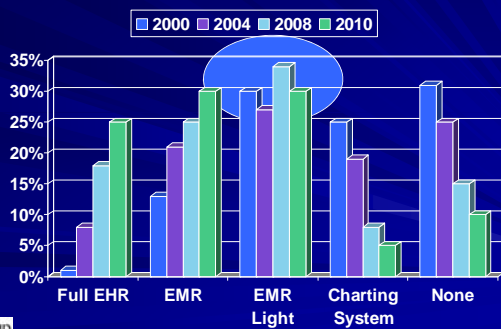
Why are Practices not using what they Purchased?



Source: AC Group Annual Survey of buying patterns
New England Journal of Medicine

ACgroup

What type of Clinical Products are Providers Really interested in?



ACgroup

So How does an DRT enabled EHR Help a Physician?

Vision

“Technology is simply a catalyst that will empower providers to drive meaningful changes in care.”

“ People love progress ... but hate change”



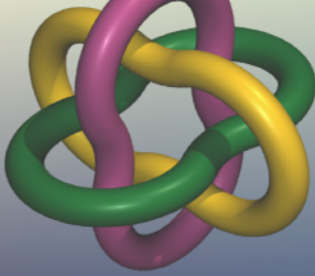
The Genesis







Separate, but united





DRT Enabled EHR

- Allows the physician to continue their current process for charting
- Allows the practice to collect
 - family history,
 - social history,
 - medical history,
 - Current Meds
 - Allergies
 - Vital Signs

DRT Enabled EHR

- Allows the physician to interact with the patient regarding:

- ROS
- HPI
- Assessment
- Orders

*Some Physicians
have allow their staff
to enter ROS and HPI
following approved
clinical protocols*



DRT Enabled EHR

- Physician conducts their physical exam
- Physician dictates their PE, the assessment and places orders the same way they do today.
- Transcription is cut by 38% since all of the information that the staff entered is already there.
- Some physicians also use the DRT enabled EHR for their orders



DRT Enabled EHR

- Bottom-Line Result:
 - 38% Reduction in Transcription costs – day 1
 - No change in interaction with patient
 - Ability to capture discrete data via transcription
 - Populate EHR via dictation instead of physician data entry.
 - 80% of discrete data with 18% of the effort
 - Transcription costs decreases on follow-up visits by 82%.
 - Note looks and sounds professional versus the 5 page computer generated note that does not sound like a professional ever read it.



DRT Enabled EHR

■ Disadvantages:

- Does not eliminate all transcription right away
 - But what EHR vendor is eliminating Transcription
- No E & M Coding
 - But a 20% reduction in productivity offsets any E & M coding enhancement
- You only capture 30% of the discrete data
 - But the average practice only uses 3 – 6% of the EHR discrete data today.

So which EHR product are
DRT enabled today ?

The Challenge

Information Overload

DRT
enabled?
Sure we
can do
that....
What is
DRT
again?



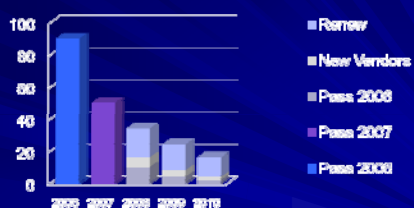
There are too many vendors in the
marketplace today

Many Vendors Pretend to be part of the Marketplace



CCHIT Certified EHR Vendors

Certification is good for 3 years – but!!!!

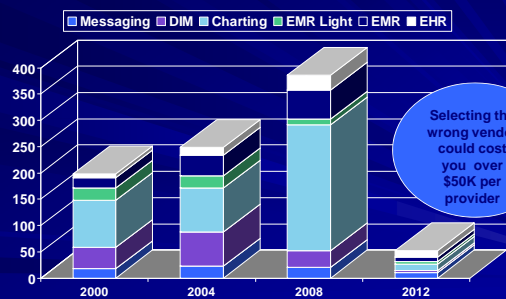


As of February 1, 2009 only 50 products have passed the 2007 CCHIT

And only 14 have passed the 2008 CCHIT Requirements

Market Change over time

Over 380 vendors claiming to sell EHRs



Selecting the wrong vendor could cost you over \$50K per provider

Which Vendors Offer DRT

- All of the vendors can offer a DRT enabled EHR
- Vendors need to realize that the EHR is NOT the solution.
- Vendors need to realize that the EHR is just a tool to help generate a clear and concise note that can be shared between common providers of care.
- A combination of Transcription and EHR is the best model for true universal adoption.
- The EHR vendor that can best enable Transcription in their will WIN!!!



Which Vendors Offer DRT

- CureMD (www.curemd.com)
- McKesson Practice Partner (<http://www.practicepartner.com/>)
- NextGen (www.nextgen.com)
- eClinicalworks (www.eclinicalworks.com)



Take Home Message

- EHRs Can Improve Patient Service and Provide Financial Benefits.
- EHR Products Are Available in 5 Types.
- Each Type Can Impact What the Product Will Do for Your Practice.
- Key EHR Features Include Workflow Management and Clinical Charting.
- EHR Implementation is a "Bet the Practice" Proposition That Requires Adequate Resources and Investments to Achieve Success.
- The DRT Enabled EHRs provide the best Value today



For More Information

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