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MedTech Update



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medisoft®

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clinical

SPRINGCHARTS EMR

Hello!

I hope everyone is doing well. McKesson has put several promotions in place to stimulate sales. This is a good thing for discount hunters. Take a look and give me a call if you want more details

on anything. Certain stipulations apply especially on the MediNotes offer. Don't be afraid to call. I don't believe in "hard" salesmanship. I prosper without engaging in that behavior. Also, I just wanted to remind everyone about

my forum on my website. I have endeavored to be diligent to keep the information on there relevant and informative. Hint- sometimes people even receive free support help. I wish you and your business the best. ~Gavin

Unusual Medisoft Sales- 35% to 40% Off

Medisoft Version 16- 35% off starting 7/15/10 including free Office Hours Pro

Medisoft V16 will be sold at 35% off between July 7 and September 17th of this year. This sale *includes a free Office Hours Professional* product which is an enhanced scheduling program which allows for multiple provider schedules to be displayed and managed on one screen. Note, this sale only covers core Medisoft products. It does not cover non-core products like Codes On Disk, Encoder Pro and the Advantage Database Licensing required to operate Medisoft Network Professional.

Breakdown:
Basic Edition-
Was \$294, Now **\$191.05**

Advanced Edition-
Was \$994, Now **\$646.10**
***Network Pro Edition-**
Was \$2994, Now **\$1946.10**

*Licensing is non-core, is additional cost and not included in the sale. Call and ask for Gavin or Greg for details and ordering.

Upgrade: If you are interested in upgrading to V16 from V15 or V14, you will still receive your upgrade discount on top of this 35% off sale. That is a good deal. Call for the final pricing.

Pre-Order Sale, ANSI 5010 Compliant Medisoft V 17- 40% off starting 7/15/10

Medisoft V17 is not available at this time. It is set to be released 12/2010.

For customers already on V16 ONLY, V17 is being offered at a pre-order sale discount of 40% off. This pre-order price will be available starting July 15 through September 17th of this year and only applies to Medisoft core products. This discount does not apply to non-core products such as Codes On Disk, Encoder Pro and the Advantage Database Licensing required to operate Medisoft Network Professional. The sunset date for the 4010 format for electronic billing is 12/31/11. This date was derived from the following government website: <http://edocket.access.gpo.gov/2009/pdf/E9-740.pdf>. Please note that this discount will not apply towards Net Pro licensing.

Medisoft Clinical- 12 months 0% financing, rebate & 10% off total cost

Medisoft Clinical is McKesson's Electronic Health Record. It uses the Medisoft you are already used to for the practice management part of the system. For those who are ready to modernize the way they handle their patient visit records, there are some financing options available and some discounts.

-Upgrade to Medisoft Clinical by 9/28/10 and receive your choice of **0% financing** for one year or a **\$750 rebate**.

-Medisoft Clinical Reference Site Discount- MedTech is currently seeking to build up our list of Medisoft Clinical installations. Agreeing to act as a reference site grants you **10% off** of your total Medisoft Clinical purchase.

Run Medisoft file maintenance to help avoid data corruption-

Over time, things like power interruptions and not closing out of Medisoft properly can cause the indexes within Medisoft to get misaligned. File maintenance gets the indexes for the data realigned properly. You should run file maintenance once per week to be a good steward of your practice's database. See the "Services" tab then "Data Repair" on our site for more tips.

"I am Medisoft Clinical EHR Certified. I will care for and own your issues through to resolution."

-Gavin Walker
Owner/Operator
MedTech Medical
Management Systems

MedTech –
Everything independent
doctors need to manage
the technical ends of
their practices.

Services:

Training- On site or over the internet. \$95 per hour

Computer Building- Ask us for a quote.

HIPAA Back Ups-

Reduced Price- For \$6 p/month plus a one time \$57 set up fee, we can do your back up duties for you.

Server Hosting (ASP)-

Dial in remotely to work out of a live, centralized Medisoft database. We specialize in hosting Medisoft.

Report Writing-

We can write custom reports for \$180 p/report.

Data Repair & Data

For pricing call or see www.medtechsys.net.

Conversion- Gavin has been a professional computer programmer for 18 years.

Products:

Medisoft Version 16

Basic- 1 user

Advanced- 1 user, more robust

Network Pro- multiuser, robust

Other Medisoft Products:

Office Hours Professional-

Scheduler allows for viewing of multiple schedules on one screen.

Codes on Disk- Automatically adds procedure/diagnosis codes right into your Medisoft.

Electronic Health

Records- CHIT Certified

Medisoft Clinical EHR-

McKesson's EHR system that works

with Medisoft. Contains some very nice features. CHIT Certified- 2008

Spring Charts EHR-

Produced by Spring Medical and also works with Medisoft. A few less features than Medisoft Clinical, but may cost less. CHIT Certified- 2006

*Contact us for a free demonstration in person within a 100 mile radius of Springfield, MO. Free on line demos to anyone at anytime.

Electronic Medical Billing- (Clearinghouse)

GatewayEDI- \$85 p/month p/provider after a \$100 set up fee. Offices that sign up under a Preferred Provider get 50% off the set up fee. Great customer service. Free support.

Relay Health- \$50 p/month p/provider. Nice features that work efficiently from within Medisoft.

Medisoft & Lytec Users on MediNotes EHR

Free Data Conversion & Two Free Licenses If Move To Medisoft Clinical EHR Or Lytec MD-

Through December 27, 2010, Medisoft and Lytec users currently using Medinotes EHR interested in Medisoft Clinical EHR or Lytec MD can receive the conversion of their practice data from Medinotes into one of these for free. This offer also comes with up to two free provider licenses (swapped out for existing Medinotes licenses only).

Eclipsys, the current company in charge of the product, Medinotes EHR,

has announced that they will be sun setting the Medinotes product. For those that do not wish to switch to a different practice management system and want staff to stay on the familiar Medisoft or Lytec, this may be an offer that you should consider. Medisoft Clinical EHR as well as Lytec MD have all the bells and whistles you would expect from a high quality EHR product made from one of the biggest players in the industry. Gavin feels that the feature that sets these products apart from other EHRs on the market right now is McKesson's

proprietary Bright Note Technology. Document directly out of one patient note instead of clicking in and out of multiple screens. Not only that, as you document the visit in that one note, Bright Note will automatically generate actions to be taken out of your documentation. For example, codes and prescriptions will automatically flow out of the note and into the other parts of the program it needs to be in and to the other staff it needs to go to. Order a lab right out of the same screen. Also, with McKesson's EHRs you have 5 ways to document unlike others.

Bill Flash-5 Minute Patient Statements \$360 Off

Bill Flash is a service used by McKesson that takes care of your patient statements. Using Bill Flash will reduce your staff involvement for patient statements to 5 minutes or less. These are high quality statements that will represent your office well

and have online document management. **Offer:** Enroll in the service and start using it. There is no enrollment fee but you pre-pay the first month's postage. Once you reach the volume of 50 statements per account per month (.67 per

statement), the \$30 **service fee will be waived for 12 months.** The only expense you would experience for a year would be the per statement costs. (Longer statements involving multiple pages have an additional cost of .17 per page.)