

Complete Strategic Solutions for Healthcare Technology Needs for Public Health Departments, FQHC, RHC, and CHC

Strategic Proactive Technology Growth to Support and Create Healthy Sustainable Communities

“We take information technology for granted.

Just about every aspect of our lives benefit from an ever expanding use of electronic information, why not our health information?”

J. Steven Cline DDS, MPH
Deputy State Health Director NC DHHS

Source: (2009) A Report From the NC Health Information Technology Strategic Planning Task Force.



Complete Strategic Solutions for Healthcare Technology Needs for Public Health Departments, FQHC, RHC, and CHC

Who Are We

- Synergy Healthcare Solutions, LLC is a subsidiary division of Laser Logics, Inc., a North Carolina corporation.
- Nationwide presence.
- Certified NC HUB entity with over 20 years experience in technology.
- Certified Vendor on Federal Purchase and Contract as woman owned entity.

Purpose & Mission

- Our *purpose* is to empower our healthcare clients with affordable resources that allows them to serve their communities more efficiently which lends to improving healthcare outcomes for the patients.
- Our *mission* is to provide a select offering of strategic full service healthcare consulting, education, products, and services to the profit and non-profit healthcare sector.

Community Need

- Need and demand of public healthcare in communities, particularly rural, are at an all time high of depressed economy.
- Local government financial resources are strained.
- Strained local financial resources can disrupt or prevent accommodation of healthcare demands in extreme nationwide economic hardship.
- Consulting resources are an effective method of achieving complex tasks.

What We Offer

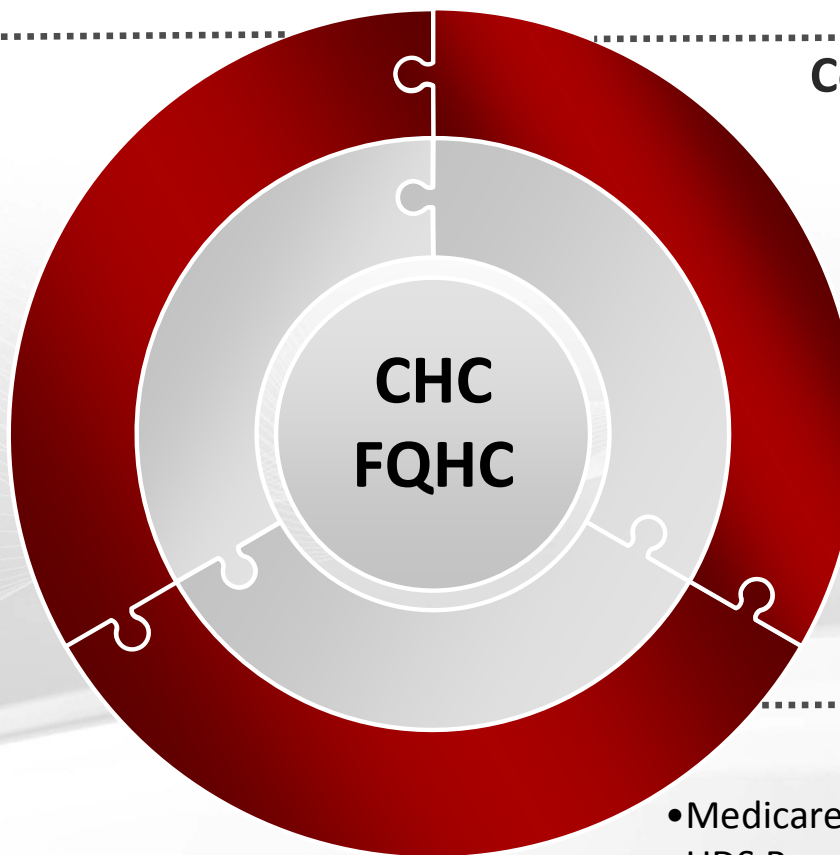
The Synergy team can:

- Offer full consulting services for Health Departments, FQHC, FQHC Look Alike, CHC, and REC in start up programs or conversion programs.
- Full primary care and dental consulting services.
- Increase cash flow
- Leverage technology to increase efficiency.
- Enable ability to accept and bill for private or supplemental insurance.

