STI Computer Services Inc.

Podiatric Physicians

Don't just computerize your charts — *automate your entire practice.*

ChartMaker® Medical Suite

STI Computer Services, Inc. Valley Forge Corporate Center 2700 Van Buren Avenue, Eagleville, PA, 19403

http://www.sticomputer.com

ChartMaker® Electronic Medical Records

With all of the changes taking place with Medicare and the Government, there has never been more incentive to "go paperless" than there is today.

Electronic Medical Records in Podiatry

There is a great deal of interest among podiatrists in implementing Electronic Prescriptions (eScripts) and Electronic Medical Record (EMR) technology in their practices. Health and Human Services Secretary Michael Leavitt calls implementation of EMR's by 2014 a "national priority" and the federal government is providing substantial Healthcare Information Technology (HIT) financial incentives to physicians who adopt this technology early.

How do you know if you are eligible? According to section 1861(r) of the Social Security Act, an "eligible professional" is defined as a "physician who is a doctor of medicine or osteopathy, a doctor of dental surgery or medicine, a doctor of podiatric medicine, a doctor of optometry, and a chiropractor." STI believes that there are a lot of reasons to purchase ePrescribing or EMR technology besides the HIT financial incentives, although, you should take advantage of any financial incentive that may exist. Eligible professionals who are meaningful users of certified EMR technology will receive incentive payments starting in 2011.

ChartMaker® Clinical EMR benefits:

• Eliminate paper charts and their related storage space.

• Eliminate lost charts and manual chart pulls.

• Get out of the office sooner and work or access your electronic charts from home or another location.

• Reduce errors and the time to document a note or referral letter.

• Provide printed patient handouts to reduce medical liability.

• Produce legible, and E&M compliant chart notes for proper billing purposes.

• Eliminate or reduce transcription costs.

• Quickly document notes from pre-designed templates by mouse click or pen tap.

• Provides templates that permit checklists for easy note input with a documentation by exception option.

Addressing the Needs of Podiatric Physicians.

Podiatry and Podiatric Surgery Templates

Podiatrists have many different needs than primary care doctors. ChartMaker's CCHIT 08 certified Electronic Medical Record has templates that can be customized to meet your unique Podiatry vocabulary and specific terminology required for surgical procedures. When you are working with the podiatry-specific templates, ChartMaker's EMR has an E&M coding tool included with the software that helps determine the proper E&M code based upon the level of documentation.

According to recent statistics from the Center of Disease Control and Prevention (CDC), 23.6 million people in the United States have diabetes and it is listed as the seventh leading cause of death. Electronic Medical Records can help remind you when a podiatric patient has missed an appointment or test. With the number of diabetes cases in America continuing to rise, Electronic Medical Records (EMRs) will benefit your practice by keeping your patient's progress on track. Within ChartMaker's flow sheet, included in the software, you can chart your patient's blood sugar levels over time. Podiatric-specific content includes a number of templates, both in office and surgical, diagrams and graphics. Foot and toe diagrams can be inserted into your note, as well as a photo of your patient's sore or callus. The ChartMaker Medical Suite can help you reduce many of your expenses such as storing paper charts, chart pulls, lost charts and reduce your transcription costs with our voice recognition technology. The ChartMaker Medical Suite gives you the ability to create more professional looking consultation reports in less time and at less cost with the ability to insert patient specific digital photographs for a more personal touch. The EMR may even reduce your malpractice premiums as a result of higher quality documentation and prescription management.

ChartMaker® Clinical EMR features & options:

- Chart Organization with customized tabs
- Workflow Management
- Messaging
- Orders Management
- Document Management
- Transcription Management
- Voice Recognition
- Handwriting Recognition
- E&M Coding Assistant
- Electronic Prescriptions and Prescription Management
- Query & Reports
- Flow Sheets over Time
- Custom "Flex Form" Feature
- Wireless Pen Tablet Input
- On-Site and Web Based Training
- Project Management
- Faxing Documents
- Illustration with drawings and photographs

ChartMaker® Medical Suite
Integrated Practice Management and Electronic Medical Records

Better Medicine and Increased Revenue

With ChartMaker's Recall feature, you will be notified if a patient has missed an appointment or test. More importantly, with ChartMaker's Recall System, any patient that misses an appointment can be automatically notified of the importance of rescheduling their visit to your office to control their diabetes and to protect their health.

