STI Computer Services Inc.

Medical Billing Services

&

Practice Managers

Don't just computerize your charts — *automate your entire practice.*

ChartMaker® Medical Suite

STI
Computer Services Inc.

STI Has All The Pieces —
Hardware • Software • Support

STI has *everything you need* for successful medical practice management, now and in the future. Hardware Selection and Sales, Phased-in Software Modules, Installation, Training and Support.

If you are looking for better software you've come to the right place. And with a $5000 incentive, there is no better time!

The ChartMaker® Medical Suite is the most comprehensive medical office management system available today. It is integrated and complete - all true Microsoft Windows® applications - with features you need for electronic claims processing, appointment scheduling, managed care, reports, document management and electronic medical records.

Since 1979, we have dedicated our company to understand physician's unique software needs and write software to meet them. We installed our first practice management system in 1979. That practice remains a customer to this day.

We introduced ChartMaker® Clinical (EMR) in 1997; years before most practice management vendors understood that there was a need for electronic medical records in the ambulatory environment.

STI is a stable vendor with over 125 employees dedicated to the best possible service. Our programming staff is working today on tomorrow's practice software solutions.

Your software investment is protected because we have demonstrated our strong commitment to the physician software market. There is no need to work with other software or hardware vendors. STI should be your one-stop choice that eliminates finger pointing about who is responsible when problems arise.

STI has designed it's software suite into modular components so that you can select only the pieces that you need today, and you can feel secure in knowing that you can add additional components when and if you need them.

STI is the right choice for your medical office. Whether you manage an individual practice, an integrated health system, or a billing service. STI combines all the elements of a successful medical office management system such as: Practice Management, Electronic Billing, Appointment Scheduling, Electronic Medical Records, and Document Management; using client/server technology, the power of an SQL database, true Microsoft Windows® GUI interface, and local system support into one extraordinary product.

Now, and in the future, STI offers you the best value. STI Computer Services recognizes that the needs of every practice is unique. ChartMaker®'s Electronic Medical Record software is designed to meet your specific needs and match the workflow process of a typical physician's office. ChartMaker® Clinical incorporates features designed to make your day go smoothly.

The ChartMaker® Medical Suite Includes:
  Practice Management/Electronic Billing,
  Appointment Scheduling,
  Electronic Medical Records,
  and Document Management.

Medical Practice Office Managers and Billing Services

ChartMaker® is Complete • Integrated • Affordable • Updated • Scalable Software

The ChartMaker® Medical Suite Includes:

ChartMaker Practice Manager
ChartMaker Scheduler
ChartMaker Entry Point
ChartMaker Clinical

Features, Services and Options:

- Custom Charge Slip/Super Bill Printing
- Claims Scrubbing
- Authorization Checking
- Procedural Follow-up and Recall
- Electronic Patient Statements
- Patient Inquiry
- Security & Audit Trails
- HIPAA Compliant
- Payment Profile Checking
- Full Range of Practice Reports
- Managed Care Module
- RVU Analysis of Profitability
- Internet Access Capability
- Automatic Telephone Reminder System
- Prescription Management
- Laboratory Management
- Device Interfaces
- Insurance Card Scanning
- Eligibility Checking
- Equipment
- Support
- Upgrades
- User Group Meetings

Electronic Prescriptions

ChartMaker® is Surescripts Certified. Your practice will be able to send prescriptions electronically to over 95,000 participating pharmacies directly from a patient chart. The system allows you to keep a detailed history of past and current medications and review them at a glance while automatically checking for counter-indications and proper dosage. This is done while reducing potential errors from illegible handwriting.

Voice Recognition

Managing your time wisely is the key to increasing your productivity. ChartMaker's voice recognition option uses speech-recognition software to input text into chart notes. ChartMaker comes equipped with complete voice transcription capability to quickly capture progress notes and detailed medical histories. Just speak in your normal voice with the digital microphone and watch your words appear before you in the patient chart.