One Source . . . Integrated Products & Services Empowering Existing or Start-up CHC / FQHC Entities

Startup Consulting

- 25+ years experience in senior financial management for non-profit and for profit healthcare entities
- 12 years experience as a Community Health Center CFO
- Experienced with: Conversions, New Start: CHC, FQHC, and RHC



Consulting Support Services

- Business & Strategic Plans
- Governing Board Structure
- HRSA Financial Recovery Plans
- Practice Assessments
- Policies & Procedures
- Corporate Compliance
- HRSA Compliance
- Practice Valuations
- Managed Care Contract Reviews

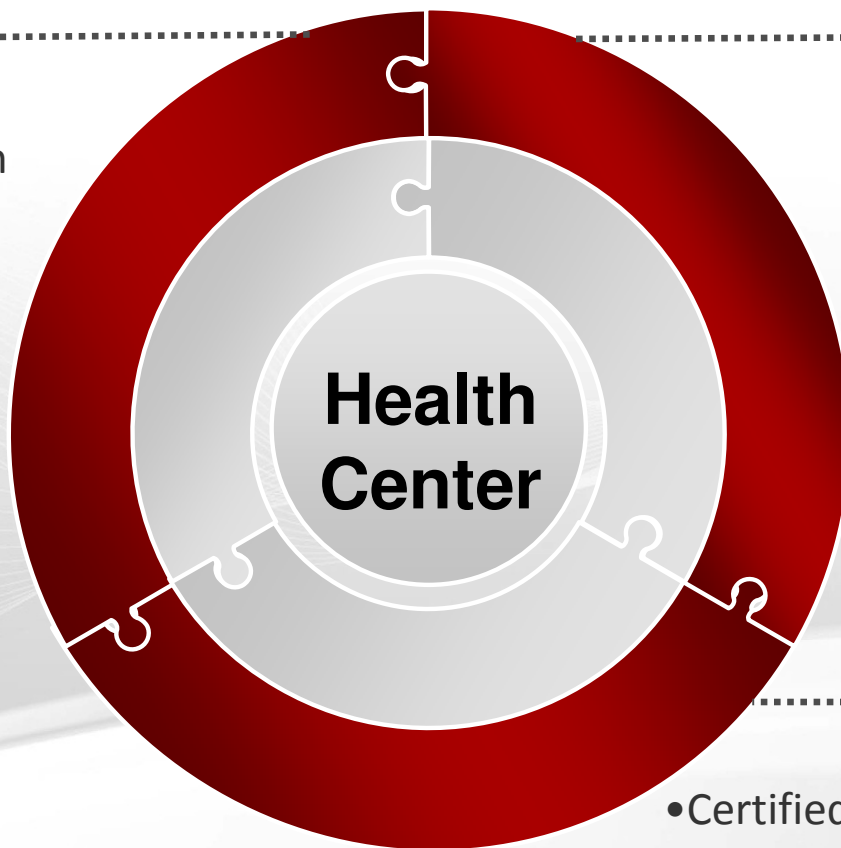
Financial Consulting

- Medicare/Medicaid Cost Reporting
- UDS Report Preparation
- Reimbursement Negotiation
- Financial Management Reports
- Budget Analysis and Setup
- Profit & Loss Analysis
- Enterprise Accounting System Solution

One Source . . . Integrated Products & Services Empowering Community Healthcare Entities

Division 1 – IT Services

- IT/Network Services with 20+ years experience
- a small business that treats our clients as we want to be treated
- our goal to form long term relationships
- proactive resource for technology in healthcare and practice continuity



