



— The Experience of Our Services Set Us Apart from Our Competitors!

# EHR Concepts

## Make Health IT Easier

[www.ehrconcepts.com](http://www.ehrconcepts.com)

1-888-674-0999

# WELCOME **VENDOR SELECTION WEBINAR**



**JENNIFER OELENBERGER**  
**PRESIDENT**



Jennifer, President of EHR Concepts, has over seventeen years of experience in clinical healthcare IT, in a variety of roles but with specific expertise in complex IT implementations. In past roles she has worked in operations, account management, project management, EHR system admin, EHR implementation and Training.



**DAN MURRY**  
**SENIOR VICE PRESIDENT**



Dan is a former CIO and has participated in several technology build-outs and brings broad experience leading cross-functional teams in completion of large organizational projects. Dan has extensive Hospital/ Healthcare Operations and Vendor Organization experience.



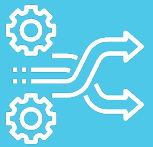
# EHR CROSSROAD & CONSIDERING MOVING TO ANOTHER EHR



IT/EHR Strategy



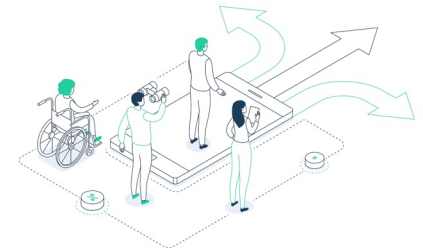
Insights on walking through RFP Process



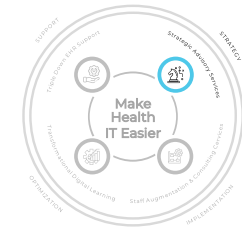
Vendor Selection Process



## Make Health IT Easier



# STRATEGIC ADVISORY SERVICES



## Items to Consider

	IT Strategy and Selection
	Clinical Transformation
	Revenue Cycle Management
	Provider/User Adoption & Satisfaction