Affordable

The ChartMaker Medical Suite is affordable for even the smallest physician practice. The software is scalable so as your practice grows, ChartMaker will grow with you.

With ChartMaker® Clinical, your physician office will be able to quickly document patient encounters, record findings, generate referral letters with associated documentation, and calculate billing codes in record time.

Free Demonstration

This is only a small sample of the many great features contained within the ChartMaker® Medical Suite. There is much more I'd like to share with you. Free system demonstrations are available both at your location and via the Internet. Even if you're just curious, I encourage you to contact me at 800-487-9135 x 1166 to see how ChartMaker will benefit your practice! There's no obligation.

Integrated Practice Management and Electronic Medical Records

Better Medicine and Increased Revenue

The *ChartMaker® Medical Suite* consists of four unified modules with a phased implementation approach at an affordable cost. Installing ChartMaker modules is designed to make your transition more manageable and not stress your office financially. When looking into Electronic Medical Records, it is suggested that an EMR should have: an integrated Practice Management System, template development, E&M coding and auditing, e-prescribing and refill process (including allergy reference and interactions), as well as integration of Microsoft Word formatted chart notes and previously scanned charts in PDF format. The *ChartMaker® Medical Suite* provides *ALL* of these capabilities through our *Practice Manager* Module, *Scheduler*, *Entry Point* (for ePrescribing, Labs and Document Management) and *Clinical*.

ChartMaker Medical Suite has been programmed with the latest technology for the future – Microsoft SQL database and Microsoft's Net framework for both client/server and web-based (cloud) applications. This is the next generation in practice management software, a product for today and for the future. You can install any of the modules that you need today and feel assured that you would be able to expand your system with additional modules whenever you need them.

A successful EMR needs intuitive, specialty-specific, physician-developed and tested templates as well as excellent functionality to support the entire office. ChartMaker does this in the following ways.

Integrated Practice Management and Billing:

ChartMaker® Practice Manager is one of the most robust and user-friendly billing software systems on the market today. *Practice Manager* handles all of your electronic insurance billing. Your computer can automatically and quickly post your Medicare and other commercial EOMBs, saving your staff hours of work each week. *Practice Manager* will also automatically bill your patients for their co-pay. You can quickly access any patient with a certain diagnosis, or show you how different insurance plans pay you for a procedure. Managed care reports give you the information you need to compare insurance payments, track and analyze capitation payments, and negotiate fees with your insurance carriers.

Practice Specific Scheduling & Recalls:

ChartMaker® Clinical can remind you of required patient procedures, and when to deliver preventive or follow up services. The system provides quality assurance to review patients with specific illnesses or find those taking certain medications. The *Recalls Not Seen* report shows you patients who should be but have not been seen for required procedures.

Payer Inquiry:

Many offices spend valuable staff time on the phone or internet trying to retrieve eligibility and referral information. In some cases, offices take a chance and submit claims without verifying one or both of these vital pieces of information.
ChartMaker's Payer Inquiry Module does all this via the Internet and can import real time, up-to-date information directly from the clearing house in two to four seconds per inquiry. There is no need to pay someone to gather this important information, because ChartMaker eliminates this task.

Scanning Module:

The *Scanning Module* scans patient's paper records and develops information related to the patient's medical history. It efficiently organizes the acquisition of patient medical history and allows staff to input comprehensive patient history — conveniently building an electronic medical record.

Fax Module:

The Fax Module allows for sending, receiving and managing faxes using e-mail, internet or a fax appliance.

Cash for CLUNKERS

Get $5,000 for your current Project Mamagement software!

What is Cash for Clunkers?

STI computer services is looking for physicians and billing services who are not satisfied with the Practice Management software you are currently using. If this is you, <u>we are willing to pay you $5,000 for your software</u>, in exchange for you purchasing our full PM/EMR software package. Our products are designed to work together to provide you an easier and smoother billing and clinical documentation process.