Division 2 – EHR Solutions

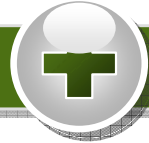
- CCHIT/ONC-ATCB Certified
- 30+ Specialities
- Full FQHC / CHC Integration
- Complete EHR Solution
- UDS Reporting
- Meaningful Use Dashboard
- PQRI Reporting
- Integrated PM / EHR / Billing

Division 3-Billing Solutions

- Certified Billing/Coding Specialists
- Term or Interim Billing/Coding Services
- Revenue Cycle Management
- Enterprise Accounting Software Solution

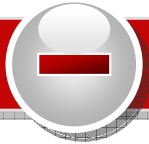
About Electronic Health Records (EHR)

Positive



- **Leverage multiple Federal Programs with a complete EHR solution and healthcare consulting total solution**
 - 340B Drug Program
 - UDS Reporting
 - HL7 Interfaces
 - Connectivity to State Immunization Registry
- **ARRA Medicaid Tax Stimulus Funding – up to \$63,750 *per* eligible provider (Doctors, Dentists, NP, and PA's)**
- **Purchase & Train in 2012 get funding for established entities within 60 days**
- **The SuiteMed™ Guarantee . . . software will meet all ARRA stimulus requirements or receive a full refund of SuiteMed CHC Suite software purchase price**

Negative



- **Medicaid ARRA Stimulus benefits end 2021**
- **Without an EHR system mandated Federal reporting requirements, such as UDS reports, are extremely difficult to produce efficiently**
- **Vendor supply & demand increases monthly (only a handful of complete EHR systems on market for specific use in FQHC / CHC setting)**
- **Change Fear Factor – Synergy Healthcare Solutions does not fight this we recognize it is difficult to bring about change. We engage your staff. We empower your staff. We reduce their fears. We make them apart of the total solution. We produce positive results which engages your staff and allows them to ease into embracing change**

Quote

According to Mark Holland, program director of health provider research of Health Industry Insights suggests that “demand on [EHR] vendors will be a significant issue. The line at the bakery is going to go out the door. The availability for vendors to accommodate this swell is going to be somewhat problematic”.

Source: Montandon, E. (2009). Public CIO: *Health Information Technology Stimulus Requires Careful Planning*. Retrieved 4/5/2010, from <http://www.govtech.com/pcio/633798>

CHC Suite by SuiteMed IMS . . . EHR Software Differentiators

Great Features

- Pricing structure – not by users – by providers
- Ease of use
- Information about a patient is only a “right click” away at all times
- Multi-offices supported
- Multi-specialties
- Dental Option in 1 system
- Create schedules by provider, location or room

Unique

- 7 different ways to input data into EHR
- Link With feature – we can automate almost anything
- PQRI reporting built in
- Inventory of supplies and samples
- Outstanding Practice Management Reports in real time including UDS Reporting for CHC/FQHC
- Works on iPads

Impressive

- Patient Health Portal
- Diabetes Care
- CDC Growth Charts
- Language translation on demand (English/Spanish)
- Auto Charge Posting
- Automated appointment reminders multi-languages
- Automate any pre-printed form automatically
- Document using your words and encounter note structure

Why Buy CHC Suite™ EHR from Synergy Healthcare Solutions?

Pros

- Certified CCHIT & ONC-ATCB
- 5 of 5 Star Rating AC Group Org.
- Server or Web Hosted Option
- Affordable (100% financing available)
- Dental & Health Integrated
- Experience with CHC/FQHC/RHC:
 - Unique Setup Needs
 - UDS Reporting
 - Training Needs
 - Template Customization
- Support from United States team



Cons

- Any EHR decision requires training
- Staff Resistance to Change
- 1st Two Weeks of Go-Live need to reduce patient load to grow accustomed to EHR
- Team buy-in as a whole



How Does Our EHR Software Stack Up An Independent Analysis

The AC Group is a top healthcare technology advisory and research firm, specializing in the evaluation, selection and ranking of health IT vendors in the practice management, EMR / EHR healthcare market. Every year the AC Group releases an annual report called the "Digital Medical Office of the Future," where they compare technology vendors in the following key categories:

- Company Stability
- Product Delivery
- Product Functionality

The information in this report is compiled from more than 5,000 questions designed to thoroughly compare and examine the capabilities of just about every system on the market. SuiteMed IMS is one of only 14 healthcare IT solutions that were ranked with a Five Star rating.