ChartMaker helps you to maximize your practice income by reminding your patients about important medical procedures with computer speed and accuracy, and helps to protect you from abandonment issues with the included patient recall system. The ChartMaker Medical Suite includes Appointment Scheduling, and a full-functioned Electronic Billing System with the ability to check both patient eligibility and referrals. ChartMaker can even automatically post your EOMB and bill secondary and patient charges efficiently.

The ChartMaker Medical Suite has everything that you need to reduce your costs, improve your bottom line, help you to practice better medicine and make your Podiatry practice more efficient.

The ChartMaker® Medical Suite consists of unified modules with a phased implementation approach and an affordable cost.

The ChartMaker Medical Suite is a unified suite of products that can be installed modularly within your office. The ChartMaker Medical Suite has been programmed with the latest technology for the future -- Microsoft SQL database and Microsoft's. Net framework for both client/server and web (cloud) based applications. This is the next generation in practice management software, a product for today and for the future. You can install any of the modules that you need today, and feel assured that you would be able to expand your system with additional modules whenever you need them.

Complete ChartMaker® is a system designed to create a complete, consistent, and legible patient record in substantially less time than required to maintain records manually.

Flexible
ChartMaker is a flexible system that allows easy customization to meet your individual medical treatment style and unique needs through a user-defined template process.

Organized
ChartMaker is a system that organizes all of your medical information in one clinical record including information from outside sources, such as medical lab results, reports, and correspondence.

Automatic
ChartMaker is a system that automatically updates your medical information and provides you with all required clinical paperwork, automatically produces letters and correspondence, and provides for customized query.

Easy to Use
ChartMaker is an intuitive, and easy-to-use system that does not require previous computer experience, and does not require you to type information into the system.

Cost Effective
ChartMaker is a cost-effective system using the popular Microsoft Windows® operating system. It is designed to utilize new computer technology that can improve efficiency and grow with your patient record requirements.

Electronic Medical Records
In a Podiatry Setting

When David Weiss, D.P.M. opened his brand new medical practice (Weiss Foot & Ankle Center) in 2004 he knew he wanted an integrated Practice Management System that included electronic billing, appointment scheduling and Electronic Medical Records. Dr. Weiss, a Podiatrist in Hammonton, NJ had experience with STI at a previous practice where he worked, but he never saw the ChartMaker EMR component available from STI.

Dr. Weiss implemented ChartMaker® in 2004. In his words, "I did it mainly for the EMR portion. I knew I needed a practice management and electronic billing system, but I felt that the advantages of an EMR would allow my practice to move forward into the 21st century. I had a choice between buying expensive paper charts for my new practice or implementing an EMR and going paperless". It took about six months to really learn ChartMaker and get into the flow of the program. The benefits really outweigh the costs, especially by eliminating the need to pull and re-file paper patient charts.

Podiatrist needs are different than those of primary care physicians. So STI helped Dr. Weiss to create and modify Podiatry templates to meet his specific practice needs. ChartMaker templates can be customized to meet the unique Podiatry vocabulary and specific terminology required as well as for surgical procedures. Foot and toe diagrams can also be inserted into a note and are included in the software.

The cost savings in overhead alone justifies the cost of an EMR. Besides having a completely paperless office, Dr. Weiss runs his office with the help of only one clerical person (Linda). Linda makes appointments, completes electronic billing and runs the day-to-day operation of a busy Podiatry practice, but she does it for more than one physician. Dr. Weiss shares his Hammonton office space with his wife, Amy Krachman, D.O. (DermaLogic Laser Center) who runs her own cosmetic medical practice. Where many paper based practices are operating with 2-3 clerical people per physician, with the efficient ChartMaker EMR, one clerical person is serving 2 physicians.