Why would STI give software away for free?

Physicians have communicated to us that they are experiencing significant cash flow issues associated with the transition to HIPAA Version 5010. Many software companies are having difficulty with this conversion, and YOUR pocket is taking a hit because of it. At STI Computer Services, we understand the day-to-day operations that are needed for both the billing and the clinical staff, and we are willing to give you our billing module for free, when you exchange your current PM for our full line of products.

ICD-10 and 5010 Defined

- ICD-10 is the new version of diagnostic coding which will be required beginning in 2013.
- 5010 is the EDI standard for HIPAA transactions used to submit Medicare claims.

Go-Live Date	Compliance Step
January 1, 2011	*Payers and providers should begin external testing of Version 5010 for electronic claims CMS begins accepting Version 5010 claims *Version 4010 claims continue to be accepted
Dec. 31, 2011	*External testing of Version 5010 for electronic claims must be complete to achieve Level II Version 5010 compliance
January 1, 2012	*All electronic claims must use Version 5010 *Version 4010 claims are no longer accepted
Oct. 1, 2013	* Claims for services provided on or after this date must use ICD-10 codes for medical diagnosis and inpatient procedures * CPT codes will continue to be used for outpatient services

According to the Centers for Medicare & Medicaid Services (CMS), version 5010 transaction standards will create improved standardization for administrative and clinical data. Unlike the previous 4010 version, 5010 accommodates ICD-10 codes and must be in place before the change to ICD-10, which is to occur October 1, 2013.

What's driving the change?

Two key factors prompted the upgrade to 5010: 1) the government and industry's shared objective of providing better quality, lower cost health care, and 2) the need for a more comprehensive electronic data exchange solution for the newly expanded ICD-10-CM and PCS code set conversion which will be mandated for compliance by October 1, 2013.

Dependable compliance standards are critical in order to meet both objectives. The 4010 compliance standard was not fully enforced, and too many individual processes were put in place, forcing providers to interpret and reconcile different billing and reimbursement methods and systems. Approximately 12% - 22% of all premium dollars are spent on these types of administrative expenses, many of which are imbedded in manual processes. A reduction in these costs prohibitive areas could substantially enhance the bottom line and potentially reduce the overall cost of health care.

Electronic claim submission is not mandatory in 2012, but is encouraged. Some carriers may still allow you to file paper claims, but check with your payers to examine their individual requirements.

DON'T BE A STATISTIC!

STI is here to provide you guidance, support and information for the transition to the new HIPAA 5010 standards. STI can assist you by providing updates, and training to make sure you are fully equipped and prepared for the changes that will be taking place soon, and ones that are already in progress. YOUR office could be at risk- DON'T be a victim of these changes- EMBRACE them and allow us to guide you through the process. Making sure your office has the RIGHT PM system implemented and running efficiently prior to these additional requirements could prove to be essential in helping to decrease the risk of your practice having its A/R come to a screeching halt.

What's the next step?

Contact me at 443-934-3996 or sross@sticomputer.com to schedule a demonstration and discuss the goals and objectives for your facility.

Waiting to Implement an EMR Could Cost You.

ARRA Stimulus Overview

You have probably heard about the federal stimulus for practices that implement and 'meaningfully use' a certified Electronic Medical Records (EMR) system. But, not starting now could cost you dearly. Here's an overview of what this means to your practice.

HITECH Incentives for Medicare/Medicaid

Office-based Medicare participating providers who meaningfully use a certified EMR, starting in 2012 are eligible to receive 75% of their Medicare allowable professional charges up to a maximum of $44,000 per provider over 5 years.

There is also an incentive for Medicaid participating providers, who have at least 30% of their patients paying through Medicaid (or 20% for pediatricians). If that describes your medical practice, you are eligible for up to $64,000 per provider over 6 years.

