



Allscripts™

Go Paperless with Allscripts-SCAN Services

June 24, 2010



Allscripts Certified
Scanning Partner

Today's Presenters

- › Bob Brownell Allscripts-SCAN WEST
- › Peter Ransome Allscripts-SCAN EAST

Agenda

- › Overview
- › Certified Conversion Specialists
- › Benefits and Return on Investment
- › Paperless Clients
- › Case Studies
- › Free Evaluation/Quote
- › Questions/Open Discussion



Hybrid System Issues



- › After EHR implementation the continued existence of paper charts will increase costs.
- › Hybrid Chart (½ electronic, ½ paper) – not efficient
- › Limited or no access to critical patient data
- › Space Impact
- › Lost documents/misfiles
- › Impact on user acceptance
- › Cost to practice
- › Disaster recovery

Allscripts-SCAN Overview

- › Strategic Capture Alliance Network
 - Secure bulk scanning/document conversion specialists
- › Partnered to provide our clients paperless efficiency
- › Three certified regional partners:
 1. **Diversified Information Technologies - East- Pete Ransome**
ME, NH, VT, RI, MA, NY, CT, PA, NJ, MD, DE, DC, WV, VA, NC, SC, GA, FL, OH(Eastern)
 2. **Document Imaging Systems Corp (DISC) – Central- KC Frank**
MO, IL, KY, TN, OK, TX, IN, AR, KS, LA, NE, MS, AL, WI, IA, ND, SD, MN, MI, OH(Western)
 3. **Document Imaging Technologies (DIT) – West- Bob Brownell**
WA, OR, CA, NV, MT, ID, WY, UT, CO, AZ, NM, HI, AK

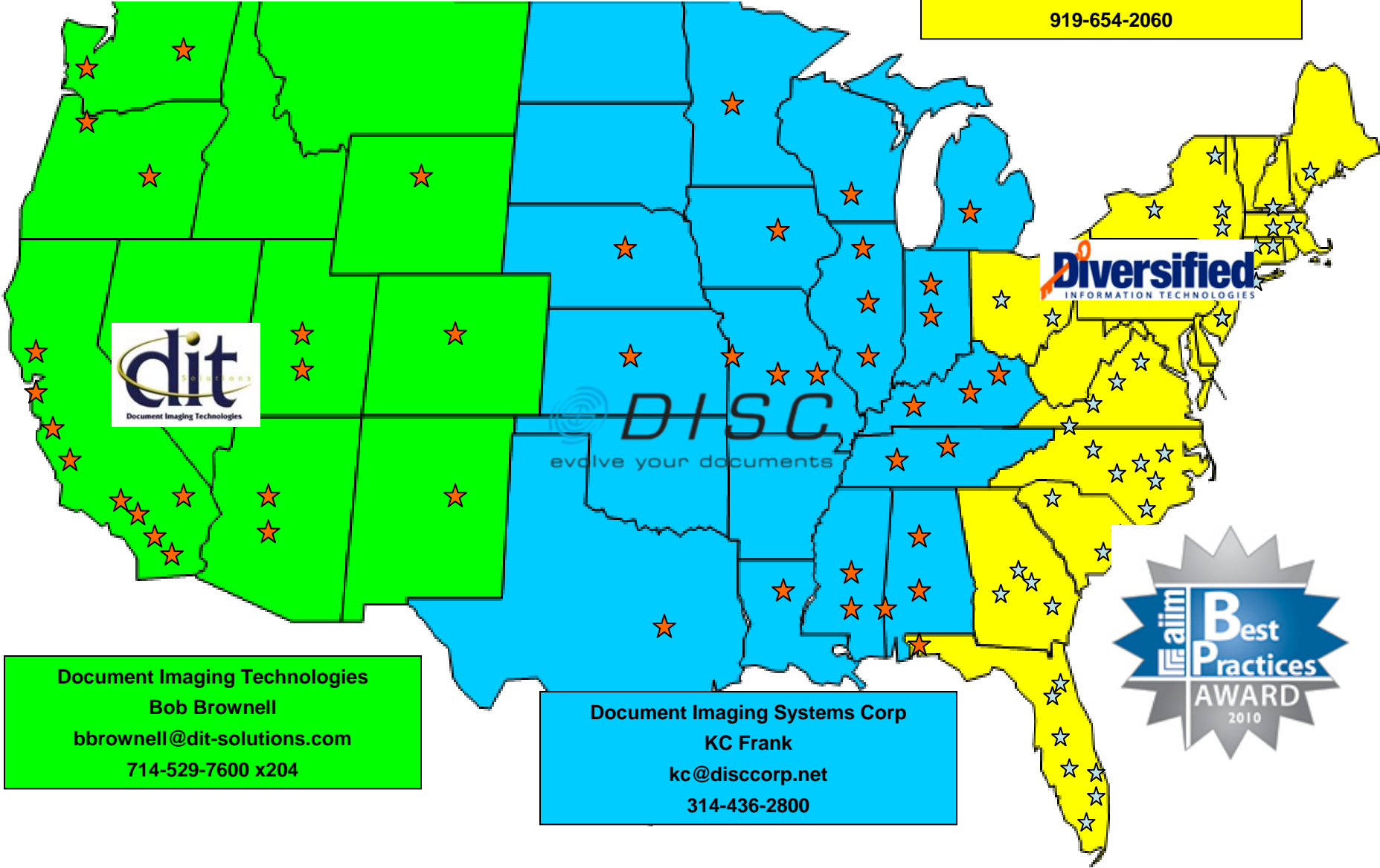
So What can Allscripts-SCAN Do?

