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
For Podiatry Specialists

STI Computer Services recognizes that the needs of your practice are unique. ChartMaker®'s Electronic Medical Record software is designed to meet your specific needs and match the workflow process of a typical Podiatry office. ChartMaker® Clinical incorporates features designed to make your day go smoothly.

- **Podiatry Document Management**
- **Electronic Prescribing**
- **Messaging**
- **Orders Management**
- **Voice Recognition**
- **Lab Interface**
- **E&M Coding Assistance**
- **HL7 Custom Interfaces**
- **Integrated Practice Management & Scheduling**
- **Custom Flow Sheets**
- **Tablet PC Enabled**
- **Client/Server or ASP based**

With ChartMaker® Clinical, Podiatry staff will quickly document patient encounters, record findings, generate referral letters with associated documentation, and calculate billing codes in record time.

Podiatry Facesheet

For a personal demonstration email or call Ali Bentley today at abentley@sticomputer.com or (610) 405-6514.
Customization is a term commonly heard from EMR vendors, but there are major differences to what they refer. Can you change words in drop downs? Can you change the layout and format of your notes and letters? An EMR should be flexible and able to customize to your existing workflow. ChartMaker® not only offers a library of Podiatry specific templates, but also offers customization options that can model your existing templates and forms. You have the ability to do it yourself through Template Editor or work with our template development team and customize forms created for you by an STI specialist.
Integrated Practice Management and Electronic Medical Records

Better Medicine and Increased Revenue

The ChartMaker® Medical Suite consists of four unified modules with a phased implementation approach at an affordable cost. Installing ChartMaker modules is designed to make your transition more manageable and not stress your office financially. When looking into Electronic Medical Records, it is suggested that an EMR should have: an integrated Practice Management System, template development, E&M coding and auditing, e-prescribing and refill process (including allergy reference and interactions), as well as integration of Microsoft Word formatted chart notes and previously scanned charts in PDF format. The ChartMaker® Medical Suite provides ALL of these capabilities through our Practice Manager Module, Scheduler, Entry Point (for ePrescribing, Labs and Document Management) and Clinical.

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 (cloud) 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.

A successful EMR needs intuitive, specialty-specific, physician-developed and tested templates as well as excellent functionality to support the entire office. ChartMaker does this in the following ways.

Integrated Practice Management for Podiatry:

ChartMaker® Practice Manager is one of the most robust and user-friendly billing software systems on the market today. Practice Manager handles all of your electronic insurance billing. Your computer can automatically and quickly post your Medicare and other commercial EOMBs, saving your staff hours of work each week. Practice Manager will also automatically bill your patients for their co-pay. You can quickly access any patient with a certain diagnosis, or show you how different insurance plans pay you for any Podiatry procedure. Managed care reports give you the information you need to compare insurance payments, track and analyze capitation payments, and negotiate fees with your insurance carriers.

Podiatry Specific Scheduling & Recalls:

ChartMaker® Clinical can remind you of required patient procedures, and when to deliver preventive or follow up services. The system provides quality assurance to review patients with specific illnesses or find those taking certain medications. The Recalls Not Seen report shows you patients who should be but have not been seen for required procedures.

Payer Inquiry:

Many Podiatry offices spend valuable staff time on the phone or internet trying to retrieve eligibility and referral information. In some cases, offices take a chance and submit claims without verifying one or both of these vital pieces of information. ChartMaker’s Payer Inquiry Module does all this via the Internet and can import real time, up-to-date information directly from the clearing house in two to four seconds per inquiry. There is no need to pay someone to gather this important information, because ChartMaker eliminates this task.

Scanning Module:

The Scanning Module scans patient’s paper records and develops information related to the patient’s medical history. It efficiently organizes the acquisition of patient medical history and allows staff to input comprehensive patient history — conveniently building an electronic medical record.

Fax Module:

The Fax Module allows for sending, receiving and managing faxes using e-mail, internet or a fax appliance.

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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 create and modify templates that met his specific practice needs. Podiatry specific Electronic Medical Records templates include: E&M examinations, surgical procedures, medication prescribing, and CPT coding. They are customized using unique Podiatry terminology, including words required for surgical procedures. Foot and toe diagrams can 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. While many paper-based practices operate with 2-3 clerical people per physician, with efficient use of ChartMaker EMR, one clerical person can serve 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 provide quick and professional referral letters from the EMR.” ChartMaker automatically completes referring physician letters from the chart note.

