Summary of Electronic Medical Record (EMR) Vendor Review
by: Jennifer McAnally, Q-Source

During 2007, immediate past president of the Mid-South Medical Group Management Association (MGMA), Libby Wren of The West Clinic led a task force to review three electronic medical record (EMR) vendors in the industry. The task force was comprised of Jennifer McAnally, EHR Implementation Advisor, Q-Source; Vicki Hass, IT Manager, Sutherland Cardiology Clinic and Michael Cates, Executive Vice President of The Memphis Medical Society. Individual reports on the three EMR vendors were compiled and presented to the Medical Society’s Board. Articles about each system were also printed in the Quarterly Magazine.

Below is a brief comparison of the three EMR vendors. Each of their products offers both a Practice Management and EMR solution. Additionally, each product is scalable and can be installed in both small and large practices. These products can be used to eliminate transcription costs, eliminate data entry for billing, increase the accuracy of coding, increase practice efficiency, reduce information turn-around time, improve quality of care and improve quality of life for both physicians and patients. Before selecting an EMR vendor, you should decide which functionalities are the most important to your practice. Also, you should review each product to determine which one best meets your needs.

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Awards:

eClinicalWorks
#1 Practice Management (1-5 physicians) KLAS 2007
#34 with Inc. 500 Fastest Growing Small Company 2007
#3 Healthcare Informatics 100 Largest Percentage of Revenue Increase 2007
#1 Large and Medium Physician Practice Award TEPR 2006
Top Rated Small Physician Practice Award TEPR 2006

Misys
#1 AC Group 5 Star Highest Rating PM/EMR 2006
#1 Company with HealthIT Survey 2006
2006 Frost and Sullivan Award for Customer Satisfaction
2006 Best Place to Work Award (Raleigh and Tucson)
Top Rated Solution for TEPR 2005

NextGen
2007 and 2008 Innovation Award Winner-Disease Management MS-HUG
Ranked #1 with AC Group Comparison of Vendor 2007
#5 Forbes 200 Best Small Companies in America 2007
#19 Business Week 100 Hot Growth Companies 2007
#78 Business 2.1 100 Fastest Growing Tech Companies 2007
<table>
<thead>
<tr>
<th>Service</th>
<th>eClinicalWorks</th>
<th>Misys</th>
<th>NextGen</th>
</tr>
</thead>
<tbody>
<tr>
<td>CPOE (computerized provider order entry and retrieval of diagnostic testing and prescriptions.)</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Patient Web Portal (Patient's can request appointments, check messages, download paperwork, update information, etc. through a secure internet connection.)</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Surescripts partner for e-Prescribing, e-Refills, Rx History, Eligibility and Formulary to retail pharmacies.</td>
<td>Certified Gold Rx partner Surescripts. All Aspects of e-prescribing available</td>
<td>Certified Surescripts partner that offers e-prescribing only</td>
<td>Certified Gold Rx partner Surescripts. All Aspects of e-prescribing available</td>
</tr>
<tr>
<td>RxHub Member that provides e-prescribing to warehouse and mail order pharmacies</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Application Service Provider (access the application over a secure internet connection where the vendor hosts the data on their servers.)</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Client / Server Model (a server is placed at your location and your practice hosts the data.)</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Customer Base</td>
<td>15,000 providers 40 Specialties</td>
<td>18,000 providers 55 Specialties</td>
<td>1,500 PRACTICES 26 Specialties</td>
</tr>
<tr>
<td>Practice Management</td>
<td>Integrated solution for PM and EMR</td>
<td>Misys MyWay is an integrated solution. The others have a separate PM and EMR databases</td>
<td>Integrated solution for PM and EMR</td>
</tr>
<tr>
<td>Microsoft Certified Partner</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Local Re-Seller and Support available</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Company revenue and description from Healthcare Informatics 100 June 2007</td>
<td>$38,200,000 (06) $18,000,000 (05) SN/A (04) HIT Revenue: 100% Employees: 420 Market: Private Founded: 1999</td>
<td>$598,570,000 (06) $549,420,000 (05) $507,000,000 (04) HIT Revenue: 100% Employees: 2600 Market: London Stock Exchange (LSE) Ticker: MYS.L Founded: 1979</td>
<td>$119,300,000 (06) $89,000,000 (05) $71,000,000 (04) HIT Revenue: 100% Employees: 600 Market:Nasdaq Ticker: QSII Founded: 1994</td>
</tr>
</tbody>
</table>

There are many websites and resources available to assist with the planning, selection and implementation of an EMR. Here are three that are good resources:

www.aafp.org  
www.qsource.org/CPS/doqitU.htm  
www.hrsa.gov/healthit/ehrguidelines.htm