"Does it make you a better doctor?" Dr. Weiss answers his own rhetorical question, "no, but it makes you a more organized doctor". It was the right thing to do. It improves our image in the medical community to

David Weiss, D.P.M. (Weiss Foot & Ankle Center)

provide quick and professional referral letters from the EMR. ChartMaker is easy to use and designed to meet the specific needs of Podiatrists. For example, Diabetic Medicare patients can automatically be recalled by the system every nine weeks for routine foot examinations. Diabetes is the leading cause of foot amputation in the US, and routine foot examinations are critical.

"ChartMaker also helps in our E&M coding" states Dr. Weiss. The software incorporates an online E&M coding tool that works with the podiatry specialty-specific procedure templates to help determine the proper E&M code based upon the level of documentation. Of course, it is still the responsibility of the physician to determine medical necessity. ChartMaker also automatically completes referring physician letters from the chart note.

Dr. Weiss states, "the EMR has not saved any time in documenting my notes. I would say that it is time neutral compared to writing paper notes, but the difference is that my notes are more detailed and legible. The saving occurs when I fax the referring physician a copy of the note directly from ChartMaker immediately after completing the examination. The EMR allows you to run a lean, and efficient medical practice."

Podiatrists will find that implementing an integrated Practice Management and EMR system not only makes your office more efficient, but it provides access to the patient's clinical records from any location with a high-speed Internet connection. Plus it provides information to evaluate quality and cost of care and many other critical features of your Podiatry practice. Podiatry specific Electronic Medical Records includes templates for E&M examinations, surgical procedures, medication prescribing, and CPT coding.

Make 2010 your Year to add Electronic Medical Records!

Three financial incentives will more than pay for a new STI ChartMaker System.
BUT, don't wait to the last minute or you could lose out.

Use the ChartMaker Medical Suite to gain all eligible financial incentives while they are available!

Like most medical practices, I'm sure you've heard about the generous financial incentives currently available to physicians using Electronic Medical Records (EMR) with e-Prescribing. The good news is, 2010 is the year to gain maximum benefits from the American Recovery and Reinvestment Act. This legislation was recently signed into law to encourage early adoption of EMR technology among healthcare providers nationwide.

Each office-based physician who reports meaningful use of certified EMR system is eligible to receive up to $44,000 (Medicare) or $64,000 (Medicaid) funding. 2010 is the last year to receive an additional 2% in Medicare reimbursements for using a certified EMR to send prescriptions electronically. Time is running out for this added incentive!

The following table shows how the incentives and potential reductions are expected to work from 2010-2017.

First Payment Year	First Payment Amount and Subsequent Payment Amounts in Following Years	Reduction in Fee Schedule for Non-Adoption/Use
2011	$18k, $12k, $8k, $4k and $2k	$0
2012	$18k, $12k, $8k, $4k and $2k	$0
2013	$15k, $12k, $8k and $4k $0	
2014	$12k, $8k and $4k	$0
2015	$0	-1% of Medicare fee schedule
2016	$0	-2% of Medicare fee schedule
2017	$0	-3% of Medicare fee schedule

Note: Physicians in rural health professional shortage areas who adopt/use EHRs are eligible to receive a 10% increase payment amounts described above.

STI'S 3-STEP FROMULA TO MAXIMIZE THE FEDERAL HEALTHCARE INCENTIVES

1. First, take advantage of the 2010 Medicare 2% ePrescribing incentive. A practice that qualifies and has, for example, $250,000 of Medicare reimbursement can receive and additional $5000 payment from Medicare if they ePrescribe in 2010.
2. Second, take advantage of the American Recovery and Reinvestment Act recently signed by President Obama, which includes legislation to promote the use of healthcare information technology for all healthcare providers.
3. Third, take advantage of Section 179 of the federal income tax code before it changes. If you install a new STI ChartMaker system you may qualify for a tax reduction on your federal income taxes. For example, if you are in the 33% income tax bracket a $15,000purchase qualifies you for a $4950 tax deduction. Check with you accountant, to be sure that you qualify.