Waiting Can Cost You Money

According to the HITECH Act, only Medicare practices that demonstrate meaningful use in 2012 are eligible to receive the maximum incentive of $44,000 per provider. If you wait to implement an EMR until 2013 or later the incentive dollar amount decreases. If you start in 2013 the total incentive over 5 years is $39,000, and $24,000 if you start in 2014. In 2015 there is no incentive at all. We think you are better off if you start early. Consider the following:

Wait Times — Late adopters may end up getting less money than practices that started earlier because they can't get installed and trained in time to qualify for the higher payments. With many practices signing to purchase an EMR, there is commonly a wait time between the time you sign the contract and the date when installation and training can begin. Among EMR vendors, wait times of 3 months are common and could even lengthen as software vendors struggle to meet the demand.

Learning Curve — You need to learn how to use your EMR before you can demonstrate meaningful use. Changing to an EMR takes adjustment time. However, once fully implemented, you wouldn't ever want to go back to a paper and pen. Many practices say it takes up to 3 to 6 months to become proficient in using an EMR.

Year	Up To:
2012	$18,000
2013	$12,000
2014	$8,000
2015	$4,000
2016	$2,000
Total	**$44,000**

When Will I Receive Payment?

To receive your $18,000 per physician, in the fastest way, you need to show meaningful use in 2012 for at least 90 consecutive days, and have reached your maximum reimbursable allowable professional charges of $24,000. CMS has stated that they plan to make the incentive payment within 45 days. Then, for the subsequent years, you must demonstrate the appropriate stage of meaningful use for the entirety of each year and you will receive one payment annually (as shown in the table).

So, at best you need between 6 to 9 months from your order date to install, implement, train and attest for meaningful use to receive the maximum incentive. If you don't start soon you could run out of time to get the maximum incentive, starting in 2012.

Where Do I Start?

The best way to get started is to schedule a time to sit down with your STI representative and discuss your practice needs in detail. I will be happy to show you why we provide the best software and software support in the industry.

Patient | Charge | Payment | Inquire | Insurance Billing | Patient Billing | Clinical | Appointment | Documents | Reports | Remittance | Labels

Call 800-487-9135 ext. 1169 for more information or, fax this form to (800) 971-7735.
STI Computer Services, Inc. • Valley Forge Corporate Center • 2700 Van Buren Avenue • Eagleville, PA 19403

Name: _____

Practice: _____

Address: _____

City: _____ State: _____ Zip code: _____

Specialty: _____

Telephone: _____ Email: _____

❏ **Please call me to set up a demonstration and provide an exact quote.**
❏ **Please send additional information about ChartMaker Medical Suite®.**

STI Has All The Pieces - Hardware • Software • Support
If you are looking for a complete, affordable, integrated solution to your practice software needs, you have found it with ChartMaker®.

Make this your year to add Electronic Medical Records.
The ChartMaker Medical Suite is the next generation in practice management software, a product for today and for the future. It has been programmed with the latest technology — Microsoft SQL database and Microsoft's.Net framework for both client/server and web-based applications. It is a unified suite of products that can be installed modularly within your office. You can install any of the modules that you need today, and feel assured that you would be able to expand your system with additional modules whenever you need them.

The ChartMaker Medical Suite
1. **ChartMaker® Practice Manager**
2. **ChartMaker® Scheduler**
3. **ChartMaker® Entry Point**
4. **ChartMaker® Clinical EMR**

ChartMaker® Scheduler makes scheduling easy with color-coded graphics and automatic reminders. Eligibility Checking is included!

ChartMaker® Practice Manager handles all of your billing needs from start to finish with all the stability and functionality of a real Microsoft Windows system. Best of all, STI provides Electronic Claim submission to most carriers.

ChartMaker® Entry Point uses modern scanning functionality to provide an orderly transition of existing paper medical charts into an electronic format. A detailed patient face sheet with automatic reminders, electronic prescription writing, and electronic lab results are included.

