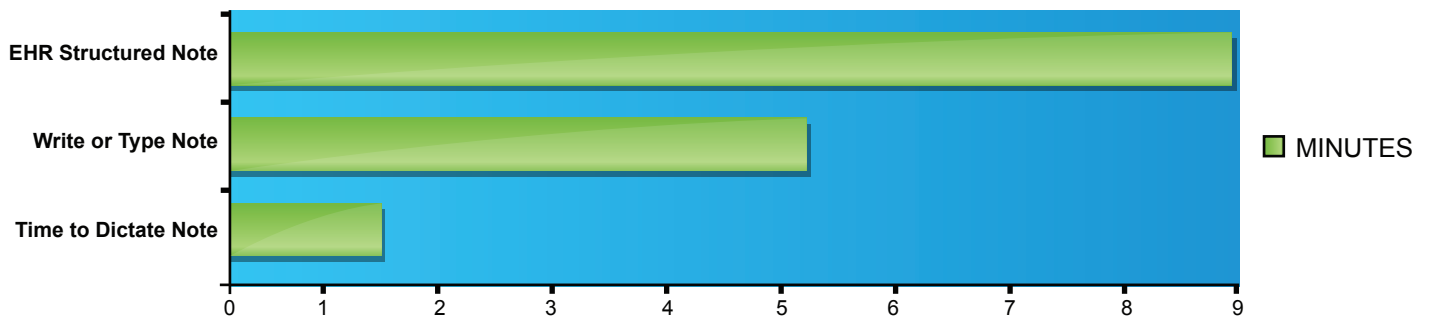




- **Electronic Health Records**
- **EHR Incentive Concierge Service**
- **Medical Coding and Billing**
- **Transcription Service**

Most EHR vendors advertize their products as a way to eliminate transcription costs. But does eliminating transcription really save money? Physicians see 10-25% fewer patients during the first year of EHR implementation resulting in an average loss of \$100,000 in revenue.<sup>1</sup> This loss in productivity is the single largest barrier to physician EHR adoption. What is the cause?



Physicians dictate because it is the most efficient way to document the patient encounter, plain and simple. When physicians try to make the transition from dictating notes to most electronic medical records products, many report spending approximately additional 8 minutes per patient to create the encounter note with EHR compared to dictation.<sup>2</sup> On an annualized basis the loss in productivity is greatest for the busiest practices, as shown below:

How much time will you spend?	Additional minutes per day	Additional hours per week	Additional 8 hour days per month	Additional 40 hour weeks per year
15 Patients/day	120	10	5	12
20 Patients/day	160	13.3	6.6	16
25 Patients/day	200	16.6	8.3	20
30 Patients/day	240	20	10	24

The real cost of EHR is not what an EHR vendor will charge you, it is the loss in productivity you will experience trying to use their product.

**Avoid the pitfalls of going electronic... SMARTDC offers the best of both worlds**  
**The efficiency of dictation combined with money-saving templates!**

<sup>1</sup> CDW Healthcare Study, December 13, 2010

<sup>2</sup> For the Record, Vol. 20, No. 17, p. 20-23



# SMARTDC Clinician Desktop Electronic Health Records

Due to the certification process for electronic medical record software, all EHR products are required to have virtually the same features and benefits. The key differentiator is how quickly and easily the patient encounter can be documented. SMARTDC Clinician Desktop (SCD) was designed with the help of busy physicians like yourself, including those that specialize in personal injury protection (PIP). The result?

## Simple

- ▶ “Intuitive user interface” is just a fancy way of saying that you can easily find what you need when you are looking at the screen.
- ▶ SCD is so easy to implement our standard deployment is completed in just 3 days of on-site training.

## Efficient

- ▶ Insert a custom template with three quick taps and augment with dictation. Our qualified transcriptionists will seamlessly integrate your dictation into the template.
- ▶ Easily transition from pen and paper using your current inter-office documents; SCD will auto-file your note into the patient’s chart virtually eliminating misfiling errors.

## Customizable

- ▶ FREE customization of the encounter note to meet your unique needs.

## Affordable

- ▶ Discounts on hardware with FREE 24/7 support: 86% of issues are resolved over the phone in 12 minutes or less with on site repairs at no charge for 3 years.

SMARTDC guarantees FREE UPGRADES in writing— DUE TO CHANGING GOVERNMENT REGULATIONS ALL CERTIFIED EHR PRODUCTS WILL BECOME OBSOLETE JANUARY 1, 2013 AND AGAIN ON JANUARY 1, 2015. Avoid upgrade fees others may charge to meet these future certification requirements.

# EHR Incentive Concierge Service

Ensure compliance with new government regulations! Our compliance experts will walk you through a simple step-by-step process designed to assist meeting the minimum criteria for “meaningful use”.

- ✔ Expert advice on which program (Medicaid or Medicare) is the best fit for your practice.
- ✔ Assistance with the enrollment process and meeting deadlines.
- ✔ Provide a straightforward process to meet the minimum criteria for “meaningful use”.
- ✔ Timely reports to document your progress on meaningful use criteria.
- ✔ Clear instructions to meet each requirement.
- ✔ Thoroughly researched answers to complex questions and situations unique to your practice.

## Company Profile

SMARTDC is a leading provider of clinical productivity applications and business services for the healthcare industry. Our products and services help practices streamline operations, reduce expenses, and comply with industry regulations enabling physicians to dedicate more time to providing quality care for their patients. Founded as a transcription company in 1999, SMARTDC quickly expanded to provide medical billing services, including personal injury protection (PIP). Our 800+ transcriptionists and billing specialists currently provide services for over 1600 physicians across 39 states.

In late 2010, SMARTDC expanded again to offer electronic medical records, scheduling software, electronic insurance eligibility verification and a mobile app for the iPhone to streamline the transcription process. In 2011 SMARTDC launched an EHR Incentive Concierge Service, a mobile app for hospital/nursing home rounds and will soon release fully integrated billing software. SMARTDC provides services for virtually every specialty with an emphasis on becoming the premier EHR vendor for the following specialties: Orthopedic Surgery, Sports Medicine, Physical Medicine & Rehabilitation, Neurology, Pain Management, Chiropractic, Podiatry, Neurosurgery, Internal Medicine, Family Practice and General Practice.