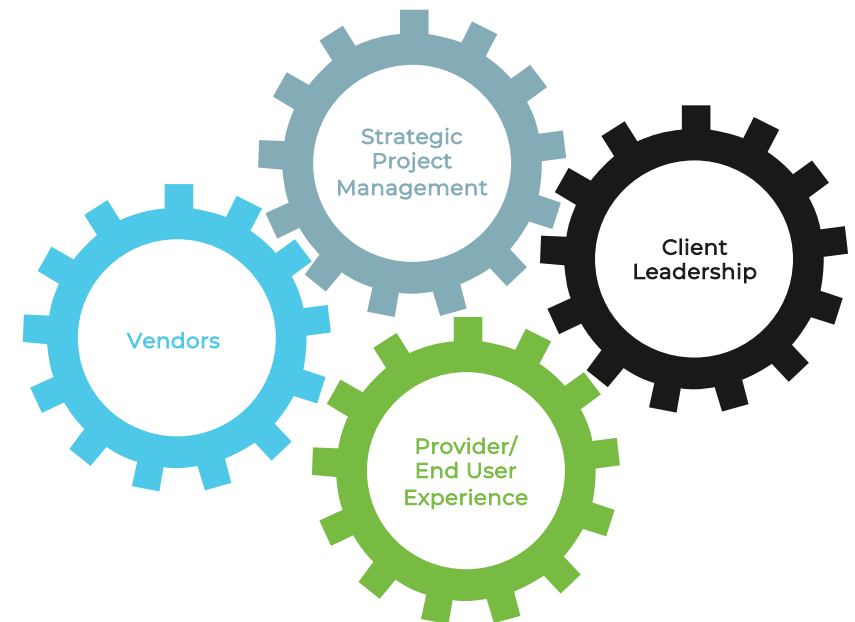


## Results

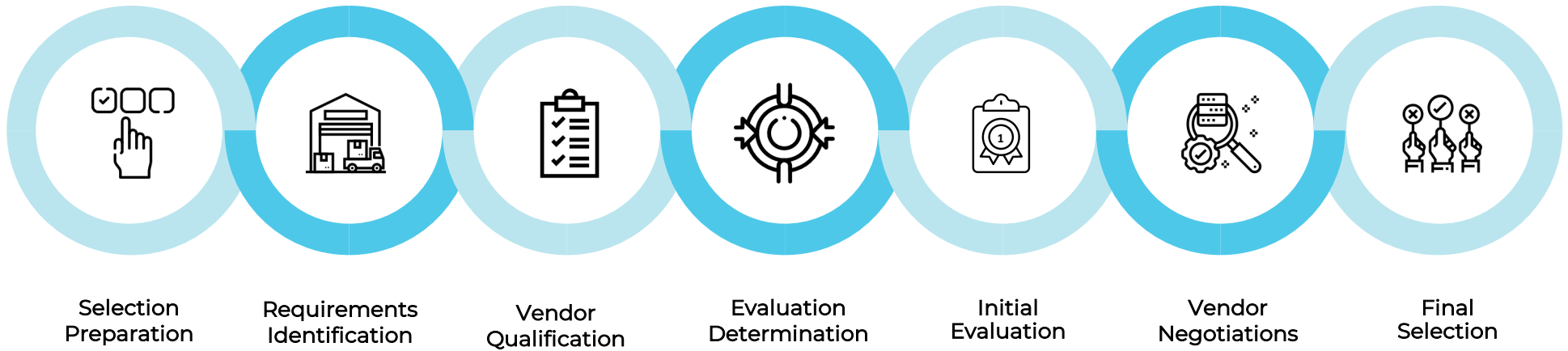
	Align Business and IT Strategy
	Cost Savings
	Improved Provider and Patient Satisfaction
	Reduced Turnover and Burnout

# OUR APPROACH

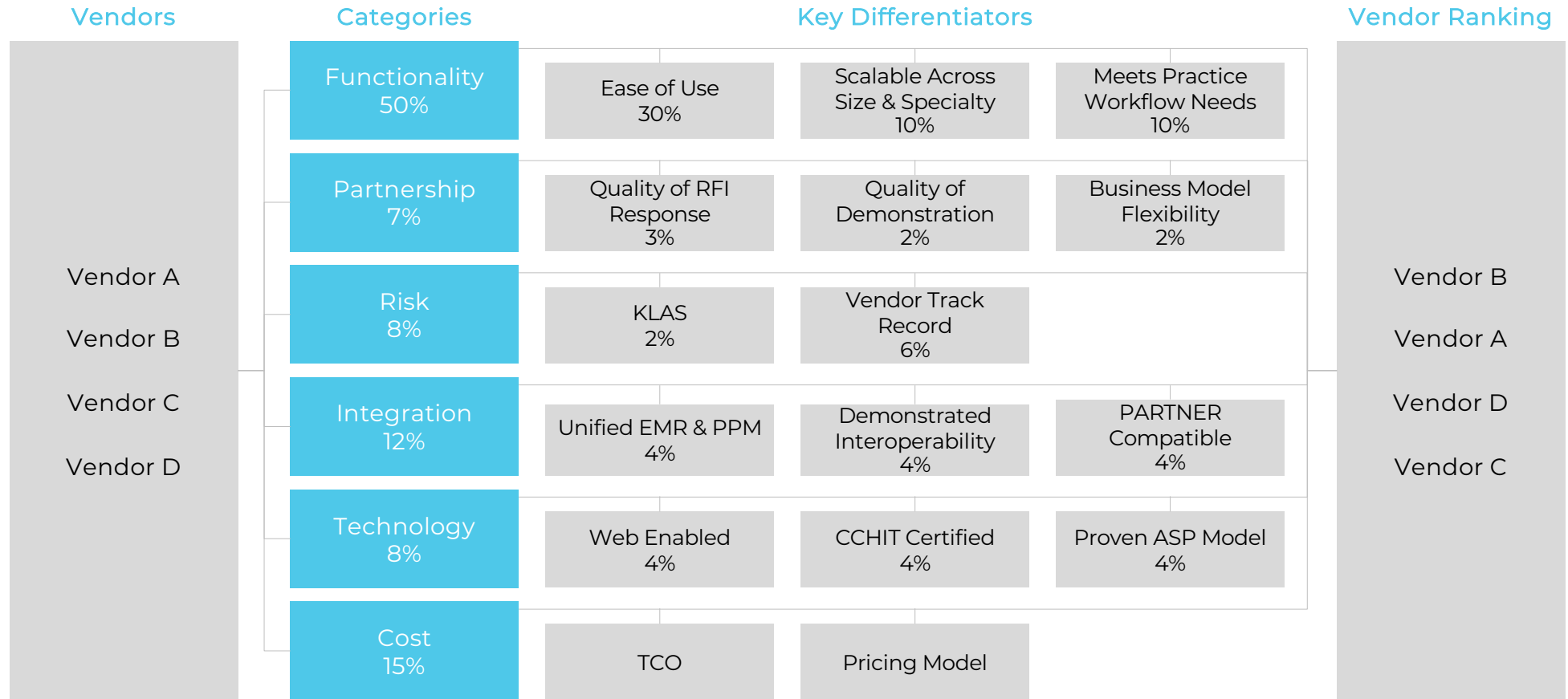
- ✓ Our solution is tailored to unique characteristics and/or requirements of the client organization.
- ✓ Our team would begin by managing
  - ✓ Initial discovery meetings with organizations leadership.
  - ✓ Gain further understanding on the major pain points of EHR
- ✓ List of priorities created to keeps most important items in the forefront.
- ✓ Wish List of needs/wants
- ✓ Optimal solution defined and our seven-step methodology is utilized



