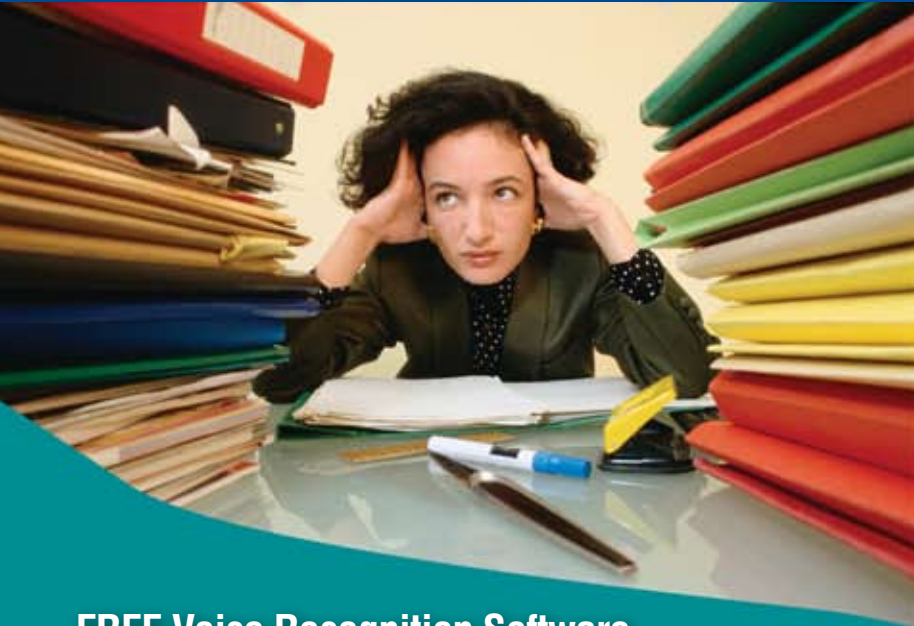


# STI

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**Make 2010 your year to add Electronic Medical Records!**



**FREE Voice Recognition Software  
when you purchase a new ChartMaker EMR From STI.**

**Electronic Medical Records (EMR)  
Physician Recovery Act  
Incentive**



**Now is the time to install Electronic  
Medical Records in your practice.**

On February 17, 2009, President Obama signed the American Recovery and Reinvestment Act of 2009, a critical measure to stimulate the economy. Among other provisions, the new law provides major opportunities for the Department of Health and Human Services (DHHS), its partner agencies, and the states to improve the nation's health care through Health Information Technology (HIT) by promoting the meaningful use of electronic health records (EMR) via incentives. Qualifying physicians can receive up to \$44,000 over a five-year period to defray the cost of using an EMR software system in their office-based medical practice.

***"Another reason for physicians to sign up for an EMR now, is that if they wait too long, they won't be able to get any EMR vendor to commit to implementing them by 2011 because every EMR vendor will be backed up with implementations."***

There are plenty of benefits to using an EMR in your practice besides the \$44,000 HIT Federal Incentives.

STI will show you why the ChartMaker<sup>®</sup> EMR is your best choice.

Plus if you upgrade now you may receive FREE Voice Recognition software when you purchase a new ChartMaker<sup>®</sup> EMR from STI.

# *There has never been a better time to add Electronic Medical Records. Add the ChartMaker® EMR in 2010 to gain the most financial incentives.*

Dear Healthcare Professional,

**Make 2010 your year to add Electronic Medical Records!  
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 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 a 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!

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 me today to learn more! We'll provide up-to-date information on all the current incentive programs and how they will benefit your practice. There's much to gain so call today!

Best Regards,

*Robert Farrow*

Robert Farrow

Marketing Director

800-487-9135 x1159

## **On-Line Chart Access**

The best part of having charts in an electronic format rather than paper is that you can view an electronic chart from anywhere that you have an Internet connection.

You can refill prescriptions from home or finish up chart notes from the hospital. Gone are the days of staying late in your office finishing up a stack of charts. Now you can go home on time, have dinner and if required access your charts from home when you need to finish a note or make a telephone entry.

## **Eliminate all the Paper**

Many people underestimate the benefit of ridding their office of the constant paper chase. Often, practices will employ someone whose sole responsibility is finding and re-filing the charts that are used during the day. An EMR completely eliminates the need for this function and immediately reduces costs. This will eliminate the chance of a chart violation, when a paper chart could be accidentally left in a room. Plus, no more lost charts. Even the most fastidious office has misplaced a chart from time to time. And every office has the scenario of having a patient sitting in the waiting room with a chart nowhere to be found. With an EMR, you should never have a missing chart again.