ChartMaker® Clinical EMR is a pen-based, template-driven system of Electronic Medical Records which can be customized to your medical specialty. It is designed to produce legible, detailed patient charts which can be securely accessed from a home office or other remote location. With voice-recognition features, referral correspondence can be created directly from progress notes. A Coding Assistant is included to help determine the correct E&M code from the completed office note.

Proven Experience — While many other vendors are less than five years old, STI sold its first Practice Management System in 1979. With new vendors the EMR may be sufficient, but how robust is their practice management option? A good EMR with a weak practice management component won't do your practice any good, and may cost you a lot of money in rejected insurance claims. STI currently has over 3,000 medical practice customers using their software — representing over 7,500 physicians. STI prides itself on its reputation for great system support.

Trust — Purchase your software from a trusted company with an established track record in providing excellent software support to the medical community.
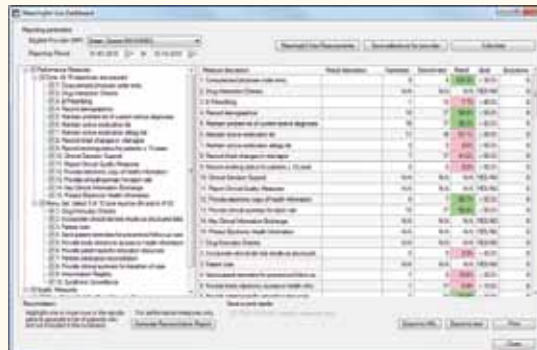
For questions call Ali Bentley: 800 487-9135 Ext. 1169.

PRACTICES ARE ACHIEVING 'MEANINGFUL USE'!

STI Computer Services Customers are receiving their maximum Medicare EMR incentive bonuses!

The Meaningful Use Dashboard in ChartMaker® Medical Suite lets you know if you are meeting the requirements for **Meaningful Use** to qualify to receive up to a $44,000 incentive per physician.

STI Computer Services Inc.

ChartMaker Clinical 3.7
CCHIT CERTIFIED 2011
Ambulatory EHR

ONC-ATCB CERTIFIED
Supporting Meaningful Use
2011-2012
Complete EHR
ChartMaker Medical Suite 3.7
CC-1112-860040-1

CHART MAKER®
Medical Suite

What Our Customers Say

"When you look at your return on investment, you can definitely see your costs coming down."

"One of the biggest benefits is that we fax the completed report to the referring physician right after the examination and it really looks better than it did before."

Advice from an STI Customer *at a large podiatry practice in Philadelphia. He wanted better, more organized medical records using less space.*

• *It is easier to adapt to the new technology if the practice management system integrates with the EMR.*

• *Training for the EMR was "slow at first, but the more computer literate a person is, the faster they are able to adapt."*

• *In the spring of 2009, all new patients entering the practice became electronic only.*

• *Existing patients' charts were scanned in to the EMR.*

• *Using customized podiatry templates allows him to efficiently enter most chart notes. Instead of dictating or handwriting notes that were transcribed, he "likes getting notes done before the patient leaves."*

• *In his opinion, the more information taken during a patient visit, the better the note. With an EMR, providers have the option of using a combination of templates, typing and voice–recognition software to build a chart note.*

• *Providers are going to have to eventually use electronic medical records and starting now will give them a head start to making more organized chart notes.*

Microsoft® .net

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Harnessing the POWER of Technology
HEALTH HUB

MSNJ MEDICAL SOCIETY or NEW JERSEY Platinum Corporate Partner

EHRA HIMSS Electronic Health Record Association MEMBER

DH/N Delaware Health Information Network

Made and supported in the USA.

Don't miss the financial incentives explained inside!

Contact Ali Bentley today. Call toll free 800 487-9135 x 1169 or email sross@sticomputer.com

Visit our website at www.sticomputer.com for more customer profiles and information about our products!