About AC Group, Inc.

AC Group, Inc., formed in 1996, as a healthcare technology advisory and research firm designed to save participants precious time and resources in their technology decision-making. AC Group is one of the leading companies, specializing in the evaluation, selection, and ranking of vendors in the PMS/EMR/EHR healthcare marketplace which assists practices with business strategies, market and customer strategies, competitive analysis, and product profiling. Visit [AC Group website](#) for additional information.

Here's how SuiteMed IMS stacked up against the competition:

» **Practice Management (PM)**

(5 out of 5 stars – Top Rating)

» **Electronic Health Records (EHR)**

(5 out of 5 stars – Top Rating)

» **Ease-of-Use**

(5 out of 5 stars – Top Rating)

» **Company Viability**

(5 out of 5 stars – Top Rating)

» **End-User Satisfaction**

(5 out of 5 stars – Top Rating)



Take note that these cumulative ratings also take into account SuiteMed's e-prescribing functionality and preparedness for Integrated Community Electronic Health Records (ICE). More on this on page 91 of AC Group report.

"ICE products are designed for community systems including hospitals, MSOs, and IPAs where there is a desire to create a community integrated patient record no matter where the patient is treated".

What Health Center's Don't Know ... Costs Their Community.
Think you don't have the money to pay for this now?

- We can provide for 100% financing lease of everything for startup including software, hardware and training!
 - If your entity is a startup – no problem
 - If your entity is non-profit – no problem
 - If you have a mix of for-profit and non-profit – no problem
- REMEMBER – the 1st year Medicaid ARRA Stimulus payout should be more than enough to recover the entire cost of the initial EHR project (with new equipment too such as tablets, ECG machine, scanners, etc.)

The REAL question is ... How can you afford NOT To!





What Health Centers Don't Know Costs Their Community The ARRA Medicaid Stimulus

- **Federal ARRA Stimulus for Medicaid is being paid NOW!**
 - **Impact 1:** If an entity has 4 eligible providers (Dentist and 3 NP's) 45-60-days after purchase, that healthcare entity could receive the 1st ARRA Stimulus Payment of **\$ 85,000.00!**
 - **Impact 2:** If a healthcare entity has 4 eligible providers (Dentist and 3 NP's) total ARRA Stimulus Payments for all eligible provider over 6 years could be **\$ 255,000.00!**
 - **Impact 3:** Improve clinical efficiency and productivity; improve cash flow; improve healthcare outcomes for patients; communicate effectively with patients of all languages; reduce human accidental error rates; more easily prepare required reports; no more misplaced medical records; coordinate care with other healthcare entities.

Medicaid ARRA Stimulus Incentives Thru 2021			
	Incentive Max	% Medicaid	Cost E.H.R. Maintance
Adoption Year 1st Payout	\$21,250	85%	\$25,000
Year 2 Payout	\$8,500	85%	\$10,000
Year 3 Payout	\$8,500	85%	\$10,000
Year 4 Payout	\$8,500	85%	\$10,000
Year 5 Payout	\$8,500	85%	\$10,000
Year 6 Payout	\$8,500	85%	\$10,000
Total Max Stimulus:	\$63,750		
Payouts Cease 2021			

Source: <http://www.gpo.gov/fdsys/pkg/FR-2010-07-28/pdf/2010-17207.pdf> | Page 183 | Table 16



What Health Center's Don't Know Costs Their Community Federal 340B Prescription Drug Program ... What is it all about?

