



EHR Integration Services provides expertise in EMR Conversions

Choosing EHR for your EMR Conversion

EHR Integration Services has over 15 years of proven data extraction and conversion experience in the Healthcare industry. Our team of experienced EHR consultants ensures that your data is extracted and converted efficiently and accurately.

EHR's proven EMR Conversion Process

Not all EMR data conversions are the same, yet *EHR Integration Services* looks to streamline the conversion process to keep your costs down. One way we accomplish that is to utilize our productivity tools developed from similar EMR conversions. We are also committed to keeping you fully informed as to the progress of the conversion. Our process includes weekly Project Status Reports detailing the week's high priority issues, results accomplished, milestone/timeline updates, error lists, and the next week's action items. This report, along with weekly conversion team status calls with your staff, helps give you the peace of mind that progress is being made and issues are being identified and resolved.

EMR Conversion Cost Structure

EHR Integration Services will provide the conversion service at a fixed price for systems that have been converted before. Providing this fixed price guarantee up front lets you know exactly what your conversion costs will be.

If we have not done an EMR conversion similar to yours, we will need to better understand your data and determine if a conversion is possible. In this case, we perform an up-front Assessment of your system for \$4,000. Once the Assessment is completed, we will prepare a Statement of Work detailing the conversion project and costs. Should you decide to do your conversion with *EHR Integration Services*, the \$4,000 Assessment fee will be applied toward your overall conversion cost.

For a more detailed explanation of the Assessment Process, as well as typical Costs/Timelines for Conversions, see next page.

EMR Data Extractions

EHR Integration Services has successfully extracted data from numerous systems, including:

- Allscripts Enterprise EHR (formally TouchWorks)
- Penchart
- Sage (aka Intergy/Medical Manager)
- GE Centricity EMR
- Logician
- PracticeStudios
- Medplexus
- NextGen
- Word and WordPerfect Documents

EMR Conversions

EHR Integration Services has successfully converted data into numerous systems, including:

- EPIC EMR
- Allscripts Enterprise EHR (formally TouchWorks)
NOTE: We have the utilities and partnership with AHS to perform conversions start to finish
- eMDs EMR

The EMR Conversion Assessment

The purpose of the Assessment is to take a detailed look at the data you want to convert so that we can prepare an accurate and complete *EMR Conversion Statement of Work (SOW)*. An Assessment is only needed for EMR conversions that *EHR Integration Services* has not already performed. This Assessment allows for a detailed review of your data, determination of how to extract the data, what manipulation is required, and any concerns or anticipated challenges to be addressed, if any. The resulting SOW will frame the project scope by detailing the milestones, costs, deliverables and timeline of the project. Assessments are scheduled regularly so that within 30 days you will know what the entire conversion entails, and you can incorporate this particular project's timeline and costs into your overall IT plan.

The Assessment Process

The Assessment entails a GoToMeeting.com session (or two) where one of your users demonstrates use of the existing application while our EHR Consultant observes the workflow, takes screen shots, asks questions, etc. This gives us a picture of how the data is utilized from the user's perspective. The EHR Consultant will also access the EMR database and assess the database structure in order to outline a plan for the data extraction.

Next Steps in getting an Assessment started

1. Designate a user to spend 1-3 hours demonstrating the existing application with an EHR Consultant
2. Provide EHR Integration Services access to your EMR database server
3. Sign the proper paperwork: the *Assessment SOW* and the appropriate *Business Associates Agreement*

The Timeline and Costs of your Conversion

PHASE	COSTS	COMMENTS	TIMELINE
Assessment	\$4,000	This cost is applied toward the overall project cost, should <i>EHR Integration Services</i> do the conversion	30 Days <ul style="list-style-type: none">• 1-2 weeks for observation• 1 week to prepare SOW
Development	Development costs vary, based more on the type of data being converted than the volume of data.	Our goal is produce a FLAT FEE for your conversion so you know exactly what your costs will be. If, however, development time is variable, then a range of hours is given, billed at \$175/hr. <i>NOTE: For Allscripts Enterprise EHR conversions, we have the utilities and partnership with AHS to perform conversions start to finish.</i>	30-60 Days
Testing	Included in the <i>Development SOW</i>	Testing timelines are dependent on availability of client's resources to perform necessary testing tasks.	30-60 Days
Production	Included in the <i>Development SOW</i>	Production timelines are dependent on the volume of data to be converted.	TBD

Contact us to discuss your Data Extraction and Conversion Needs



EHR Integration Services
SIMPLIFYING HEALTHCARE INTERFACES

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Control EMR Costs and Stay Informed...



Statement of Work for Penchart to Allscripts Enterprise (formerly known as Touchworks) Conversion

May 20, 2009

Client Name
Client Address
Client Contact

Project Summary

Client has a requirement to extract data and images from TouchWorks.

The conversion would include allergies, appointments documents, problems, results, visit documents, vitals, surgical history, and scanned images.

Dictionaries will be extracted as well and will include a Allergies, Medications, Medication Status, Orders, Provider, and Results.