# PROJECT GUIDING STAGES



# SOLUTION RANKING (Sample)



# MEASURING EASE OF USE

		Strongly disagree				Strongly agree
		1	2	3	4	5
1	I think that I would like to use this system frequently					
2	I found the system unnecessarily complex					
3	I think the system would be easy to use					
4	I think that I would need the support of a technical person to be able to use this system					
5	I found the various functions in this system were well integrated					
6	I thought there was too much inconsistency in this system					
7	I would imagine that most people would learn to use this system very quickly					
8	I think I would find the system very cumbersome to use					
9	I would feel very confident using the system					
10	I think most physicians would need to learn a lot of things before they could get going with this system					



# VENDOR RANKING ANALYSIS (Sample)

Category	Weight	Vendor							
		Vendor A		Vendor B		Vendor C		Vendor D	
<b>Cost</b>	<b>15</b>		<b>15</b>		<b>10</b>		<b>15</b>		<b>10</b>
TCO	15	3	15.00	2	9.90	3	15.00	2	9.90
			0.00		0.00		0.00		0.00
<b>Functionality</b>	<b>50</b>	<b>1</b>	<b>23</b>	<b>3</b>	<b>50</b>	<b>3</b>	<b>50</b>	<b>2</b>	<b>36</b>
Ease of Use	30	1	6.60	3	20.00	3	20.00	2	13.20
Scalable Across Size and Specialty	10	1	3.30	3	10.00	3	10.00	3	10.00
Meets Workflow Requirements	10	2	13.20	3	20.00	3	20.00	2	13.20
<b>Partnership</b>	<b>8</b>	<b>3</b>	<b>8</b>	<b>2</b>	<b>6</b>	<b>3</b>	<b>8</b>	<b>3</b>	<b>7</b>
Quality of RFI Response	3	3	3.20	2	2.11	3	3.20	3	3.20
Quality of Demonstration	3	3	3.20	3	3.20	3	3.20	3	3.20
Business Model Flexibility	2	3	1.60	2	1.06	3	1.06	2	1.06
<b>Integration</b>	<b>8</b>	<b>2</b>	<b>6</b>	<b>2</b>	<b>4</b>	<b>2</b>	<b>5</b>	<b>2</b>	<b>4</b>
Unified EMR & PPM	3	2	1.76	2	1.76	3	2.67	2	1.76
Demonstrated Interoperability	3	2	1.76	2	1.76	2	1.76	2	1.76
Cerner Compatibility	3	3	2.67	1	0.88	1	0.88	1	0.88
<b>Technology</b>	<b>11</b>	<b>1</b>	<b>5</b>	<b>2</b>	<b>7</b>	<b>3</b>	<b>11</b>	<b>2</b>	<b>9</b>
Web Enabled	4	1	1.21	2	2.42	3	3.67	1	1.21
CCHIT Certification	4	1	1.21	3	3.67	3	3.67	3	3.67
Proven ASP Model	4	2	2.42	1	1.21	3	3.67	3	3.67
<b>Risk</b>	<b>8</b>	<b>2</b>	<b>7</b>		<b>5</b>		<b>6</b>		<b>8</b>
KLAS Ranking	2	1	0.66	2	1.32	3	2.00	3	2.00
Vendor Track Record	6	3	6.00	2	3.96	2	3.96	3	6.00
<b>TOTAL</b>	<b>100</b>		<b>64</b>		<b>83</b>		<b>95</b>		<b>75</b>
RANK			4		2		1		3

