

PhySource Solutions Announces Bi-directional Data Exchange Interface Between Allscripts EHR Enterprise and ADP AdvancedMD PM

First to market in the San Diego area, now available nationally, PhySource Solutions offers an integrated alternative billing solution to surgery practices that select Allscripts EHR Enterprise

San Diego, CA – Sept xx, 2011 –PhySource™ Solutions, Corp., [a leading provider of Revenue Cycle Management Services](#) to surgery practices in California, New York and Florida and an AdvancedBiller partner of ADP AdvancedMD, announces availability of a bi-directional data interface product between the Allscripts EHR Enterprise product and the AdvancedMD Practice Management product.

“As experts in surgical practice revenue management,” said Patti Rosbrook, President and CEO, PhySource Solutions, “we noticed that more and more practices from California to Florida were being pressured to make an EMR decision. In our experience, this national mandate for EMR implementations is creating a special set of challenges for physicians who wish to remain private. When physicians consider the capital investment they must make on an EMR implementation, combined with, in many cases, an already declining annual income and compounded by the 30% or more reduction in productivity they typically experience until they become proficient on an EMR product, they freeze. All of this pressure has lead many physicians to feel, frustrated, confused and overwhelmed about whether to implement an EMR or not.” As a result, the question we asked ourselves was: ‘How can we help our clients run a more viable, profitable practice through all this change?’ ”

What many physicians do not recognize is that the decision their practice makes regarding revenue management is as important to the health of their practice as the decision they will make about an EMR. The key element to maintaining a viable, profitable practice is efficient, effective revenue collections.

PhySource’s answer to helping their clients run a profitable practice was to do what many said could not be done – create a bi-directional data exchange interface that enables the physician to work in the Allscripts EHR, while enabling the PhySource billers to work on the best platform they have found for managing surgeon revenue: the AdvancedMD Practice Management and billing platform.

Said Dr, David Meyer, M.D physician partner for CAA, San Diego, CA: “Because of the Allscripts hospital affiliations here in San Diego, our group felt the Allscripts EHR product was the obvious choice. Yet, we knew that PhySource’s use of the AdvanceMD Practice Management platform had a lot do with their ability to deliver consistent revenues to our practice. When we began to discuss an interface, honestly I was skeptical at first. Now, I can’t say enough about Patti’s organization. They oversaw the project and it went excellent. While implementation and training was progressing, the PhySource team maintained their high standard of customer service and continued to deliver consistent revenue. I am very happy with the overall outcome. The interface has worked so seamlessly!”

Adds Liza Saurez, Office Manager for CAA, San Diego, CA: “We were frustrated with the capabilities of the Allscripts Enterprise PM scheduler and were not looking forward to making the change from AdvancedMD. When PhySource approached us with a solution that would allow us to have the best of both worlds we were ecstatic. They created an interface that allowed our staff to continue using the AdvancedMD scheduler, while the doctors proceeded with the Allscripts EHR. The interface process was fast and had very little impact on the office. The flexibility was refreshing and made for a much easier transition.”

It’s all about delivering for their clients at PhySource. “We chose to align our company with the AdvancedMD PM, rather than Allscripts because of the superior productivity that AdvancedMD delivers,” said Rosbrook. An example is the AdvancedMD reporting capabilities. Rosbrook and her team of billing experts are able to track and quickly react to every claim denial; a capability that is not available in the Allscripts Enterprise PM product. “Allscripts does not have this reporting capability on real-time data,” she explained. Without this capability, the ability of the PhySource billing team to recover revenue for her clients is seriously diminished.

The new Allscripts EHR/ AdvancedMD PM interface enables the following:

- 1) AdvancedMD PM clients can continue to use what they are familiar with, the appointment scheduler, with built in real-time insurance eligibility checking. “Our clients love the AdvancedMD scheduler and financial dashboard. With the new Allscripts interface, they are able to continue running their practicing as normal, without any disruptions.”
- 2) The interface sends the demographic information captured in the AdvancedMD scheduler, including such “meaningful use” details as language and race, directly over to the Allscripts EHR, along with any other updates like insurance information in near real-time. No re-keying is required.
- 3) As the physician builds their notes in the Allscripts EHR, they create a charge for the office visit or procedure. This charge information flows back over to the AdvancedMD claims center, where the PhySource certified coders do their audit work, followed by an automated, multi-step claim scrubbing process on each claim. The PhySource claims management team regularly achieves a 97% first pass claims acceptance rate.
- 4) In order to link the Allscripts EHR with the AdvancedMD PM, all the client has to do is request a few custom changes to the usual Allscripts setup when implementing the Allscripts EHR. Once those changes are made, the data exchange happens automatically behind the scenes.

“Without this interface,” said Rosbrook, “what typically happens is the billing and the clinical teams have to do a lot of duplicate data entry. With our new interface, data is exchanged seamlessly between the two products, making both the practice staff and our billing staff more productive and efficient. You have all the integration advantages as if you are working with one product.”

About PhySource Solutions

PhySource Solutions, Corp., located in San Diego, CA., has been providing revenue cycle management and billing services to surgical practices since 2003. Expert in [surgical coding](#) and [medical billing knowledge](#), the company has deep experience in cardiology, orthopedics and general surgery. PhySource Solutions helps providers optimize their bottom line by providing fully integrated EMR and Revenue Cycle Management solutions, as well as additional services that include regular financial updates and reports, surgical coding, front office scheduler, real-time insurance eligibility checking, and industry Best Practices training to help the staff and professionals maximize the profitability of their office or multi-location clinic. To learn more about PhySource, please call 858-836-8900 or visit: <http://www.physourcesolutions.com/> .

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