



STI has everything you need for successful practice management, now and in the future. The ChartMaker Medical Suite® consists of four unified modules with a phased implementation approach and affordable cost.

The ChartMaker Medical Suite® is a unified suite of products that can be installed modularly within your office. The 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 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.

The ChartMaker Medical Suite

- 1. ChartMaker Practice Manager®**
- 2. ChartMaker Scheduler®**
- 3. ChartMaker Entry Point®**
- 4. ChartMaker Clinical®**

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 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. Including 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 representing over 7,500 physicians using their software. 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 Cerra 800-487-9135 x 1169.



Call 800-487-9135 extension 1169 for more information or, fill out and return this form via mail — for fastest service fax it 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 me more information about health care incentives in my area.**
- ☐ **Please send additional information about ChartMaker Medical Suite®**

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Electronic Medical Records in Podiatry

There is a great deal of interest among podiatrists in implementing Electronic Prescriptions (eScripts) and Electronic Medical Record (EMR) technology in their practices. Health and Human Services Secretary Michael Leavitt calls implementation of EMR's by 2014 a "national priority" and the federal government is providing substantial Healthcare Information Technology (HIT) financial incentives to physicians who adopt this technology early.

How do you know if you are eligible? According to section 1861(r) of the Social Security Act, an "eligible professional" is defined as a "physician who is a doctor of medicine or osteopathy, a doctor of dental surgery or medicine, a doctor of podiatric medicine, a doctor of optometry, and a chiropractor." STI believes that there are a lot of reasons to purchase ePrescribing or EMR technology besides the HIT financial incentives, although, you should take advantage of any financial incentive that may exist. Eligible professionals who are meaningful users of certified EMR technology will receive incentive payments starting in 2011. While the government has until the end of 2009 to define "meaningful use", we know one requirement you will need to qualify for the stimulus money is using a product that is CCHIT 08 certified.

The following table shows how the incentives and potential reductions are expected to work from 2010-2017.

First Payment Year	First Payment Amount and Subsequent Payment Amounts in Following Years	Reduction in Fee Schedule for Non-Adoption/Use
2011	\$18k, \$12k, \$8k, \$4k and \$2k	\$0
2012	\$18k, \$12k, \$8k, \$4k and \$2k	\$0
2013	\$15k, \$12k, \$8k and \$4k	\$0
2014	\$12k, \$8k and \$4k	\$0
2015	\$0	-1% of Medicare fee schedule
2016	\$0	-2% of Medicare fee schedule
2017	\$0	-3% of Medicare fee schedule

Note: Physicians in rural health professional shortage areas who adopt/use EHRs are eligible to receive a 10% increase payment amounts described above.

Source: H.R. 1 *The American Recovery and Reinvestment Act of 2009*

Podiatry and Podiatric Surgery Templates

Podiatrists have many different needs than primary care doctors. ChartMaker's CCHIT 08 certified Electronic Medical Record has templates that can be customized to meet your unique Podiatry vocabulary and specific terminology required for surgical procedures. When you are working with the podiatry-specific templates, ChartMaker's EMR has an E&M coding tool included with the software that helps determine the proper E&M code based upon the level of documentation.

According to recent statistics from the Center of Disease Control and Prevention (CDC), 23.6 million people in the United States have diabetes and it is listed as the seventh



leading cause of death. Electronic Medical Records can help remind you when a podiatric patient has missed an appointment or test. With the number of diabetes cases in the United States continuing to rise, Electronic Medical Records (EMRs) will benefit your practice by keeping your patient's progress on track. Within ChartMaker's flow sheet, included in the software, you can chart your patient's blood sugar levels over time. Podiatric-specific content includes a number of templates, both in office and surgical, diagrams and graphics. Foot and toe diagrams can be inserted into your note, as well as a photo of your patient's sore or callus. The ChartMaker Medical Suite can help you reduce many of your expenses such as storing paper charts, chart pulls, lost charts and reduce your transcription costs with our voice recognition technology. The ChartMaker Medical Suite gives you the ability to create more professional looking consultation reports in less time and at less cost with the ability to insert patient specific digital photographs for a more personal touch. The EMR may even reduce your malpractice premiums as a result of higher quality documentation and prescription management.

Better Medicine and Increased Revenue

With ChartMaker's Recall feature, you will be notified if a patient has missed an appointment or test. More importantly, with ChartMaker's Recall System, any patient that misses an appointment can be automatically notified of the importance of rescheduling their visit to your office to control their diabetes and to protect their health. ChartMaker helps you to maximize your practice income by reminding your patients about important medical procedures with computer speed and accuracy, and helps to protect you from abandonment issues with the included patient recall system.

The ChartMaker® Medical Suite includes Appointment Scheduling, and a full functioned Electronic Billing System with the ability to check both patient eligibility and referrals. ChartMaker can even automatically post your EOMB and bill secondary and patient charges efficiently. In short, the ChartMaker Medical Suite has everything that you need to reduce your costs, improve your bottom line, help you to practice better medicine and make your Podiatry practice more efficient. For a personal demonstration call Ali Cerra today at (610) 405-6514.