- › On-Site and Off-Site Patient Chart Scanning
- › Deliver from 24 Locations across North America
- › Provide Financing Options available
- › Provide Free Analysis on options
- › Store Records and Scan-On-Demand
- › Pack and Purge Records with minimal or no Disruption to practices
- › Provide Remote Access to Off-site Records “On-Demand”
- › Deliver through exclusive conversion utilities developed by Allscripts-Scan and Allscripts over the last 6 years.
- › Proven, Fast, Cost Effective, Certified, Supported and National



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DISC
evolve your documents



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Benefits

- › Significant, immediate cost savings/revenue opportunity for clients:
 - Redeploy or eliminate chart room employees
 - Convert square footage from non-revenue producing chart room storage into revenue producing square footage (i.e. new MRI machine that produces revenue in house)
 - Improve the overall efficiency of handling paper – NO LOST CHARTS, eliminate chart pulls (operational savings). All access all the time to critical healthcare information (ALL employees have access to charts and documents – physicians, nurses, administrative, billing)
- › Access to charts anywhere, anytime, including outside locations (i.e. home/hospital). Improves healthcare decision making by allowing physicians access to critical information outside of the office.
- › Disaster Recovery Backup - Reduce liability by creating an electronic backup of you paper patient history
- › Fast and high quality conversions

Benefits – Example ROI

- › 20,000 charts x 50 pages each = 1,000,000 images
 - Estimated Cost: \$70,000
 - Savings in year 1: \$60,000 - \$100,000 (personnel and space savings)

- › 50,000 charts x 100 pages each = 5,000,000 images
 - Estimated cost: \$350,000
 - Estimated Savings in year 1: \$300,000 - \$400,000 (personnel and space savings)



Case Studies and Examples

Steve Sinclair
Associate Administrator Graves-Gilbert Clinic

“ We were faced with the daunting task of successfully transitioning our paper-based charts into an electronic solution. Working with Allscripts outsource scanning partner, we developed scanning strategies that were efficient, physician friendly, and very affordable.”



Allscripts Clients Sampling – *Paperless Now!*

East

- NorthShore Long Island Jewish
- Eastern Virginia Medical School (EVMS)
- Highpoint Regional
- UMASS Memorial
- Chesapeake Urology
- Medical Associates of Savannah
- Northeast Georgia Health Systems
- MIT Medical Center
- Piedmont Health
- Cornerstone Pediatrics
- North Raleigh Pediatrics

Central

- Graves-Gilbert Clinic
- Mankato Clinic
- UroPartners
- CardioVascular Associates of Birmingham
- Washington University
- University of Louisville
- Memorial Clinical Associates
- University of Mississippi (UIMA and Family Medicine)

West

- The Center
- Magan Medical
- North County Orthopaedic
- Health Care Partners

How to Contact Your Local Representative

www.allscripts-scan.com

1. Enter your information
2. Receive confirmation
3. Expect to be contacted for next steps
4. Certified conversion specialist performs analysis
5. Proposal of options and pricing delivered



This Could Be You

Have all of your information right at your finger tips.

SOLUTIONS OFFERED

Contact Information

Replay Customer Webcast

Save Webcast PowerPoint

Case Studies

Pinehurst Surgical

Cardio Vascular Assoc.

Graves-Gilbert Clinic

More Details

Brief Description of Services

Example of Requirements

Welcome to the Allscripts S.C.A.N. Portal

This portal allows you to request a free quote and find out more about Allscripts Certified S.C.A.N. Network.

The Allscripts Strategic Capture Alliance Network (S.C.A.N.) is a certified network of outsourced service providers specializing in the conversion of paper to digital in high-tech secure scanning centers. We scan medical records, invoices, EOB's, applications, loans, claims, microfilm, X-Ray's, microfiche, other critical records. Our scanning service provides a secure, fast and accurate conversion before, during, or after the implementation of an electronic health record. Our experts will work with your organization to determine the best process that provides the least disruption to your day-to-day operations yet produces the maximum return on investment. Certified Scanning Partners - Diversified Information Technologies, DISC, and Document Imaging Technologies

The Allscripts S.C.A.N. program lowers your costs for scanning patient charts. Allscripts wants to help you go paperless and maximize the investment you have made in your E.H.R. solution.

Free Analysis and Quote



Click here to request a free analysis and quote.

Allscripts SCAN



Pete Ransome discusses Allscripts-Misys Healthcare Solutions, Inc. Scanning Center discusses its role in the electronic medical records (EMR) industry with EHRtv™



Questions/Comments?





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