

## Associated Cardiovascular Consultants

### SPECIALTY

Cardiology

### PROFILE

- 32 physicians
- 7 mid-level providers
- 125 employees

### LOCATION

6 offices in New Jersey

### WEBSITE

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

### AMICORE PRODUCT:

Amicore Clinical Management

### BENEFITS

- 3 Year ROI: Due to \$150,000 annual reduction in transcription costs
- More efficient staff: Increase physicians by 33% with no increase in support staff
- Better documentation: Resulting in reduced insurance costs and more favorable contracts with HMOs
- Improved delivery of care: EMR data allows better analysis of patient management

*Amicore Clinical Management is a comprehensive clinical workflow solution set designed specifically to support the medical practice. The hand-held wireless Tablet PC easily captures and retrieves clinical, financial and patient-related data.*

*With tools programmed to support a doctor's workflow, providers can document and retrieve patient charts, histories, schedules, claims and insurance records. Practices can reduce transcription costs and easily submit accurate coding and billing data, plus send appointment reminders to patients. Fewer phone calls, chart pulls and updates help increase productivity, gain office space and lead to a more effectively managed practice.*

AMICORE 2004

## Situation:

Associated Cardiovascular Consultants (ACC), a 32-physician group seeing 40,000 patients per year from six locations, was formed in 1994 through a merger of three separate cardiology groups. In 1998, they began searching for an EMR to provide a single uniform medical record that would provide access to medical records all locations. They also hoped to improve documentation and coding, cut transcription costs and improve research.

## Solution:

ACC implemented Amicore Clinical Practice Management, running on Tablet PCs. All physicians have high speed internet access and wireless networks in their homes. They can log on from home to access lab results, etc. and can get back into the virtual private network to access the server.

Physicians like the access to records, whether in the hospital or at home when on-call. The uniformity of patient records makes it faster to find the information needed and documentation is much more complete.

## Benefits:

Immediate benefits included: accessibility of all medical records from all locations; improved documentation and coding; and reduction of transcription costs by more than \$150,000 annually (which paid off ACC's initial investment in three years). During this time, the group was able to add 10 doctors without having to expend medical records staff or space significantly. Additional benefits from improving research through data mining include: 1) identifying areas where best practices can be enhanced, and 2) compiling impressive and accurate client care documentation which has resulted in reduced rates from insurers and managed care organizations.

Furthermore, data mining the EMR information has simplified the application process for recognition from organizations such as Bridges to Excellence (the National Committee for Quality Assurance and the AHA/ASA's Heart/Stroke Recognition Program), which lists physicians and physician groups who provide excellent care to patients with heart disease. Fifteen physicians from ACC were included in the initial list of 80 physicians recognized nationally.

ACC also uses data mining to improve delivery of care. Initial analysis showed that 91% of patients were being prescribed the proper regimen and doctors were alerted to review the 9% that weren't. This practice has resulted in improved patient management – within a year 93.8% were following the correct regimen and ACC expects that number will continue to improve as data mining allows refinement of patient management.

Additionally, the EMR has helped identify patients who are good candidates for clinical trials. In the future ACC intends to be proactive in data mining for candidates who meet exact criteria for participation in pharmaceutical trials, resulting in a greater number of patients being able to benefit from those trials.

Accurate and comprehensive data mined by ACC has allowed them to demonstrate extremely high rates of compliance for various sets of best practices. ACC has taken the lead in successfully negotiating with insurance companies and HMOs for contracts providing more favorable rates in exchange for meeting specific quality guidelines. The group's malpractice insurer has given a \$25,000 discount every year since implementation of the EMR because they believe it greatly reduces the chance of drug errors and misunderstood notes.

**amicore**

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