

# 14 Ways EMR/EHR Can Reduce Expenses, Increase Revenue and Improve Productivity



*Why wait until the last minute to digitize and streamline your practice. EMR/EHR is here to stay and the ophthalmic industry must continue to adopt ways to better communicate with other health care providers—it's what your patients expect.*

By First Insight Corporation – [www.first-insight.com](http://www.first-insight.com)

Implementing electronic medical records (EMR) or electronic health records (EHR) in a practice can be a challenging and fearful task. Current federal initiatives propose that physicians and hospitals adopt EMR/EHR systems by January 1, 2015. And Pay-for-Performance programs, such as the CMS Physician Quality Reporting Initiative (PQRI) and e-prescribing bonus programs rely on data from EMR/EHR systems.

For example, in 2009-2010, physicians who successfully e-prescribe may receive a bonus payment of 2 percent of their overall Medicare Part-B reimbursement. In 2011-2012, the reward for e-prescribing will be 1 percent, while the penalty for not e-prescribing begins in 2012.

Research also shows that people are becoming aware of the potential benefits of EMR/EHR and this shift is creating opportunities for eye care providers to take steps toward implementing EMR systems.

And according to the “American Recovery and Reinvestment Act of 2009,” starting in 2015, physicians who are not “meaningful” EHR users will see a reduction in Medicare payments.

While 2015 may seem a far way off, why wait until the last minute to digitize and streamline your practice. EMR is here to stay and the ophthalmic industry must continue to adopt ways to better communicate with other health care providers—it's what your patients expect.

Here are 14 reasons why you should take the leap now, instead of later, and find a flexible, comprehensive EMR system that works the way you do. **You may be losing out on more than you think if you wait too long.**

1. As an early adopter of EMR/EHR, it will be much easier for you to capitalize on maximum Medicare and Medicaid incentive dollars through the HITECH Act.
2. Improve documentation with legible, organized and complete records—seamlessly integrate with your practice management software.
3. Improve E&M coding accuracy and compliance with chart audits by posting correct data, diagnosis codes and procedures. Prevent under or over-coding.

4. Reduce billing errors and protect the security of your financial operations. Accurate e-claims mean fewer claim denials. Eliminate lost charges and increase revenue; spend less time on code research and editing.
5. Improve communication between front office staff and doctors—maximize the use of the doctor’s day using customized workflows and schedules.
6. Reduce redundant data entries by entering data once.
7. Eliminate transcription costs.
8. Eliminate the time spent searching for lost charts with universal access to records from any workstation; including secure remote access.
9. Practically eliminate file cabinets, file folders and other paper supplies. Free up valuable revenue-generating office space.
10. Increase collections at the time of visit and lower account receivables.
11. Reduce labor costs and internal/copying expenses.
12. Reduce incorrect (and costly) optical lab orders by transferring final Rx and exam data to optical, billing and front desk. Place and track optical lab orders using a built-in interface. Stop entering data twice and worrying about ordering lenses with incorrect parameters.
13. Improve patient communication and retention—makes answering patient questions easy and quick.
14. Provide insight into your practice and patient needs with powerful, custom billing and inventory reporting.

## Free Practice Analysis

Ask First Insight how they can help you develop a plan of action, evaluate a return on your investment, and create a smooth-running paperless office with maximEyes practice management and EMR software.

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