Deliverables	
Description	
Data Extraction	<ul style="list-style-type: none"> Backup and restore Penchart and Scan Extract discrete data, images, and documents using Extract dictionaries
Data Preparation and Transform	<ul style="list-style-type: none"> Load discrete data into SQL Server database Load image and rtf catalogs into SQL Server database Prepare Data Mapping Workbook to client Create SSIS package to import RTF content into SQL Server Create Stored Procedures to match up MRNs/dictionary mappings Create Stored Procedures to populate document tables with RTF content Create SSIS packages to extract data to tab-delimited text files Configure Image Loader utility for importing scanned images Create ConnectR interfaces for mapping data to Touchworks
Testing	<ul style="list-style-type: none"> Test import of all data with subset of patients into Test Work with client to verify data is accurate and images/documents are viewable within Touchworks Make bug fixes and go through at least 3 iterations of import to ensure accuracy
Deployment/Import	<ul style="list-style-type: none"> Extract data into tab-delimited text files Load data through ConnectR engine



Touchworks Conversion - Project status

31-July-2008

Summary

- Dr. has been given the suggested IDs for CPT codes
- Interfaces have been imported into ConnectR.
- Development of Result conversion is 75% complete.
- Decision made: Result techs will come into the system
- Decision made: Immunizations is out of scope and will be converted

This week

- Complete development of Results Conversion
- Begin testing results conversion
- Start development for documents conversion

Dependencies

- None

High priority Issues

ID	Issue/Task
23	Need Allscripts login created so that I can begin tes

Milestones

Date	Milestone	Status
8/1/2008	Result conversion development complete	75% complete
8/8/2008	Testing of result conversion complete	Not Started
8/13/2008	Document conversion development complete	Not started
8/20/2008	Testing of Document conversion complete	Not Started
8/27/2008	Diagnosis/Problems conversion development complete	Not started
9/3/2008	Testing of Diagnosis/Problem conversion complete	Not started
9/10/2008	Disease Registry development complete	Not started
9/15/2008	Testing of Disease Registry conversion complete	Not started
9/30/2008	Go Live	Not started



Budget

On track

Satisfied EMR Conversion Customers...

"My professional experience with EHR Integration Services began in October of 2008 as we were exporting electronic medical documents from a TouchWorks environment to an EPIC environment ... As in all projects, the deliverables changed and EHR Integration Services managed those changes and continued to provide excellent service to both customers— Hennepin County Medical Center and Hennepin County IT.

I recommend EHR Integration Services to any company seeking data conversion expertise. The bottom line is that EHR Integration Services successfully gets things done."

Connie Ball, PMP, Project Manager
CM Solutions

Other EHR Services

In addition to the Data extraction and EMR Conversion Services listed previously, EHR offers other valuable services to Healthcare customers.

GE Healthcare Centricity ConnectR Workbench

Installation - Training - Support - Development

EHR Integration Services partners with GE Healthcare by ensuring that ConnectR customers have the ConnectR product and starter Library interfaces installed on their server, are fully trained in how to develop interfaces and are supported post-training in use of the ConnectR Workbench™.

Interface Development and Support

EHR develops interfaces for GE Healthcare's Centricity™ products (Centricity Group Management and Imaging RIS-IC) and the Allscripts Enterprise EHR (formally TouchWorks™) product.

Customers who use these products look to EHR to assist them in exchanging data with third party providers so valuable data is made available to the physician or healthcare provider. EHR can help in each step of the Interface Development Process™. EHR also offers monthly interface support services.



ConnectR Training and Mentoring

EHR conducts ConnectR Workbench™ Training for ConnectR customers. This dynamic and interactive workshop is designed to teach customers how to use the ConnectR Workbench™.

Participants leave the workshop with the knowledge, tools, licensing rights and skills they need to immediately begin designing and developing their own interfaces in-house.

Go to www.ehr-integration.com and download [ConnectR Workbench™ Training](#) for the workshop learning objectives and agenda.

“Highly recommended! The overall education of the trainer and his ability to teach to all different levels of aptitude was exceptional” Amy Garcia, University of Rochester Medical Center

About EHR

EHR Integration Services is a leader in providing Healthcare Integration, Interface and Conversion solutions in the electronic health records industry.

As a proud partner with GE Healthcare and Allscripts, EHR is committed to *Simplifying Healthcare Interfaces* by assisting hundreds of customers in the

design, development and implementation of their healthcare interface and integration needs.

Founded by Craig E. Luce, the *EHR Integration Services* consulting team has decades of proven success in the EHR industry — offering a range of consulting services for the Allscripts Enter-

prise EHR (formally TouchWorks) and GE Centricity Group Management and Imaging (RIS-IC) applications.

Headquartered in Central New York with offices throughout the U.S., EHR employs a team of experienced professionals to consult, develop, train, install, and support customers.

Contact Us:

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Join Us: ConnectR Workbench Training

As a training and service partner with both GE Healthcare and Allscripts, EHR Integration Services provides you with the training, documentation and licensing rights needed to begin building your own ConnectR interfaces in-house.

Go to www.ehr-integration.com and click on *ConnectR Training* or EVENTS— view our ConnectR in-class and webinar training schedule and learn more about our training solutions.