



EHR & Practice Management Consultants

Contact us Today !
800-376-0212
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Your Trusted Healthcare Technology Partner



Due to the Rapid Adoption of EHR technology new pitfalls emerge such as:

- ▶ **Design flaws**
- ▶ **Complex Templates (using EHRs in a non-standard way)**
- ▶ **Careless Provider Usage**
- ▶ **Copy and Pasting Text**
- ▶ **Password Sharing**
- ▶ **Ignoring Clinical Decision Support Alerts**
- ▶ **User documentation errors**
- ▶ **Lack of Patient Interaction due to use of EHR Technology**
- ▶ **EPHI Security Breaches**
- ▶ **Increase in Forensic Medical Record Audits**

All these factors can fuel EHR-related lawsuits and contribute to challenges defending claims. Every aspect of EHR selection, implementation and usage can fall under scrutiny in the defense of a malpractice claim. Awareness of the potential EHR legal dangers and taking steps to prevent them can save patients lives, clinicians time, expense, and their reputation.

Under HIPAA, the healthcare provider is the covered entity responsible for maintaining the integrity of the patient's medical record, not the EHR vendors, not the consultant, and not the system integrator. Practices must understand what they are using and verify that the system is appropriately set up to document the care they provide. The MPL market acknowledges the electronic health record documentation issues are becoming a major emerging issue.

CRICO data analysis from 2013 claims listed EHR as a contributing factor for 147 claims, leading to over \$61 M in direct payments and legal expenses.

Allow our industry experts at EHR & Practice Management Consultants, Inc. assist your members / clients by safeguarding their practices from liability.

Healthcare IT Services:

- ▶ Forensic Medical Record Audits
- ▶ EHR Safety Assessment & Mitigation Plan
- ▶ Security Risk Assessment & Mitigation Plan
- ▶ EHR & Practice Management (PM) system Selection
- ▶ EHR & PM Contract Review & Negotiation
- ▶ Project Management
- ▶ Implementation Consulting
- ▶ Practice Workflow & Redesign
- ▶ Meaningful Use Audits Consulting
- ▶ Meaningful Use Appeals Consulting
- ▶ Meaningful Use Mock Audits
- ▶ Meaningful Use Gap Analysis
- ▶ Patient Portal Selection & Adoption Services
- ▶ Template Customization
- ▶ Analytics/ Reporting
- ▶ Training / Go-Live Support
- ▶ Optimization
- ▶ PQRS/ ICD-10/ HIE/ ACO
- ▶ Recruiting Services
- ▶ Price Transparency Consulting
- ▶ Technology Management
- ▶ EHR & PM Data Conversions
- ▶ Telehealth
- ▶ Mobility

Marketing IT Services:

- ▶ Website Development
- ▶ Social Media
- ▶ Online Newsletters
- ▶ Marketing Materials Design
- ▶ Practice and Patient Surveys

Products Offered:

- ▶ Doctor Patient Portal
Free customized patient portal to be used to achieve Meaningful Use
- ▶ Price Transparency Software

Appraisal/Valuation Services



Join Our Partner Program

EHR and Practice Management Consultants, Inc. (EHRPMC) provides solutions and services to common challenges healthcare organizations face every day. We empower our Partners to offer these impactful solutions and services to their own network.

Who is right for the Partner Program?

- ▶ Professional Services Firms
- ▶ Technology Firms
- ▶ Medical Malpractice Insurers
- ▶ Data Analytics Firms
- ▶ System Integrators
- ▶ Solution Providers
- ▶ IPAs/ PHOs/ MSOs/ACOs
- ▶ Medical Societies/Associations
- ▶ Attorneys
- ▶ Accounting Firms

Become a Partner Today and Enjoy:

- ▶ Possible referral fees
- ▶ Renewal commissions for qualified partners
- ▶ No financial investment or program fees
- ▶ Short sales cycle on in-demand services
- ▶ Customizable marketing resources
- ▶ Pre-sales training
- ▶ Post-sales billing support

Recommend our services to your network and let us do the rest!

Who is the Partner Program designed for?

- ▶ Firms looking for Third Party Vendors for Project Management, Implementation, Training, Go-Live, Post Go-Live and Optimization Support
- ▶ Organizations who want to empower their customers by offering additional services and solutions to help grow or improve their business
- ▶ Businesses who are looking to grow by expanding their portfolio to include valuable services and partner with an Industry Trusted HIT Consulting Firm
- ▶ Industry Leaders who advise and recommend services and resources to assist healthcare organizations

Partner Programs:

Channel Partner

Attract new customers and extend your reach by joining our Channel Partner Network and gaining access to our marketplace of products and services and benefit by receiving deep discounts and negotiated rates.

- ▶ Capitalize on every revenue opportunity by diversifying your portfolio and gaining access to our Partner network of services and solutions
- ▶ Retain current customer base by offering new service lines and adding a competitive advantage

Authorized Partner

Our Authorized Partner program bridges the gap between providing the services and solutions your customers need but your organization does not have the internal resources to offer. Partner with EHRPMC to create an additional revenue stream by white-labeling our service lines.

- ▶ Improve your relationships with your current customer base
- ▶ Offer valuable service lines to existing and potential customers to differentiate your company from your competitors
- ▶ Build your brand and increase your revenue stream by adding services to your portfolio

Referral Partner

Our Referral Partners are able to improve client relationships and increase their market share by introducing valuable solutions and services.

As an EHRPMC Referral Partner, any lead resulting in a closed sale will earn a referral fee. Additionally, a Referral Partner will enjoy the benefit of having EHRPMC position your solutions and services to our client base.

Give your organization a competitive advantage by partnering with EHRPMC

EHRPMC is committed to delivering Quality, Value and Service