"The NextGen® system is a highly-sophisticated tool that ably meets our current and future needs, yet is still amazingly user-friendly for clinicians despite a vast array of available options that could be somewhat intimidating. However, the PACIS team gave me the tools and training that made switching to an EHR extremely doable with very little pain!"

— Dr. Amalia Armenta

PACIS — YOUR ROADMAP TO THE MEDICAL PRACTICE OF THE FUTURE

WHAT IF… for every patient encounter, you had the patient's medical information — history, test results, imaging and referrals—at your fingertips, organized and legible?

WHAT IF… you were able to expedite reimbursement and increase your revenue by consistently "right coding" your services?

WHAT IF… you could maximize your time by reducing missed appointments or over-booked schedules?

These scenarios are a few of the benefits of electronic health records: EHR*

>> EHR is the gateway to the way medicine should be practiced – complete information, minimum hassle.

>> You get your appropriate fees with fewer denials and less wasted staff time.

>> You can grow your practice without growing your staff expenses.

>> Everyone wins.

Recognizing both the enormous benefits from EHRs and that this is the way that medicine of the future will be practiced, Physician Associates has selected NextGen, a state-of-the-art electronic health records system, and created the resource – PACIS – to help you and your office transition to an EHR practice.

PACIS is Physician Associates Clinical Integration Services, a department within PA that is dedicated to helping its physician members realize the benefits of an electronic health records system:

>> Increased revenue

>> Improved patient care

With PACIS, you not only save many thousands of dollars over the cost of purchasing a system for your practice, you also avoid the many challenges of attempting to implement an EHR system on your own.

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PACIS **1**

EHR is the shorthand term that NextGen uses when referring to both the Electronic Practice Management and the Electronic Medical Record components of their system.

"Any switch to a new system can be incredibly tough, but the training PACIS provides is second to none. They had us up and running from zero to sixty pretty quickly; honestly, we were at full speed within two weeks of going live!"

— Dr. Francisco Rivera

PACIS OFFERS YOU THE LEADING EDGE EHR SOFTWARE

AFTER AN EXHAUSTIVE SEARCH for the best software to accelerate the transition to EHR, Physician Associates selected NextGen® EHR software, the acknowledged industry leader. The NextGen system offers an integrated practice management and an electronic medical record system. It operates over secure Internet connections and allows for interface with laboratories, a claims clearing-house, your colleagues, and with Physician Associates. It is designed to work within the Microsoft Windows environment that is familiar to most computer users. The power and simplicity of NextGen made it the best choice for Physician Associates.

PACIS BRINGS YOU SIGNIFICANT SAVINGS
The selection of the NextGen software and the implementation support provided through PACIS represents tremendous cost savings to our physicians. Switching to an EHR system can cost in excess of $50,000 for the software and support packages alone and this figure does not include the cost of technology support personnel to take the system live. Maintenance fees further add to this cost. Realizing that most solo or small office practitioner could not afford this investment, Physician Associates purchased the NextGen software system for its member physicians and created PACIS to provide implementation services and ongoing support for your practice.

Through PACIS, all system costs -- including training, installation, implementation and on-going management and support -- have been purchased by Physician Associates and provided to PA physicians at no cost. The physicians' only responsibility is to purchase, set up and maintain the necessary hardware (computers, printers, scanners, etc.) **but there are no upfront costs for the software program.** You pay only monthly maintenance and licensing fees that have been negotiated by PACIS at well below the market rate.

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PACIS MANAGES YOUR IMPLEMENTATION

To get your office up and running on the system, PACIS offers a complete implementation and training program that:

>> Provides a roadmap for a smooth and seamless transition from your current environment to using an electronic health records system.

>> Will take your practice from *offline to online* in approximately six months in a series of carefully planned steps.

>> Creates an easy-to-follow, manageable implementation process to enhance physicians' ability to adapt to the new system.

>> Provides ongoing support to meet the needs and requirements of the practice, including system upgrades, additional functionality, system and process training and other needs as they arise.

>> Gives physicians the freedom to practice medicine instead of pushing papers.

PACIS gives you everything you need to get your office up and running on the EHR system, to maximize your income and to minimize your expense.

"The NextGen® EHR has revolutionized the way I see patients…once you become a paper chart-free office you will never want to revert back. PACIS has brought the future of office-based medicine years ahead of what I could have done for myself."

