

THE Physician Choice

MEDHOST designs EDIS with the physician in mind to ensure financial and clinical results

The Challenge

The biggest challenge of reengineering healthcare through IT is that most software companies have not taken into account how physicians really work. Nowhere is this more detrimental than in the busiest part of the hospital—the ED—where nothing is more valuable than a physician's time.

Let's face it, emergency medicine is hard. But using your EDIS shouldn't be. Physicians spend years accumulating academic and practical medical knowledge, and they work hard to give the best care possible. Your software system should be a tool that makes you more productive, not a barrier whose complexity keeps you from doing what you're in the ED to accomplish.

Whether it's extreme drop down lists, never ending keystrokes or a design that couldn't be farther from a physician's real workflow, many software "solutions" are hard to learn and even harder to manage. Most emulate paper offerings, so they don't offer the usability you need or take your workflow into consideration. This inherently leads to incomplete documentation which means that you probably don't get credit for the amount of care you provide.

The Solution

Designing software with the physician in mind is the only way to ensure the financial and clinical benefits that doctors expect.

MEDHOST is built to mirror and support physicians' actual workflow. From the layout of content in our EDIS to following the natural progression of how physicians provide care, MEDHOST's intuitive design means our EDIS is easy to use, manage and customize.



Physician Highlights

"MEDHOST was the easiest to use..."

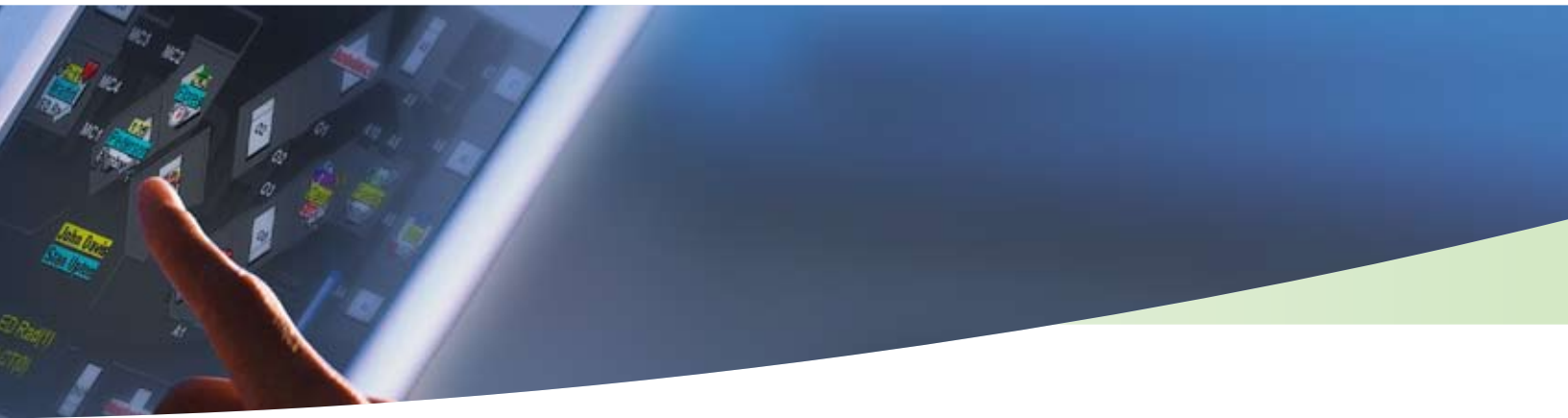
"Less than 1 percent of our charts are down coded."

"Our average daily charges have increased 11 percent."

"I complete nearly 90 percent of my charts and orders at the bedside."

"MEDHOST is easy to customize to meet our needs."





Instead of confining you to static choices, MEDHOST gives you the tools to run your practice the way you want. For example, our ToolKit administration utility enables you to make onsite customizations within seconds and without downtime. Software solutions should be used to optimize a physician's time and eliminate cumbersome manual processes.

Saving the physician time is what MEDHOST is all about. In our EDIS you will never need to copy data from nurses' notes—that data automatically flows into your record and awaits your approval. You don't have to work hard to find data with MEDHOST. We put these powerful time-saving tools at your fingertips.

