



PQRI Simplified

Looking for information on how you can qualify for the 1.5% Medicare bonus payment through PQRI?

Call PrimaryData today for the complimentary guide "PQRI Simplified" or direct your browser to:

www.primarydatacorp.com

and download this informative white paper.

Current PrimaryData Specials

- **Special pricing on SpringCharts EHR through August 31, 2008. \$0 financing available.** [Spring Medical](#) has lowered the standard price of their award winning CCHIT certified EHR, SpringCharts, by **\$100 per user** through August 31, 2008. PrimaryData will match to make it **\$200 per user off PLUS match Medicare's 10.6%** cut through August 31, 2008! Call PrimaryData or visit www.primarydatacorp.com. **SpringScripts e-Prescribing is available! 2% Medicare payment increase 2009-2010 with e-Prescribing, 2% decrease after 2013 for those not e-Prescribing.**
- **The above deal is so great, we're offering special pricing on MEDfx and Drs too!** Now through August 31, 2008 the price of MEDfx, the revolutionary practice management system by [GBA](#), and the price of [Drs Document Retrieval System](#) are also lowered by **\$100 per user PLUS 10.6%**! For details on MEDfx and Drs call PrimaryData or visit our website.
- **Looking for an even better deal on an EHR and a PMS? We are looking for a beta for both.** [SpringCharts](#) and [MEDfx](#) is a healthcare technology combination that is unbeatable, especially with their new HL7 interface. [Spring Medical](#) and [GBA](#) have asked PrimaryData to find a practice to beta the demographic and charge interface. We will offer a fantastic price to a practice to move their healthcare technology forward today. Call Mike Wallace, President of PrimaryData, at 720-226-9270 for details on how you can become our beta.
- **InstaMed real time claim processing and VantageRx dispensary program benefits.** Call PrimaryData or visit www.primarydatacorp.com for details on these exciting products.



PrimaryData

Practical care for your practice.

8756 Dover Circle
Arvada, CO 80005-1584
720.226.9279 phone
866.852.4731 fax
www.primarydatacorp.com

Issue

01

July-August
2008

Healthcare
Technology
News and
Products

PrimaryNews

This issue

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Senate Fails on Medicare Bill

The Senate bill to block a 10.6 percent cuts in provider's Medicare reimbursements failed by one vote to get the 60 votes necessary for the bill to pass. The House version passed easily, 355 to 59 votes

Carriers offering Medicare Advantage have lobbied against the bill. Bill supporters include doctors, consumer groups, pharmacists, and hospitals.

We hope that the Senate does the right thing by passing a bill to block Medicare cuts when they return from their vacation, later in July, for the health of Medicare patients and providers.

Medicare patients and providers deserve better care from our legislators.

Late release 7/15/08: The Senate voted to override President Bush's veto finalizing the bill that halts Medicare payment cuts to physicians through 2009.

Healthcare Technology Initiatives

Many initiatives on healthcare technology are under consideration at a national level and may impact your practice and decisions on healthcare technology implemented.

Summary of several recent initiatives follow.

- CMS has proposed adding new codes for telehealth delivery of follow-up inpatient consultations intended for use by providers who are consulted by a patient's attending physician regarding care but are not available for a face-to-face encounter.
- The DEA has proposed regulations that would allow physicians to electronically prescribe controlled substances. The regulations could help reduce prescription forgery and are also aimed at reducing paperwork and prescription errors caused by illegible handwriting.
- The House Energy and Commerce Subcommittee on Health recently approved a bill to encourage the adoption of health information technology and electronic health records for each person in the U.S. By 2014. The bill recommends development of a health information technology resource center to provide technical assistance and serve as a forum on health IT adoption.

• HHS Secretary Mike Leavitt discussed what it will take to transform healthcare a true economic system in an interview with [Modern Healthcare available as a podcast](#). Leavitt answered questions about Medicare's pay-for-performance initiatives, physician-owned specialty hospitals, the adoption of information technology systems and prospects for healthcare reform.

• The Office of the National Coordinator for Health-IT released 'ONC-Coordinated Federal Health IT Strategic Plan: 2008-2012'. Serving as a guide to coordinate the federal government's health IT efforts, the report has two primary goals: patient-focused health care. The first goal envisions a transformation to higher quality, more-cost efficient care through electronic health information access and use; the second goal envisions the appropriate, authorized, and timely access and use of electronic health information to benefit public health, biomedical research, quality improvement, and emergency preparedness.

The full report and synopsis are available at: <http://www.hhs.gov/healthit/resources/reports.html>.

Key Health Information Technology Terms

Electronic Medical Record

EMR

An electronic record of health-related information on an individual that can be created, gathered, managed, and consulted by authorized clinicians and staff within one health care organization.

Electronic Health Record

EHR

An electronic record of health-related information on an individual that conforms to nationally recognized interoperability standards and that can be created, managed, and consulted by authorized clinicians and staff across more than one health care organization.

Personal Health Record

PHR

An electronic record of health-related information on an individual that conforms to nationally recognized interoperability standards and that can be drawn from multiple sources while being managed, shared, and controlled by the individual.

Health Information Exchange

HIE

The electronic movement of health-related information among organizations according to nationally recognized standards.

Health Information Organization

HIO

An organization that oversees and governs the exchange of health-related information among organizations according to nationally recognized standards.