— Steve Davis, D.O.

THE CASE FOR EHR IN YOUR PRACTICE

SWITCHING TO ELECTRONIC Health Records offers huge benefits to your practice, your patients and the community.

BENEFITS FOR YOU AND YOUR PRACTICE

>> Increased practice efficiency

- ✱ Ease of treating and managing patients is enhanced by having everything in one easily accessible location

>> Increased revenue

- ✱ Accurate coding generates higher reimbursements

- ✱ Pay-for-performance goals are better met through integration with the EHR software

- ✱ Patient data for HCC reimbursement is easier to access

- ✱ Your practice grows without adding staff

>> Cost savings

- ✱ Transcription fees reduced or eliminated

- ✱ Decreased need for dedicated medical records personnel

>> Reduced risk

- ✱ Improved documentation

- ✱ Shared information

- ✱ Secure data

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PACIS **3**

* Medication/allergy checks

  * Decision support

>> **Maximize your space**

  * Storage facilities eventually go away as EHRs eliminate the need for crowded file rooms

BENEFITS FOR YOUR PATIENTS

>> **Improved quality and continuity of care is achieved through**

  * Health maintenance triggers

  * Disease management programs

  * Faster orders and results

  * Easier patient information sharing between physicians

BENEFITS FOR YOUR COMMUNITY

>> **Treating patients with all the information you need on hand means better patient care.**

>> **The system is designed to access specialist information and shared hospital data.**

>> **The system also meets all current HIPAA demands and is pass code protected.**

GET PACIS

> "I think it's important to work with PACIS, particularly because early on in the process there are going to be little glitches such as compatibility and trying to get other organizations to buy in. PACIS not only comes out and helps me as an individual, they are also putting together a whole network with the interest and size to work through a lot of issues…"
>
> — Dr. James Reilly

THE BENEFITS OF SELECTING PACIS

NOW THAT YOU HAVE MADE THE decision to switch to EHR, why not let someone else do all the work for you and cover the expense too? Of course, you always have the option to upgrade your current system without PACIS' assistance but the actual cost might be higher than you imagine. Let's do a comparison of using PACIS versus doing it alone:

	WITH PACIS	WITHOUT PACIS
INITIAL INVESTMENT	PACIS provides a practice management and an electronic medical record system without any upfront software, training or implementation costs. PACIS builds the system without the cost of acquiring the software license and implementation fees.	Without PACIS, switching to an EHR system can cost in excess of $50,000 for the software and support package alone.
PROJECT MANAGEMENT	PACIS gets you from offline to online in a series of carefully planned steps. We provide the training and management to implement an EHR transition with as little disruption to the practice as possible.	Without PACIS, you would have to either hire a consultant or vendor to provide staff training. Most offices do not have the resources to effectively implement a software project of this magnitude.
SYSTEM BUILD	PACIS provides NextGen® qualified application specialists to build, maintain and upgrade your system. This allows you and your staff to spend time learning and using the system without having to invest in building the system.	Without PACIS, you have to hire a NextGen qualified system builder/consultant or acquire the skills to build the system plus take additional training to learn how to use it.
INTERFACE MANAGEMENT	PACIS handles the system interface with laboratory systems and other optional systems, plus all support for these processes.	Without PACIS, any interface management would incur a cost for each separate interface plus ongoing management.

	WITH PACIS	WITHOUT PACIS
UPGRADES	PACIS provides everything needed for simple or complex upgrades whether they involve a few new bits of functionality or a major overhaul of the system.	Without PACIS, you would be responsible for all changes, updates and management with any new upgrades.
HARDWARE MANAGEMENT	PACIS will assess your practice prior to installation; we can suggest hardware vendors, recommend methods for connecting to the Internet and make sure the system works.	Without PACIS, you would be on your own for hardware management and would have to pay someone to come in and help you determine your specific hardware needs.
GROUP DISCOUNTS	PACIS has negotiated amazingly low rates for add-on features such as electronic statements and other functionality. Also, the monthly maintenance fees are reduced for members of PA.	Without PACIS, you wouldn't qualify for these special rates which save doctors thousands of dollars a year.
TRAINING	PACIS provides ongoing, as needed training in addition to initial training, post go-live support, on-site system upgrades and "touch up" training. We "refresh" employees that don't master the software as quickly as their peers.	Without PACIS, you would have to pay for a training package to cover system builds, end-user and upgrade trainings.
IMPLEMENTATION SERVICES	PACIS does all the legwork for you, determining what data you need and how to find it. We do a workflow analysis and discuss how this might change with the implementation of EHR. We also coordinate training schedules, system builds, pre-load of data, go-live and post go-live events.	Without PACIS, you would have to designate a member of your staff or pay a consultant to do all this. They would provide a few days of on-site support and any additional time needed would result in additional costs.
HELP DESK SUPPORT	Once live, we offer rapid response via our local help desk staff to answer questions, make changes to the system, do on the spot training, and escalate issues to any other vendors involved. PACIS members "get the ear" of vendors sooner rather than later.	Without PACIS, when your people would call their people, it would be just another call which could involve prolonged wait times causing expensive delays for your practice.