Our touch screen interface means you easily select what you want, and the intuitive graphics and layout guide you to the information you need "at a glance." Because what you see is what you get, you'll hit the ground running and only gain speed as you instinctively learn the landscape.

Simply put, MEDHOST is built for the ED physician. True, there's a small investment of time to learn the system, but that tradeoff is minor considering the financial and clinical benefits that MEDHOST delivers to its physician Customers, like the ones on the following pages who explain their success with MEDHOST.

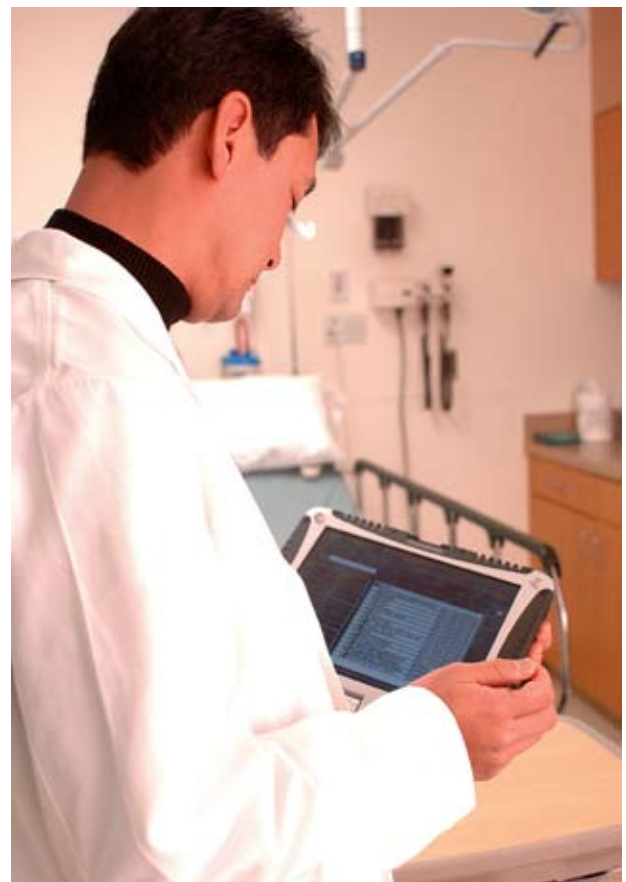
More Complete Documentation

Filling out templated sheets is really easy because by definition they are incomplete. Of course, this means you don't get paid for all of the care you provide and the clinical record could be lacking critical information needed for future visits. Also, dictation may work for you but there's a delay in chart completion and let's not

forget the transcription costs. MEDHOST's Physician Documentation is so intuitive and easy to use that physicians see more patients per shift ... and charts are complete before their shift ends.

"MEDHOST was the easiest to use for data entry and performed all the tasks required to have a complete EMR. From a physician's perspective, having a system that is conducive to the hectic ED environment is essential in order to provide the best quality of care to patients. MEDHOST is clearly the best-in-class."

Dr. Stewart Watson, FACEP, President and CEO of Ministry Medical Group, St. Clare's Hospital in Wausau, Wis.



More Compensation

Everyone wants to be paid for *all* the work they do. MEDHOST makes that possible for physicians through quick and easy documentation and complete charts that justify your work and lead to full compensation. The system even offers reminders and a one-stop place where you can complete tasks to ensure that nothing is missed. With MEDHOST, non-billable records and down coded charts decrease while physician billings increase.

“Our goal was to decrease the down coded charts to under 2 percent, and we’ve actually surpassed that. Less than 1 percent of our charts are down coded due to missing information, and on average, we complete 99 percent of our charts within 48 hours. Bills are now dropping in seven days, a major improvement since deploying MEDHOST.”

Dr. David W. Templeton, FACEP, Director of Emergency Medicine at Rowan Regional Medical Center in Salisbury, N.C.

“Because of the results it has delivered for other physician groups, our team rapidly adopted MEDHOST. Not only do we now have improved acuity profiles, but we decreased our non-billable records (lost/incomplete) from 2,000 to less than 100. Our average daily charges have increased 11 percent, so it’s become abundantly clear that MEDHOST delivered as promised.”