The 340B Program was created in 1992, under the Veterans Administration Act, to expand access to affordable medications to low income populations through community health centers and other covered non-profit entities, including health departments. Significant savings are estimated to be 20% to 50% on the cost of pharmaceuticals for safety-net providers. The purpose of this program is to enable eligible entities to stretch scarce federal resources, to reach more eligible patients and thus providing more comprehensive care. Source: <http://www.hrsa.gov/opa/introduction.htm>

Why 340B?

Provide financial benefits to health centers in order to:

- ❖ Improve their financial stability
 - Reduce costs to low income patients
 - Gain revenue from insurance patients
- ❖ Expand access to care for the underserved
- ❖ Reduce taxpayer burden

Who Benefits from 340B?

- ❖ Patients. Low income patients can receive prescriptions at substantial 340B price discounts
- ❖ Health Centers. Provide better patient care, a positive community perception, and revenue (by purchasing drugs at low 340B prices and receiving higher network insurance reimbursement)
- ❖ Pharmacies. Partner pharmacies receive an increased volume, a higher potential profitability, and a positive community perception

340B Patient Savings

	340B Price	Chain Rx
Drug 1 (1 inhaler)	\$13.56	\$91.72
Drug 2 (20MG, 30 caplets)	\$91.25	\$139.38
Drug 3 (30MG, 30 caplets)	\$60.65	\$173.62
Drug 4 (1 pack)	\$18.03	\$43.54
Drug 5 (20MG, 30 caplets)	\$16.25	\$35.46
Drug 6 (30 tablets)	\$13.85	\$120.88

340B cost includes average admin fee and average dispensing fee. Prices may vary by pharmacy.



What Health Center's Don't Know Costs Their Community. 340B Prescription Drug Program ... is Your Health Center eligible?

If your entity is eligible ... but has never used it ... question is **WHY?**

Look up your health center visit HRSA's website: <http://opanet.hrsa.gov/opa/default.aspx>

Illustration of results from HRAS's website below.

HRSA Office of Pharmacy Affairs
You are at Search Covered Entities. Login | Help

Home Covered Entities ▼ Contract Pharmacies ▼ Manufacturers ▼ Reports

Search Results:

The number of rows returned: 4 Rows/Page: 10 Set Show Search Criteria Export Results

Select All	340B ID	Entity Type	Entity Name	Sub Name	Address	City	State	Start Date	Term Date	Edit Date
<input type="checkbox"/>	DSH340014AK	DSH	FORSYTH MEMORIAL HOSPITAL, INC.	Yadkin Medical Associates	305 East Lee Avenue	Yadkinville	NC	07/01/2012		06/26/2012
<input type="checkbox"/>	FP270552	FP	YADKIN COUNTY HEALTH DEPARTMENT		217 E WILLOW ST BOX 457	YADKINVILLE	NC	01/01/1998		03/22/2012
<input type="checkbox"/>	STD27055	STD	YADKIN COUNTY HEALTH DEPARTMENT		217 EAST WILLON STREET	YADKINVILLE	NC	01/01/2009		12/02/2011
<input type="checkbox"/>	TB27055	TB	YADKIN COUNTY HEALTH DEPARTMENT		217 EAST WILLON ST	YADKINVILLE	NC	01/01/2009		12/19/2011

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1

HHS Privacy Policy Notice

U.S. Department of Health and Human Services (HHS)
Health Resources and Services Administration (HRSA)
Office of Pharmacy Affairs (OPA) - 340B Program

August 13, 2012
8:13 AM ET

Questions, Comments, or Suggestions
Email Us: ask@hrsa.gov
Call Us: 1 - 800 - 628 - 6297

FP270552 - YADKIN COUNTY HEALTH DEPARTMENT

Details Addresses **Dates** Medicaid Contacts Contract Pharmacy Parent/Child Recert Mgt History