An EMR can drastically decrease the amount of time it takes to enter chart notes and can increase the quality of the content. Even if you continue to dictate your notes, using voice recognition software, you will be saving hundreds or even thousands of dollars each year by eliminating the need to pay a transcriptionist. And you should notice little or no change in your wait times by taking advantage of the benefits of electronically formatted notes. If lack of time is the problem, usually the first thing that is missed in the documentation of normal findings. In most cases, the lack of normal findings is the main contributing factor to patient dissatisfaction. Although most doctors will evaluate patients and document normal findings, they only have time to document the most important findings the patient was being seen for, thus drastically reducing the quality and management content in their notes.

Another function of eliminating the paper is reducing the cost associated with it. On average, during the life of a practice a practice spends \$15/chart on paper, stickers, bins, etc.

The cost of these items individually does not seem like a lot, but the average physician maintains over 3,000 charts. The cost of maintaining 3000 charts is about \$45,000 per year for your practice.

Similarly, charts do not just take up your money, they take up space. Due to legal requirements, many offices are required to keep charts for seven years after discharging patients (longer for certain specialties). If your office is paying for off-site storage for paper charts, there is a better reason to acquire an EMR.



**FREE Voice Recognition Software when you purchase a new ChartMaker EMR From ST**

## STI's 3-Step Formula to Maximize the Federal Healthcare Incentives

- 1** First, 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 \$15,000 purchase qualifies you for a \$4,950 tax deduction. Plus if you lease-purchase your system you don't even need to outlay the \$15,000 to qualify for the tax deduction. One lease payment for as little as \$99 can qualify you for the \$4,950 tax deduction. Check with your accountant, to be sure that you qualify.
- 2** Second, take advantage of the 2010 **Medicare 2% ePrescribing incentive**. For example, a practice that qualifies and has \$250,000 of Medicare reimbursement can receive an additional \$5,000 payment from Medicare, **if you ePrescribe in 2010**. If you act quickly, you'll be trained and ready to ePrescribe in 2010, with the STI electronic prescribing system.
- 3** Third, 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. Each office-based physician who reports meaningful use of a certified EMR could receive up to \$44,000 (Medicare) or \$64,000 (Medicaid) in government funding. Payments begin in 2011. To maximize your bonus you need to be an "early adopter". For example, if you miss the first two years of the incentive eligibility period you won't qualify for up to 68% of the payments. To get the most incentive you need to be using your EMR by December 31st, 2010. Once you start using your STI electronic prescribing system, we will begin planning for installation and training of your ChartMaker EMR so you are up-and-running on your EMR before December 31st, 2010.

For most physicians, these three financial incentives will more than pay for a new STI ChartMaker® System. Some physicians may even make money on the incentives. But, don't wait until the last minute or you could miss this opportunity. 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 by December 31st, 2010 to qualify for the 2011 incentive, not just purchase it. Plus practices that don't ePrescribe or install an EMR will eventually experience a Medicare financial penalty.

*Call STI today at 800-487-9135, extension 1159 for details and a personal consultation.*

### ChartMaker Electronic Prescribing

*Take advantage of the Medicare ePrescribing incentive. There has never been a better time for medical offices to add ePrescriptions, thanks to financial incentives from Medicare.*

**Medical practices using e-prescribing technology will be eligible to receive a 2% increase in reimbursements from Medicare in 2010.** Depending on the volume of claims submitted by your office, this can add up to quite a sum over time!

Starting in 2012, practices not using e-prescribing will actually incur penalties and decreased revenue. See the chart below:

Year	Incentive*	Penalty*
2010	2.0 %	none
2011	1.0 %	none
2012	1.0 %	1.0%
2013	0.5%	1.5%
2014	none	2.0%

Remember, these incentives are offered to those medical practices which begin using ePrescribing systems early. If you wait too long, these incentives will no longer be available. Be one of the offices to lead the transition to ePrescribing while taking advantage of these great incentives.

Call 800-487-9135 x 1159 to learn more.



**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.

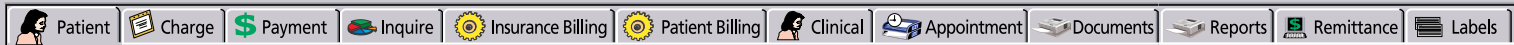
**ChartMaker Entry Point** uses modern scanning functionality to provide an orderly transition of existing paper medical charts into an electronic format. A detailed patient face sheet with automatic reminders, electronic prescription writing, and electronic lab results are included.

**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 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 Rob Farrow: 800-487-9135 x 1159.



**Call 800-487-9135 extension 1159 for more information 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**

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Practice: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip code: \_\_\_\_\_

Specialty: \_\_\_\_\_

Telephone: \_\_\_\_\_ Email: \_\_\_\_\_

- Please call me to set up a demonstration and provide an exact quote.**
- Please send me information about the FREE Voice Recognition Software Offer.**
- Please send additional information about ChartMaker Medical Suite®**



**800 487-9135 Extension 1159 • WWW.STICOMPUTER.COM**