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. 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.
ARRA Stimulus Overview

You have probably heard about the federal stimulus for practices that implement and ‘meaningfully use’ a certified Electronic Medical Records (EMR) system. But, not starting now could cost you dearly. Here’s an overview of what this means to your practice.

HITECH Incentives for Medicare/Medicaid

Office-based Medicare participating providers who meaningfully use a certified EMR, starting in 2012 are eligible to receive 75% of their Medicare allowable professional charges up to a maximum of $44,000 per provider over 5 years.

There is also an incentive for Medicaid participating providers, who have at least 30% of their patients paying through Medicaid (or 20% for pediatricians). If that describes your medical practice, you are eligible for up to $64,000 per provider over 6 years.

Waiting Can Cost You Money

According to the HITECH Act, only Medicare practices that demonstrate meaningful use in 2012 are eligible to receive the maximum incentive of $44,000 per provider. If you wait to implement an EMR until 2013 or later the incentive dollar amount decreases. If you start in 2013 the total incentive over 5 years is $39,000, and $24,000 if you start in 2014. In 2015 there is no incentive at all. We think you are better off if you start early. Consider the following:

Learning Curve — You need to learn how to use your EMR before you can demonstrate meaningful use. Changing to an EMR takes adjustment time. However, once fully implemented, you wouldn’t ever want to go back to a paper and pen. Many practices say it takes up to 3 to 6 months to become proficient in using an EMR.

When Will I Receive Payment?

To receive your $18,000 per physician, in the fastest way, you need to show meaningful use in 2012 for at least 90 consecutive days, and have reached your maximum reimbursable allowable professional charges of $24,000. CMS has stated that they plan to make the incentive payment within 45 days. Then, for the subsequent years, you must demonstrate the appropriate stage of meaningful use for the entirety of each year and you will receive one payment annually (as shown in the table).

So, at best you need between 6 to 9 months from your order date to install, implement, train and attest for meaningful use to receive the maximum incentive. If you don’t start soon you could run out of time to get the maximum incentive, starting in 2012.

Where Do I Start?

The best way to get started is to schedule a time to sit down with your STI representative and discuss your practice needs in detail. I will be happy to show you why we provide the best software and software support in the industry.

Call today to set-up a meeting 800-487-9135 • Extension 1169

Call 800-487-9135 ext. 1169 for more information or, fax this form 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 additional information about ChartMaker Medical Suite®.

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If you are looking for a complete, affordable, integrated solution to your practice software needs, you have found it with ChartMaker®.

**Make this your year to add Electronic Medical Records.** The ChartMaker Medical Suite is the next generation in practice management software, a product for today and for the future. It has been programmed with the latest technology — Microsoft SQL database and Microsoft’s.Net framework for both client/server and web-based applications. It is a unified suite of products that can be installed modularly within your office. 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 EMR**

**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 EMR** 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 using their software — representing over 7,500 physicians. 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 Bentley: 800 487-9135 Ext. 1169.

**PRACTICES ARE ACHIEVING ‘MEANINGFUL USE’!**

STI Computer Services Customer In Galloway, NJ Receives maximum Medicare EMR incentive bonus for two physicians ($36,000).

The Meaningful Use Dashboard in ChartMaker® Medical Suite lets you know if you are meeting the requirements for Meaningful Use to qualify to receive up to a $44,000 incentive per physician.
What Our Customers Say

“When you look at your return on investment, you can definitely see your costs coming down.”

“One of the biggest benefits is that we fax the completed report to the referring physician right after the examination and it really looks better than it did before.”

Advice from an STI Customer at a large podiatry practice in Philadelphia. He wanted better, more organized medical records using less space.

• It is easier to adapt to the new technology if the practice management system integrates with the EMR.

• Training for the EMR was “slow at first, but the more computer literate a person is, the faster they are able to adapt.”

• In the spring of 2009, all new patients entering the practice became electronic only.

• Existing patients’ charts were scanned in to the EMR.

• Using customized podiatry templates allows him to efficiently enter most chart notes. Instead of dictating or handwriting notes that were transcribed, he “likes getting notes done before the patient leaves.”

• 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.

• 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.

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

Don’t miss the financial incentives explained inside!

Contact Ali Bentley today. Call toll free 800 487-9135 x 1169 or email abentley@sticomputer.com