Covered Entity Date Information

Registration Date: 1/1/1998 Participating Start Date: 1/1/1998

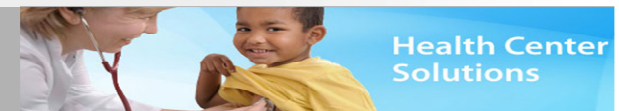
Participating Approval Date: 3/17/2010 Termination Reason:

Termination Date:

Comments: 3/17/10 ADDED MEDICAID #

Visit Us: www.synergy-healthcaresolutions.com | Phone: 336.757.0206 |

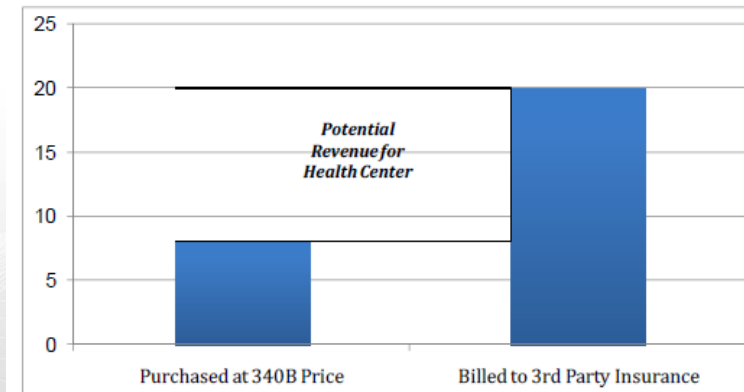
Contact: Diane Matthews, MHA/CEO | eMail: diane@laserlogics.com





What Health Center's Don't Know Costs Their Community. 340B Prescription Drug Program How can it can benefit your healthcare entity?

340B Revenue Potential



340B Program Challenges



Think the challenges are too complex, well they can be. But **NOT** if you use our integrated products and services of Synergy Healthcare Solutions! We make these challenges go away because we know how to make technology work in conjunction with regulations that is Synergy this is what we do make all the fragmented complex pieces work together to yield efficiency, greater productivity, improve cash flow, and empower your health department to improve healthcare outcomes for the patients they serve and even increase patient load without having to increase manpower.

Receive legal Federally approved prescription “rebates” each month to use to help improve cash flow within the health department. “I’ve seen clinic checks with my own eyes, one clinic in western NC got a check, for just one month, of \$4,000!”Diane Matthews, MHA



What Health Center's Don't Know Costs Their Community

What does the NC Dept. of Health & Human Services say about using third party vendors for EHR?

Diane Matthews, MHA, has spoken personally with DHHS Director of NC, Steven Cline as well as Joy Reed about EHR and Health Departments.

Mr. Steve Cline acknowledged the Medicaid ARRA tax stimulus adding that the only thing that the State would require of a health department is that any system they purchase entitled them to the tax stimulus, be certified and able to participate in data exchange. **Mr. Cline went on to say that the State does not mandate what kind of EHR software a County Health Department selects nor do they prohibit a County Health Department from dealing with a third party vendor for an EHR system. Our EHR system, SuiteMed IMS is certified by CCHIT.**

In speaking with Joy Reed, to clarify something that was a bit confusing as some Health Departments are of the understanding that they could not go outside the State HIS system for an Electronic Health Record system and were bound by a contract signed between them and the State regarding this. She indicated that this was indeed confusing. Per Joy Reed, the HIS system was not an Electronic Medical Record system and there was no contract regarding this part. The HIS system is a billing system and they do require that all Health Departments bill for Medicaid services through this system. Ms. Reed's information coincides with that which I previously received from Steve Cline (Deputy State Health Director Phone 919-707-5024) concerning County Health Departments:

1. Health Departments are not prohibited from purchasing an Electronic Health Record software system from an outside vendor. Ms. Reed specifically said "The State of North Carolina cannot dictate which system a health department purchases" when I asked if County Health Departments were free to purchase from a third party vendor Electronic Health Records software.
2. The State does seek that any Electronic Health Record software be compliant to obtain ARRA Tax Stimulus eligibility status (IMS does).
3. Any EHR software purchased by a health department must have the ability of data exchange on HL7 format to interface for data with other systems (IMS does).
4. The State of NC does not presently have an Electronic Health Record software but it does have a billing/report system with HIS.
5. Future plans include expansion of the HIS system so that it is more functional with electronic health record capabilities but as yet a date for this had not been set.
6. The HIS billing system will be made open for third party software interface in an HL7 exchange format once they have stabilized the HIS system for implementation purposes. The cost of such interfaces will be the responsibility of each county and the system they are utilizing.



What Health Center's Don't Know Costs Their Community. The Medicaid ARRA Stimulus and NC Medicaid

The Medicaid EHR Incentive Program is a voluntary program established by Congress, administered individually by each State and territory. While we currently estimate that every State will have an Incentive Program in the future, the preparation for the program varies from state to state. Below is the estimated date each State intends to begin accepting registrations for its Medicaid EHR Incentive Program. These dates are provided to CMS by the States, and this list is updated monthly. Even States that are listed as "Unknown" are progressing toward program launch; however, they have not provided CMS with an estimated launch date. This list also includes the following information for each State: the date incentive payments are first distributed, the end date of the attestation grace period for 2011 for eligible hospitals (EHs) and eligible professionals (EPs), and the date when Meaningful Use (MU) attestations will be accepted. **Source:** <https://www.cms.gov/apps/files/statecontacts.pdf>



NC Medicaid Electronic Health Record Incentive Program

Breaking News!

MIPS 2.0 Portal Goes Live! (for AIU attestation)

The NC Medicaid EHR Incentive Program is pleased to announce that providers may now attest for a 2012 Adopt/Implement/Upgrade (AIU) incentive payment, or view an attestation status, on the new NC-MIPS 2.0 Portal. If you received a 2011 AIU incentive payment, the earliest opportunity to attest for a Year 2 Meaningful Use incentive payment will be August 20, 2012. Please watch for announcements posted to this site and the NC-MIPS Portal website (<https://ncmips.nctracks.nc.gov/>) regarding system availability.

DMA is committed to providing continued enhancements and system upgrades. We sincerely appreciate your support as we continue to build a better vehicle for attestation.

[EH User Attestation Guide](#)

[EP User Attestation Guide](#)

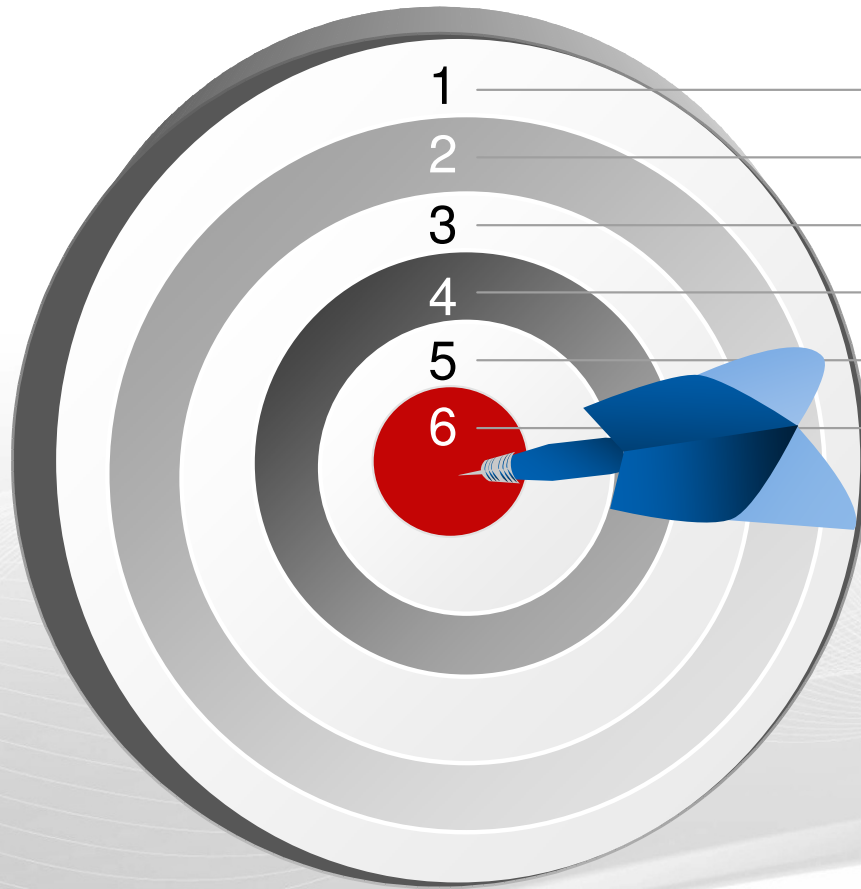
Source: <http://www.ncdhhs.gov/dma/provider/ehr.htm>