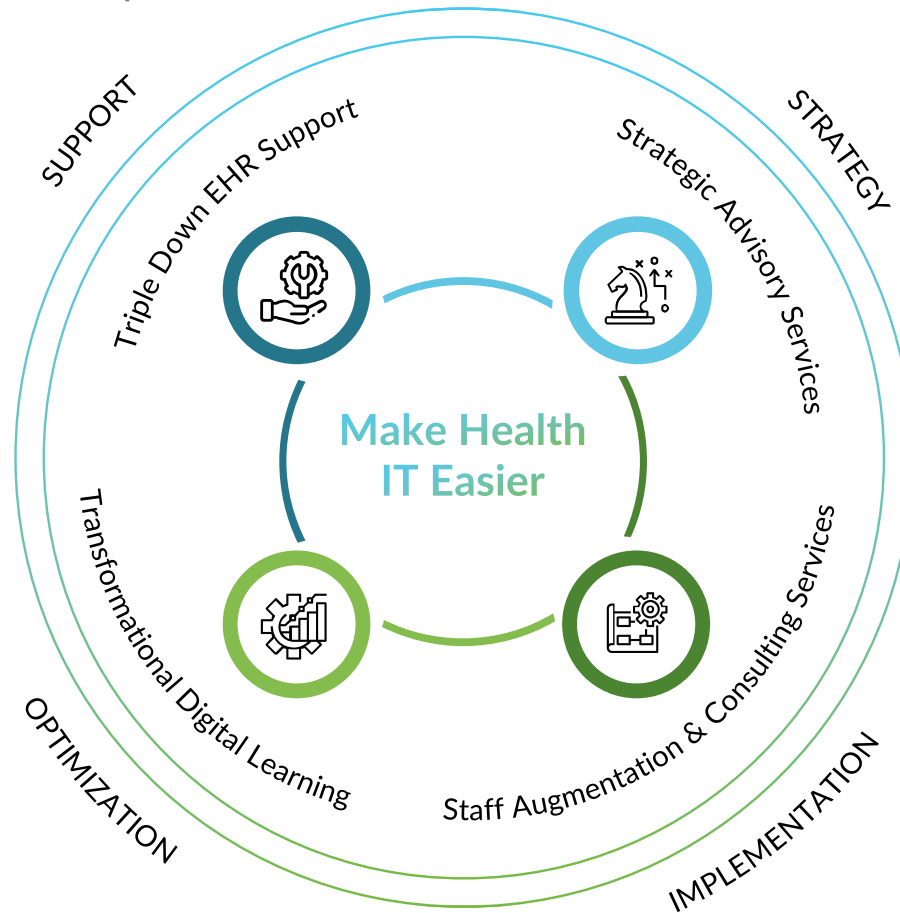
# DRIVING SUCCESS

- STRONG LEADERSHIP
- OPEN COMMUNICATION & TRANSPARENCY
- STRONG CULTURE AND DAILY DECISION-MAKING DISCIPLINE
- SUPPORT AT THE HIGHEST STANDARD
- CLEAR COMMUNICATION
- DEFINED EXPECTATIONS
- END USER FEEDBACK



# EHRC OFFERINGS

End to End Solution Or One Component



# AWARDS



- Certified WBENC, Women's Business Enterprise
- Certified SBAWOSB, Woman Owned Small Business
- Certified NWBOC
- Great Place to Work® Certified
- Winner of Silver & Bronze Stevie Award Best Women Run Workplace of the Year
- Winner of the Silver Best Place to Work- Best in Biz Award





# THANK YOU



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## EHR CONCEPTS MANIFESTO

At EHR Concepts our leaders, managers, employees, and us as individuals believe in the following principles:

Success for our company is measured on the growth, joy, and accomplishments of each person that works in or with EHR Concepts. When problems arise, great conversations and creative visions are birthed. We strive to think outside of the box and value innovation. We discipline ourselves to implement change and have the strength to do so even if it's beyond comfort levels. We want more than success in business. We want to positively impact our community, our industry, and the world around us. We believe each person holds a responsibility to be a conduit for positive change and we strive to support others in their endeavors.