BESIDES THE FEDERAL ARRA INCENTIVES OTHER COST SAVINGS FROM IMPLEMENTING AN EMR SYSTEM INCLUDE:

- Increased bill capture
- Decreased billing errors
- Chart pull savings
- Transcription savings
- ADE prevention
- Drug, Lab and Radiology savings

CALL STI TODAY AT 800-487-9135, EXTENSION 1169 FOR DETAILS AND A PERSONAL CONSULTATION

Remember, these incentives are provided for those practices who act early. In most instances, they will more than cover the purchase of a new system. If you wait too long, they will expire before you have the opportunity to install a system & record metrics of meaningful use as required by the CMS.

In addition, we'll demonstrate how using the ChartMaker Medical Suite will help provide improved quality of care and increased efficiencies which add up to long-term profits!

Don't miss your chance to claim your share of these generous financial incentives available to your practice. Even if you are undecided, I encourage you to contact STI today to learn more. We'll provide up-to-date information on all the current incentive programs and how they will benefit your practice.

For most Physicians, the three financial incentives listed above will more than pay for a new STI ChartMaker System. *Some Physicians may even make money on the incentives.* BUT, don't wait to the last minute or you could lose out. There aren't enough EMR vendors to install 500,000 physicians by year-end if you wait until the last minute to decide. You need to be using the EMR (installed and trained on it) by December 31st, 2010 to qualify for the 2011 incentive, not just purchase it.

STI Computer Services Inc.

CHART **M**AKER® *Medical Suite*

Make 2010 your year to add Electronic Medical Records (EMR). The ChartMaker® Medical Suite consists of four unified modules with a phased implementation approach and an affordable cost.

The ChartMaker Medical Suite® is a unified suite of products that can be installed modularly within your office. The ChartMaker Medical Suite has been programmed with the latest technology for the future -- Microsoft SQL database and Microsoft's.Net framework for both client/server and web based applications. This is the next generation in practice management software, a product for today and for the future. You can install any of the modules that you need today, and feel assured that you would be able to expand your system with additional modules whenever you need them.

The ChartMaker Medical Suite

1. **ChartMaker Practice Manager®**
2. **ChartMaker Scheduler®**
3. **ChartMaker Entry Point®**
4. **ChartMaker Clinical®**

ChartMaker Scheduler makes scheduling easy with color-coded graphics and automatic reminders. Eligibility Checking is included!

ChartMaker Practice Manager handles all of your billing needs from start to finish with all the stability and functionality of a real Microsoft Windows system. Best of all, STI provides Electronic Claim submission to most carriers.
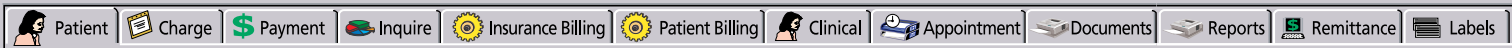
ChartMaker Entry Point uses modern scanning functionality to provide an orderly transition of existing paper medical charts into an electronic format. A detailed patient face sheet with automatic reminders, electronic prescription writing, and electronic lab results are included.

ChartMaker Clinical is a pen-based, template-driven system of Electronic Medical Records which can be customized to your medical specialty. It is designed to produce legible, detailed patient charts which can be securely accessed from a home office or other remote location. With voice-recognition features, referral correspondence can be created directly from progress notes. A Coding Assistant is included to help determine the correct E&M code from the completed office note.

Proven Experience — While many other vendors are less than five years old, STI sold its first Practice Management System in 1979. With new vendors the EMR may be sufficient, but how robust is their practice management option? A good EMR with a weak practice management component won't do your practice any good, and may cost you a lot of money in rejected insurance claims. STI currently has over 3,000 medical practice customers representing over 7,500 physicians using their software. STI prides itself on its reputation for great system support.