With PACIS, all of these benefits are included in the cost of your monthly maintenance fees.

Without PACIS, you would still have to pay the monthly maintenance fees without getting any of the additional benefits.

So which will you choose?

We thought so.

GET PACIS >>>>>

"PACIS has been very responsive in answering our questions and helping us quickly. By using NextGen®, my notes are more thorough which means my billing practices are more accurate. Patients are also impressed that I can pull up labs, diagnostic reports and consult reports without rummaging through a chart. We love the electronic charting and will never go back to paper!"

— Dr. Zaida Obeso

YOUR ELECTRONIC MEDICAL RECORDS SYSTEM

THIS ROBUST, INTUITIVE patient record system generates comprehensive medical records, and gives you everything you need to digitize your current office systems. This powerful system frees you to focus on patients instead of paperwork.

The NextGen EMR system from PACIS meets or exceeds industry standards for advanced security and system integration with multi-device connectivity and fax capability.

Highlights of the system include:

Electronic chart. The heart of the EMR system, the chart and its integrated capabilities provide physicians with a complete record of a patient including comprehensive point-of-care documentation, medication management, treatment plans and orders, procedures and exams, and patient histories.

Workflow management. Workflow is the first area through which the EMR will instantly accelerate provider productivity via the Dashboard which efficiently organizes daily appointments, tasks and emails.

Provider approval queue. This feature compiles items requiring immediate signoff, including lab results, images and documents. Sign-offs are automatically updated in each patient's medical record.

Time savings and increased revenue. You will see significant savings through reduction or elimination of labor-intensive tasks and services such as transcription, chart management and orders and referral processing.

Improved point of care. This is achieved through direct lab order entry and results, provider approval queue, follow-up tracking and electronic charting.

Data capture. Data is captured via graphing and image management and documents that are generated along with outcomes analysis.

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PACIS

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Streamlined operations. Office operations are streamlined into a single system for scheduling appointments, managing patient registration, eligibility verification, correct coding and generation of super bills and creation of task lists.

YOUR ELECTRONIC PRACTICE MANAGEMENT SYSTEM (EPM)

The NextGen® electronic health records system is coupled with a powerful practice management system that improves office efficiency, profitability and quality of care. It streamlines front and back office administrative tasks such as billing, reporting, patient registration and scheduling. With the ability to search ahead, the EPM system provides immediate access to appointment history, support for event chains with configurable wait times, referral tracking, recurrent appointments and conflict checking, as well as monitoring unlimited, controlled overbookings.

Benefits you will see immediately include:

Improved bottom line

>> Accurate statements and claims mean increased acceptance of claims, reduced errors and reduced accounts receivable days

>> Correct coding provides better reimbursement

>> Best practices billing tracks contracts and monitors benefits, limits, co-pays and deductibles

>> Automatic payment posting and maintenance of allowed amount history and write-offs accelerates income

>> System alerts facilitate quicker collections and resolution of patient statement issues

Reduced expenses

>> Low-cost workstations require no servers in the office

>> New staff training time is reduced due to intuitive interface

Reduced risks

>> EPM provides an accurate financial health snapshot of your practice

>> Patient verification and eligibility process is streamlined

Improved efficiency

>> Rapid registration of patients as the employer profile automatically assigns benefits to a patient's account and insurance cards are scanned directly into the system

>> Speedy scheduling occurs via event chain and resource scheduling, no-show and cancellation tracking

>> Ad-hoc reporting options provide easy and reliable exporting of important data to other programs and formats

GET PACIS