



EHR & Practice Management Software Comparison Guide

THE COMPANY YOU PARTNER WITH IS AS IMPORTANT AS THE TECHNOLOGY YOU SELECT

	AdvancedMD	Option A	Option B
1. Do they offer fully-integrated EHR & PM?	✓	<input type="checkbox"/>	<input type="checkbox"/>
2. How long have they been in business?	Since 2000		
3. How many employees do they have?	180		
4. Are they financially viable?	✓	<input type="checkbox"/>	<input type="checkbox"/>
5. Are they investing in ongoing product improvements?	✓	<input type="checkbox"/>	<input type="checkbox"/>
6. Am I locked into long-term contracts?	✗	<input type="checkbox"/>	<input type="checkbox"/>
7. Do they offer around the clock phone & email support?	✓	<input type="checkbox"/>	<input type="checkbox"/>
8. Is my data automatically backed up, offsite & secure?	✓	<input type="checkbox"/>	<input type="checkbox"/>
9. Do I have to deal with maintenance fees & periodic software updates?	✗	<input type="checkbox"/>	<input type="checkbox"/>
10. Can I connect my satellite offices & at-home workers?	✓	<input type="checkbox"/>	<input type="checkbox"/>
11. Do they offer a true SaaS model or just hosted client/server?	✓	<input type="checkbox"/>	<input type="checkbox"/>

EHR SHOULD BE EASY TO USE AND OPTIMIZE YOUR PRACTICE WHILE DEMONSTRATING MEANINGFUL USE

1. Is their EHR easy to implement, learn & use?	✓	<input type="checkbox"/>	<input type="checkbox"/>
2. Can I maintain charts consistently & easily?	✓	<input type="checkbox"/>	<input type="checkbox"/>
3. Can I engage and communicate with patients through a secure Patient Portal?	✓	<input type="checkbox"/>	<input type="checkbox"/>
4. Can I exchange information easily & securely with other doctors & systems?	✓	<input type="checkbox"/>	<input type="checkbox"/>
5. Do they offer an effective way to customize templates for my specialty?	✓	<input type="checkbox"/>	<input type="checkbox"/>
6. Do they offer a straightforward way to optimize my workflow?	✓	<input type="checkbox"/>	<input type="checkbox"/>
7. Can their system work on my Smartphone?	✓	<input type="checkbox"/>	<input type="checkbox"/>

REVENUE GAINED FROM THE RIGHT PRACTICE MANAGEMENT SOLUTION CAN FAR EXCEED STIMULUS INCENTIVES

1. Is their software automated to stay abreast of payer changes?	✓	<input type="checkbox"/>	<input type="checkbox"/>
2. Do they offer an integrated clearinghouse?	✓	<input type="checkbox"/>	<input type="checkbox"/>
3. Are you guaranteed maximum revenue capture and greatest ROI?	✓	<input type="checkbox"/>	<input type="checkbox"/>
4. Can my staff become proficient quickly?	✓	<input type="checkbox"/>	<input type="checkbox"/>
5. Are my payers supported in their clearinghouse?	✓	<input type="checkbox"/>	<input type="checkbox"/>
6. Do they offer a strong set of A/R performance tracking reports?	✓	<input type="checkbox"/>	<input type="checkbox"/>
7. Will they help me set up my EDI agreements?	✓	<input type="checkbox"/>	<input type="checkbox"/>
8. Do they offer "best practices" for their software?	✓	<input type="checkbox"/>	<input type="checkbox"/>

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