Regional Health Information Organization

RHIO

A health information organization that brings together health care stakeholders within a defined geographic area and governs health information exchange among them for the purpose of improving health and care in that community.

Reminder: Backing up your data is the best protection for the health of your practice. Is your data backed up successfully?



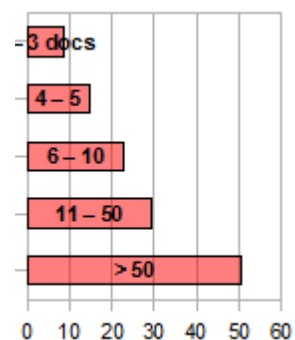
Most Doctors Don't Use Electronic Health Records Today

Less than 9 percent of small offices with one to three doctors, where nearly half of the country's doctors practice medicine use an electronic health record (EHR).

The government sponsored report found that physicians who use an EHR say that such records have helped improve the quality and timeliness of care, yet less than one in five physicians have an EHR.

Most physicians in private practice, especially in small practices, lack the financial incentive to invest in EHRs.

Practices using an EHR



MA GH Institute for Health Policy

The survey found that 4% of U.S. physicians have an extensive, fully functional EHR system, while 13% of physicians have a basic EHR system. The survey was conducted between Sept 2007 and March 2008.

More than 2,600 doctors were surveyed. The results showed strong support for EHRs by doctors who have them, especially for those termed "fully functional" EHRs which include reminders of care guidelines, based on a patient's age, gender or medical history. 82 percent of those using an

EHR said that they improved the quality of clinical decisions, 86 percent said their EHR helped in avoiding medication errors and 85 percent said they improved the delivery of preventative care.

Dr. David J. Brailer, the former health information technology coordinator in the Bush administration said, "Those numbers are huge and very encouraging."

54 percent of doctors without an EHR said that they were not satisfied with the existing

EHR products, which tend to be designed for hospitals instead of small practices.

Issues identified as barriers to EHR implementation:

- Cost of software, hardware
- Does not need their needs
- Less of productivity
- Return on investment

Physicians, patients and insurers can save money

"Those numbers are huge and very encouraging."

Dr. David J. Brailer
Former HIT coordinator on user satisfaction with EHRs.

with EHRs from less paper handling, lower administrative expenses and fewer unnecessary

lab tests. However, the burden of making the initial investment has fallen on physicians with traditionally high costs for most fully functional EHRs.

PrimaryData believes we have a product to address price and function concerns. SpringCharts can help a practice be more productive while also increasing their ability to provide better patient care at the point of care.

e-Prescribing Report Available

More than 35 million prescription transactions were sent electronically in 2007, a 170 percent increase from 2006. Although a huge number, this is only 2% of prescriptions eligible to be sent electronically.

At the end of 2008, it is estimated 85,000 prescribers will be actively e-prescribing, more than doubling the 35,000 in 2007.

eHealth Initiative and The Center for Improving Medication Management

have released a report, [Electronic Prescribing: Becoming Mainstream Practice](#) which details the progress made, obstacles that remain, and recommendations for helping the nation's prescribers migrate from paper-based prescriptions to an electronic system. Another report is due out this summer specifically for prescribers.

Challenges listed that may limit the adoption of e-prescribing technology include financial burdens,

workflow changes, need for greater connectivity and ability to better reconcile multiple medication histories.

Recommendations include: adoptions of e-prescribing, expand incentive programs, e-prescribing of controlled substances, create a public advisory body, and continue development of additional standards. The full report is available at:

http://www.ehealthinitiative.org/assets/Documents/eHI_CIMM_ePrescribing_Report_6-10-08_FINAL.pdf

Q&A Technology Tips

Q: I heard that Windows XP is no longer available. Is this true?

A: This is a frequent question. Microsoft XP is the most widely used operating system on earth, and its successor, Windows Vista, has not proven to be as popular. Microsoft is discontinuing the distribution of XP on June 30, 2008. Microsoft is extending availability of XP Home Edition pre-installed on Ultra Low-Cost PCs through June 30, 2010. Dell and other vendors will offer Windows PCs



a reseller version of Vista Business or Vista Ultimate installed and downgrade it to XP Pro – known as the "XP tax". This is the price difference between versions of Vista allowed to downgrade plus any charges for installation for XP.

If you are looking to purchase new Windows PCs, PrimaryData can assist you in determining the version of Microsoft Windows to use with your installed applications and your current requirements.

Give us a call and we'll be happy to assist you.

EYE ON IT Current Trends

Tablet PCs, hand writing recognition, and use of touch and voice recognition are increasingly being used in health care today. Dell, HP and Motion Computing all offer great tablets; Microsoft's new OS will incorporate these tools; Nuance's newest release of DragonSpeak is near 99% accurate. Visit our website for information on the benefits for your practice.

SOFTWARE Monthly Pick

[Drs Document Retrieval System](#) is a perfect fit for those practices that don't want a full featured EMR but want to digitize their paper records, automate office processes and not disrupt work flow and patient care. Practices have been up and running on Drs as soon as they have been trained. Drs is powerful yet simple to use.

Interfaces to MEDfx, PCN, Medical Manager and other practice management systems make Drs a great addition to your practice.

Contact [PrimaryData](#) today to learn more on how Drs can benefit your practice.