

6 Simple Steps for Buying an EMR

Are these topics giving you a severe headache: Health Care Reform, "Meaningful Use", Government Mandates & Certification, ARRA, \$44,000 Stimulus subsidy, articles about EMR costs, EMR shortcomings, EMR Salespeople etc....?

Wading through the different perspectives on these complex topics is a heavy burden. How do you choose the right EMR product for your practice that does not increase your cost and reduce your efficiency? We recommend the following painkillers:

- 1) Buying software must make your practice more efficient, not less. Be sure the product is right for you, your practice, and your staff. Use it before you buy it. Horror stories of bad EMR purchases include exorbitant costs, long downtime training, excessive data entry, complex software navigation, a need for additional staff, and a drastic reduction in patient visits. Stay away from these painful purchases. Ask for a trial offer and KNOW that you are buying an AFFORDABLE and USABLE EMR!
- 2) The correct EMR should be affordable. Do the math. The annual cost of the EMR should be offset by office space savings and staff reductions due to the elimination of paper charts and reduced transcription costs. Keep the math simple, be objective, and consider only the savings that can be quantified.
- 3) For now, put aside the \$44,000 subsidy. When it happens...GREAT! Make a decision based on what is best for your practice, not based on potential government subsidies.
- 4) Get guarantees from your EMR vendor that their product will allow you to see the same, or more patients per day and you will not incur additional staff costs due to EMR inefficiencies. Lost revenues and added costs from inefficient EMR's will significantly outweigh the \$44,000 stimulus subsidy benefit.
- 5) Give your practice enough time to transition away from paper charts. Be ahead of the game and buy an EMR before the government deadlines. You will likely save both time and money avoiding the last minute rush to install.
- 6) Consult your professional association for recommendations on purchasing an EMR. The phone call or e-mail will cost you nothing.

Purchasing the right EMR for your practice is the most important decision you will make this year, but it should not give you a migraine. Do not be overwhelmed by all the information, approach your decision with common sense and make sure the EMR is USABLE.

We would appreciate you evaluating SIMPLICITY™, our physician-developed EMR designed to follow a doctor's existing practices. We invite you to visit www.emr-simplicity.com or call 888-572-2224 for more information.

Regards,
Rick McEttrick - CEO
Simplicity EMR™ by IQ-EQ Systems, LLC.