Electronic Medical Records In a Podiatry Setting

When David Weiss, D.P.M. opened his brand new medical practice (Weiss Foot & Ankle Center) in 2004 he knew he wanted an integrated Practice Management System that included electronic billing, appointment scheduling and Electronic Medical Records. Dr. Weiss, a Podiatrist in Hammonton, NJ had experience with STI at a previous practice where he worked, but he never saw the ChartMaker EMR component available from STI.

Dr. Weiss implemented ChartMaker® in 2004. In his words, "I did it mainly for the EMR portion. I knew I needed a practice management and electronic billing system, but I felt that the advantages of an EMR would allow my practice to move forward into the 21st century. I had a choice between buying expensive paper charts for my new practice or implementing an EMR and going paperless". It took about six months to really learn ChartMaker and get into the flow of the program. The benefits really outweigh the costs, especially by eliminating the need to pull and re-file paper patient charts.

Podiatrist needs are different than those of primary care physicians. So STI helped Dr. Weiss to create and modify Podiatry templates to meet his specific practice needs. ChartMaker templates can be customized to meet the unique Podiatry vocabulary and specific terminology required as well as for surgical procedures. Foot and toe diagrams can also be inserted into a note and are included in the software.

The cost savings in overhead alone justifies the cost of an EMR. Besides having a completely paperless office, Dr. Weiss runs his office with the help of only one clerical person (Linda). Linda makes appointments, completes electronic billing and runs the day-to-day operation of a busy Podiatry practice, but she does it for more than one physician. Dr. Weiss shares his Hammonton office space with his wife, Amy Krachman, D.O. (DermaLogic Laser Center) who runs her own cosmetic medical practice. Where many paper based practices are operating with 2-3 clerical people per physician, with the efficient ChartMaker EMR, one clerical person is serving 2 physicians.

"Does it make you a better doctor?" Dr. Weiss answers his own rhetorical question, "no, but it makes you a more organized doctor". It was the right thing to do. It improves our image in the medical community to provide quick and professional referral letters from the EMR.



David Weiss, D.P.M. (Weiss Foot & Ankle Center)

ChartMaker is easy to use and designed to meet the specific needs of Podiatrists. For example, Diabetic Medicare patients can automatically be recalled by the system every nine weeks for routine foot examinations. Diabetes is the leading cause of foot amputation in the US, and routine foot examinations are critical.

"ChartMaker also helps in our E&M coding" states Dr. Weiss. The software incorporates an online E&M coding tool that works with the podiatry specialty-specific procedure templates to help determine the proper E&M code based upon the level of documentation. Of course, it is still the responsibility of the physician to determine medical necessity. ChartMaker also automatically completes referring physician letters from the chart note.

Dr. Weiss states, "the EMR has not saved any time in documenting my notes. I would say that it is time neutral compared to writing paper notes, but the difference is that my notes are more detailed and legible. The saving occurs when I fax the referring physician a copy of the note directly from ChartMaker immediately after completing the examination. The EMR allows you to run a lean, and efficient medical practice."

Podiatrists will find that implementing an integrated Practice Management and EMR system not only makes your office more efficient, but it provides access to the patient's clinical records from any location with a high-speed Internet connection. Plus it provides information to evaluate quality and cost of care and many other critical features of your Podiatry practice. Podiatry specific Electronic Medical Records includes templates for E&M examinations, surgical procedures, medication prescribing, and CPT coding.

Contact Ali Cerra today toll free 800 487-9135 at extension 1169, or email acerra@sticomputer.com.

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EMR for the modern Podiatry office



Podiatric specific software from STI.



Larry Newman, D.P.M., Assistant Dean and Medical Director of the Foot and Ankle Institute at Temple University School of Podiatric Medicine, implemented an electronic medical record at the beginning of 2009. His goal was to have better, more organized medical records and less charts taking up space. In his opinion, a practice management system that integrates with an electronic medical record system helps an office easily adapt to the new technology.

During the implementation process for the EMR, Dr. Newman noticed the more computer-savvy a person is, the more likely they were to pick up on the software. The training period was “slow at first, but the more computer literate a person is, the faster they were able to adapt to their own style.” Although Dr. Newman does not believe he fits into the computer-savvy crowd, he “likes the idea of getting notes done before the patient leaves.”

Because the Foot and Ankle Institute provides care to approximately 40,000-50,000 patients per year, training for the EMR was completed in stages. Beginning in the spring of 2009, all new patients entering the practice became

electronic only. Existing patients' charts were scanned in to the EMR as well, but their old paper charts were kept up to one year prior. Dr. Newman stated it was sometimes a challenging training

experience, but the “potential in the future for what can be done is the reason” for the adoption of EMRs.

Using customized podiatry templates, Dr. Newman likes that the templates have everything needed to help better organize a note. When he had a private practice, he would dictate and handwrite his chart notes. But, he had to send his dictated notes to a transcription service and then had to read over and correct any mistakes before completing a patient's note. In Dr. Newman's 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.

Dr. Newman believes implementing an EMR is important to a podiatrist because the providers can “mix and match the way they use EMRs and still have it look like an organized chart note at the end”. In his opinion, 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.