



March 2005 Newsletter

Groundhogs, Lambs and Lions

What is it about this time of year that makes people associate the behaviors of animals to the weather? First, February brings Groundhogs Day. For one day, all of us who have lived through months of snow, ice and frigid temperatures place our hopes for an early spring on the head of a Groundhog. Honestly, what would you do if you were pulled out of your home, early in the morning, with the world waiting for your weather prediction? You'd crawl back in your hole for 6 more weeks of sleep too.

Next comes March, and the theory that if the month comes in like a lion, it will go out like a lamb, or vice versa. Now I can actually remember being taught this concept in elementary school and looking forward to the month coming in like a lion so, at the end of the month, I could leave my winter coat and legwarmers (yes, I said legwarmers) at home and grab the t-shirt and shorts.

Regardless of whether or not you trust the instincts of a Groundhog or the theory of the lion and the lamb, you must admit that, on some levels, the concepts make sense. For those of you who have successfully implemented Charting Plus in your office, take a step back and look at the process. First, you probably did all the required research, playing the Groundhog, if you will. You poked your head out every once and awhile just to see what was out there, but for whatever reason (maybe you saw your shadow), you crawled back in your hole and curled up with your paper records and continued with life as usual.

Once you selected Charting Plus and began implementing the EHR in your office, it may have seemed to "come in like a lion," as the transition from paper records to an EHR is never easy. There were probably a few cloudy days, but with time, patience and practice, Charting Plus began to prove itself and the clouds began to part. Slowly, you were able to get rid of your paper charts, you started completing your notes while the patient was still in the room, referral letters and prescription refills were completed with the click of a mouse and you realized Charting Plus may have "come in like a lion" but it was making your work days "go out like a lamb."

Having lived in the Midwest my entire life, I know that it doesn't really matter if the Groundhog saw his shadow, or if March comes in like a lion or a lamb, it's really in how you perceive it. Working with Charting Plus can be seen in much the same way. Sure, there are bound to be moments where the lion is growling and you'd like to bury your head like a Groundhog, but the rewards the lamb brings in the end will make you forget the lion even existed!

[Lana Overturf](#)

Marketing Communications Specialist

The Terminal

Having spent the past two weeks traveling to visit our resellers, business partners, and current and potential clients, the airport has become a home away from home. However, the amount of time I have spent either on a plane or in an airport has given me a great deal of time to reflect on how much the Healthcare industry has changed in just two short years.

In that amount of time, Our company has gone from hearing comments such as, "Who are you?" or "Will your company even be around in two years?" to the organization that physicians and consultants alike seek out to either purchase Charting Plus, or become a business partner. Through dedication and perseverance, Charting Plus is now being recognized as "one of the players" in the EHR industry.

Upon attending the annual HIMSS conference this year in Dallas, it's amazing to see how the conference has changed in recent years. Historically, HIMSS has focused on high end clinics or hospital based companies. However, recently the conference has begun evolving into the premier Healthcare event that features companies representing clinics and ambulatory care offices of all sizes. Also apparent from the conference is the fact that all systems, whether EHR or equipment, will eventually communicate with one another. Given that within the next 12 months the standard of medical care will continue to be ratified, I believe this event will occur in the next 3 to 5 years.

I have included a link to a [speech given at HIMSS by Dr. David Bailer](#), the National Coordinator for Health Information Technology. Dr. Bailer's speech offers great insight into Healthcare and the role that technology will continue to play in this every changing industry.

It is my intention to keep my finger on the pulse of the advancements that are being made in Healthcare. By doing so, ensuring that Charting Plus stay compliant with the evolving trends, while continuing to maximize the physicians time with patients.

[Don Schoen](#), CEO and President



Dallas, Texas became the temporary home for over 22,000 healthcare industry professionals as the annual HIMSS conference set up shop February 14-17. The Dallas Convention Center's ½ mile long exhibit floor was abuzz with the latest offerings in software, hardware and consulting services.

This year, HIMSS presented an Interoperability Showcase on the exhibit floor to focus on vendors that have been working with the advancing standards in Continuity of Care Records. We were selected to be involved on the ambulatory side, which involved retrieving medical records from the main CCR repository and incorporating them into an existing medical record within Charting Plus. After additions were made in Charting Plus, the appended record was sent back to the CCR repository for others to access. According to showcase organizer, Lyman Dennis, the showcase had over 240 visitors with over 400 in the theater sessions. The highlight of the showcase came on Thursday morning when National Health Information Technology Coordinator, [David Brailer](#), made his way through the showcase.

This year the newly created [EHRVA](#) (Electronic Health Records Vendor Association) began making a presence. With booth signs and pins asking the question "Got EHR?", the group gained notoriety at the conference. The EHRVA is a group of EHR vendors that have been working together to lobby for the correct certification process for the electronic health record industry. The EHRVA includes 31 companies that together comprise nearly 95% of the electronic health records installed in ambulatory group practices.

HIMSS seemed stronger and more connected to the ambulatory market this year. The industry statistics show that while hospitals have started to progress to information technology, ambulatory care is still slow to adopt but is steadily gaining momentum. HIMSS appears to be aware of this information and is putting more emphasis on the ambulatory market to ensure that physician clinics are not left behind.