



Why EMR? Why Now?

The government is serious about Electronic Medical Records. So this is the time to implement. Why? Because this is the last year that you can qualify for the entire Medicare incentive, which is up to \$44,000. And, if you aren't using Electronic Prescribing, which is part of the EMR, you are already being penalized 1% of your Medicare payments.

In order to receive your incentive, you must have your EMR implemented by October 3, 2012. That means you need to decide which one to buy and get on their implementation list. It can take three months to install the software.

You will have two options when you buy the EMR. The first will be to purchase both the EMR and a Practice Management module. The EMR is the electronic charting, which you must have to qualify for your incentive. The Practice Management module is for billing. You don't have to buy the Practice Management module to get your incentive. If you use a billing service, you certainly don't need this additional expense.

Of course we'd say that, because we are a billing service. But we've seen practices implode when they have to implement an EMR AND change their billing software at the same time. That hits the bottom line. Therefore, we suggest that you buy the EMR, and contract with a billing service. Preferably, Physician Services. Or better yet, contact Physician Services and we will help you select the best EMR for you.

Our results are impressive, usually a 90%+ net collection ratio for insurance payments.

So, if you're going to do EMR this year, please remember the following:

1. You must be up and running by October 3, 2012 in order to qualify for the Medicare incentive.
2. It usually takes 3 months to implement the EMR software.
3. You DO NOT need to buy the Practice Management (billing) module.
4. Physician Services can protect your revenue stream during the transition and going forward.



For more information, visit our website:

WWW.PHYSSERV.COM
or call tollfree 888 877-4882 extension 201