Dr. Stephen Jones, Medical Director of Emergency Services at Northridge Hospital Medical Center in Northridge, Calif.

More Time With Patients

MEDHOST streamlines workflow so physicians can see more patients per shift. Better yet, because MEDHOST is accessible from computers on wheels, tablet PCs and in-room terminals, our physician Customers spend more time with patients and do exactly what they went to school



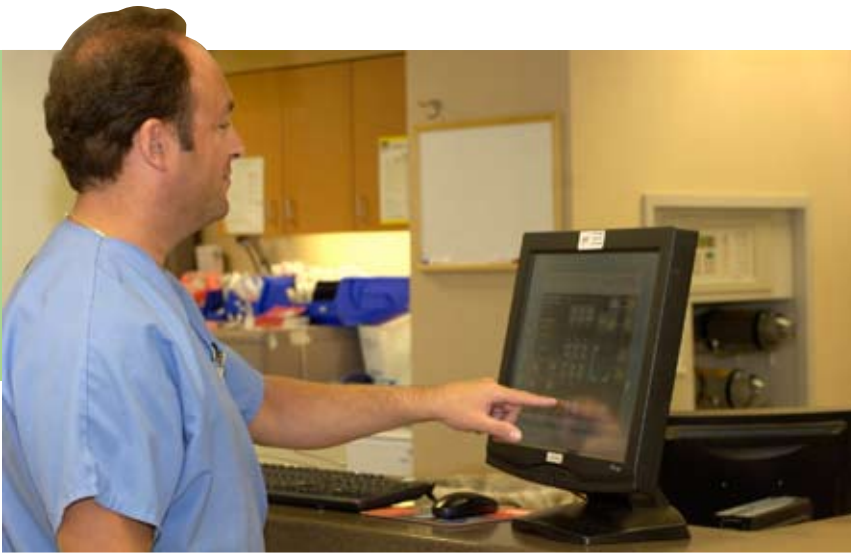
and trained for—deliver quality care and improve the lives of patients.

“We see 85,000 patients each year, so there’s no time for inefficiency. I keep up with my busy workload and my charts are complete by the end of my shift. MEDHOST has transformed our ED in many ways, but most important, the system has revolutionized how we care for patients. I complete nearly 90 percent of my charts and orders at the bedside, which means that I am spending an exponential amount of time with my patients. I’m more available to answer their questions and ease any concerns, and this greatly impacts their experience and satisfaction.”

Dr. John DiPasquale, Co-director of the Department of Emergency Medicine at Good Shepherd Medical Center in Longview, Texas

More Tools At Your Fingertips

An EDIS is truly powerful only if it can be customized to meet each hospital’s unique and frequently changing needs, as well as offer tools that actually support physicians instead of getting in the way. MEDHOST is committed to physician usability and that’s why we provide Customers with a robust administration utility called ToolKit. This enables you to make quick changes to the system on the fly so that it meets your needs and essentially works the way you work. A few other features that make MEDHOST so highly adopted by physicians include a unique touch screen interface, medical calculators, visual indicators, risk mitigation tools, an interactive online medication reconciliation form, and real-time alerts and reminders. With MEDHOST powerful support tools are *literally* at your fingertips.



“MEDHOST is so easy to customize that we have adapted it to tightly fit our ED’s unique needs, and it truly feels like Centennial’s own personal EDIS. As with any technology, realizing MEDHOST’s full benefit relies on using the system, and our physicians not only rapidly adopted it but they continue to customize the system to complement their processes.”

Dr. David Arai, Chairman of the Emergency Department at Centennial Medical Center in Frisco, Texas

“In the ED, physicians work in a chaotic environment and are faced with a wide range of medical complaints and disease entities. While these clinicians are all well trained, it can be easy to overlook a symptom or physical finding or fail to consider a possible diagnosis, so together MEDHOST and The Sullivan Group provide risk reduction and patient safety solutions that non-obtrusively assist these busy physicians. With this technology, they can consider the appropriate differential diagnoses, document the relevant exam, follow evidence-based and best-practice guidelines, and more, which can mean better patient outcomes.”

Dr. Dan Sullivan, President and CEO of The Sullivan Group