How Synergy Healthcare Can Benefit Your Healthcare Entity ... Now?

1. Medicaid EHR Stimulus funding for 1st year is the largest payout up to max of \$21,250 per eligible provider (Dentists, Doctors, NP's and certain PA's) – the only criteria is that your entity sees at least 30% Medicaid patients, has been operational in the prior 12 months, can show proof of payment for a Certified EHR system 1st year only. Expect Medicaid ARRA Stimulus check within 60 days from application.
2. After the 1st year, all ARRA stimulus measures are on Calendar Year – January 1 of each year. If your entity purchases now, you can also meet the January 1 deadline to get timely 2nd ARRA Stimulus payment for 2013.
3. Lower total cost of ownership. Our complete EHR system CHC Suite offers:
 - Primary Care (over 30 specialties that can be combined into one system)
 - Dental
 - Telemedicine support in conjunction with ClickCare™
 - One electronic patient chart for all services provided
 - Comprehensive billing and collections (sliding scale included)
 - Comprehensive health facility reporting (including UDS reports)
 - Comprehensive Meaningful Use Dashboard (real time viewing of progress for ARRA EHR Stimulus payouts)
 - One system makes cross training of users effortless
 - One system to maintain reduces cost of multiple dedicated servers to perform different tasks
 - One system from one vendor = less headache (one call for support doesn't create a string of "you need to call...")
4. CHC Suite is highly customizable allows clinicians to see more patients without increasing staffing demands.
5. Accept and process commercial insurance (primary, secondary and supplement) with ease and also check eligibility of patient insurance on demand to increase revenues and collections.
6. Proactive step to taking secure measures to help reduce human error and oversight.
7. Synergy Healthcare Solutions is a total resource provider having the credentials and experience for overall smoother transition, overall total lower cost of ownership and on-going support.

What is the process?



- 1 Initial Introduction Meeting
- 2 Demos & identify the needs of your facility
- 3 Discovery Information Process
- 4 Receive a custom proposal for your facility
- 5 Fine tune proposal / setup financing
- 6 Set total project timeline and Live Date

Ideal Goals and Timelines

1. 3rd Quarter 2012 - Select and finalize your EHR vendor
 - An all inclusive total solutions vendor who handles project management, credentialing, and is local will save money, keep deadlines better, offer group on-site training. Reduce communication issues and off-shore support barriers.
2. 3rd Quarter 2012 – Purchase and obtain eligibility for 1st Medicaid ARRA Payout
3. 4th Quarter 2012 – Receive 1st Medicaid ARRA Payout
4. 4th Quarter 2012 – implement and training. Be ready to “go live” by January 1, 2013 (important because 2nd – 6th ARRA payouts are based on calendar year beginning on the 1st day of each year). Obtain 2nd ARRA Stimulus payment in 2014 for 2013.



CMS Medicare and Medicaid EHR Incentive Programs Milestone Timeline