Trust — Purchase your software from a trusted company with an established track record in providing excellent software support to the medical community.

For questions call Ali Cerra: 800-487-9135 x 1169.

Patient | Charge | Payment | Inquire | Insurance Billing | Patient Billing | Clinical | Appointment | Documents | Reports | Remittance | Labels

Call 800-487-9135 extension 1169 for more information, email acerra@sticomputer.com, or fill out and return this form via mail — for fastest service fax it to (800) 971-7735

STI Computer Services, Inc. • Valley Forge Corporate Center • 2700 Van Buren Avenue • Eagleville, PA 19403

Name: _____

Practice: _____

Address: _____

City: _____ State: _____ Zip code: _____

Specialty: _____

Telephone: _____ Email: _____

❏ **Please call me to set up a demonstration and provide an exact quote.**

❏ **Please send a copy of how to select software for a medical practice (Buyers Guide).**

800 487-9135 Extension 1169 • WWW.STICOMPUTER.COM

STI Computer Services Inc.

Main Corporate Office Valley Forge Corporate Center

2700 Van Buren Avenue, Eagleville, PA 19403

Telephone: (610) 650-9700 Toll Free: (800) 487-9135
Fax: (610) 650-9272
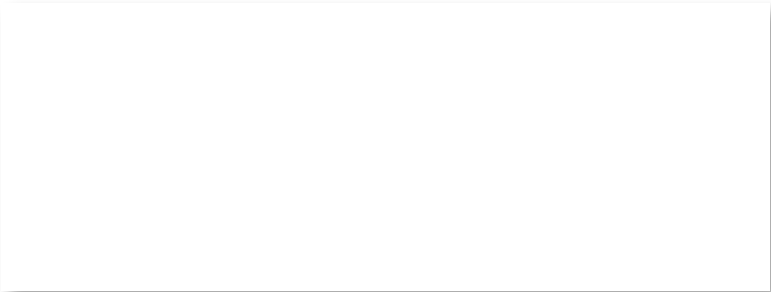
Implementing EMR — A Customer Interview

The following is an interview with one of our customer's at a large podiatry practice in Philadelphia who implemented an Electronic Medical Record at the beginning of 2009. His goal was to have better, more organized medical records and less charts taking up space in his office. In his opinion, a practice management system that integrates with an electronic medical record system helps an office easily adapt to the new technology.

During the implementation process for the EMR, he noticed the more computer-savvy a person is, the more likely they were to pick up on the software. The training period was "slow at first, but the more computer literate a person is, the faster they were able to adapt to their own style." Although he does not believe he fits into the computer-savvy crowd, he "likes the idea of getting notes done before the patient leaves."

Training for the EMR was completed in stages. Beginning in the spring of 2009, all new patients entering the practice became electronic only. Existing patients' charts were scanned in to the EMR as well, but their old paper charts were kept up to one year prior. He stated it was sometimes a challenging training experience, but the "potential in the future for what can be done is the reason" for the adoption of EMRs.

Using customized podiatry templates provides him with most of what is needed to efficiently enter a chart note. When he had a private practice, he would dictate and handwrite his notes. But, he had to send his dictated notes to a transcription service and then had to read over and correct any mistakes before completing a patient's note. In his opinion, the more information taken during a patient visit, the better the note. With an EMR, providers have the option of using a combination of templates, typing and voice-recognition software to build a chart note.

Because the providers can "mix and match the way they use EMRs and still have it look like an organized chart note at the end", is a reason why he believes implementing an EMR is important to a podiatrist. Another reason, in his opinion, is that providers are going to have to eventually use electronic medical records and starting now will give them a head start to making more organized chart notes.

Contact Ali Cerra today toll free 800 487-9135 at extension 1169, or email acerra@sticomputer.com.

Visit our website at www.sticomputer.com for more customer profiles and information about our products!