

1ST To Know

Season's Greetings

Winter 2006
Vol. 6

1st care consulting

866.983.7068

Latest practice management news and product information for healthcare professionals

New CMS-1500 Forms

The revised version of the HCFA-1500, the CMS-1500 has been approved! All versions of Medisoft prior to version 11 and Lytec 2006 are incapable of supporting the new forms without customization. As of April 2007, only the new revised form will be accepted. 1st Care offers the extraordinary price of a box of 2500 forms for just \$49.95! To place your order for the new revised forms, contact 1st Care Consulting today!

1st Care Calendar of Events

1st Care Open House Mount Laurel, NJ	12/06/06 3-7 PM
Medisoft Training Easton, PA	12/13/06 9-4 PM
Medisoft Version 12 Training Mount Laurel, NJ	02/06 9-4 PM

New Releases!

As 2006 draws to a close, new versions of your favorite software are being released. Special pre-release and introductory pricing is now available- contact your 1st Care sales rep to lock in your savings today.

***Lytec 2007**- NEW Claims Manager Console! Claims editing console built right into the application allowing you to work, edit, track and check status of their claims on-line, avoiding costly reject delays at the payer.

***Medisoft Version 12**- We are expecting Version 12 to go into pre-release pricing sometime in December. Contact 1st Care to be placed on the pre-order list to lock in your pre-release price.

***SpringCharts Version 9**- Electronic Medical Record now with integrated scanning and faxing features! Also interfaces with Medisoft and Lytec.

Call now, special upgrade pricing expires December 31, 2006!

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Questions?? Call (866)983-7068

Season's Greetings

& Happy Holidays from 1st Care!

1st Care Consulting would like to wish

all of our clients a safe and

happy holiday season!



The Clock is Ticking...

NPI Requirements Effective May 2007 Are You Prepared?

The countdown has begun... All HIPAA covered healthcare providers must obtain an NPI for use to identify themselves in standard transactions by May 23, 2007.

Attention to all Medisoft/Lytec users:

All versions of Medisoft prior to Version 11 and Lytec 2006 are incapable of storing the NPI on the new forms without customization. In order to submit claims electronically or generate printed claims, customers must upgrade to the current version of their software.

Although prior versions include a field that can store the NPI, they do not include the software that enables electronic claim submission nor will they be able to produce paper claims using the new required form, without customization.

Now is the time to prepare and ensure that you can continue to send claims after the May 2007 deadline. Contact your 1st Care representative to ensure that your software is up to date.

What Can an EMR Do For Me?

Benefits of an Electronic Medical Record

How much more could you accomplish in a day if you had instant access to patient charts? Eliminating “the chart chase” is only one of the hundreds of benefits electronic medical records (EMR) has to offer. From preventing dangerous drug interactions and other medical errors to identifying best practices and having real-time updates to patient data, an EMR program can vastly improve office efficiency as well as patient care and safety. The number of physicians who have electronic medical records is growing fast, but there are still many who are asking the question “What can an EMR do for me?”

Here's your answer:

* *Save Money Currently Spent on Office Overhead-* EMR's can pay for themselves by eliminating transcription or lowering labor costs for tasks such as chart handling. When trying to estimate the return on investment (ROI) of an EMR, think of all of the office overhead that will be eliminated with it's implementation.

-Eliminate the cost for paper charts:cost of paper itself, cost for employees pulling and filing charts, cost and liabilities of looking for and transfer of lost charts, and the cost of storage of charts.

Still Searching for that Missing File?

**Electronic Medical Records
Can Save you Time and Money**



* *Increase Reimbursement for Services I Perform-* EMR's help physicians boost their reimbursement by suggesting E & M codes based on what they've recorded in the note. The EMR allows you to code at the correct level permitted without fearing an audit. You may now be able to code higher, because you will have all the documentation necessary already generated in the note.

* *Allow Me to Have More Free Time-* Once accustomed to using your EMR, physicians will be able to complete documentation in a shorter period of time.

* *Allow Me to Connect Directly With Lab Facilities-* Your lab results can be sent directly into the EMR and stored in the patient's chart. Abnormal lab results will be flagged automatically, alerting you to issues that need to be addressed immediately.

* *Allow Me to Connect Directly With Pharmacies-* With an EMR, you can be certain that the prescription you're providing to a patient is available in their pharmacy and if it is covered under their insurance plan.

* *Assist Me With HIPAA Compliance-* The EMR automatically maintains confidentiality of all patient records, multiple levels of security and access to records, and minimizes the exposure due to charts left in accessible areas.

* *Allow Me to Provide Better Patient Care-* Prevent dosage errors, handwriting misrecognition, medication conflict with allergies or other medications

* *In the event of a drug recall,* using an EMR will allow you to immediately and automatically contact each of your patients who is currently taking this medication.

The benefits of having an Electronic Medical Record are above and beyond just these listed here. For more information on Electronic Medical Records, please contact 1st Care Consulting at 866-983-7068 today for a free demonstration and needs analysis.

**“By computerizing medical records,
we can avoid dangerous medical
mistakes, reduce costs and improve
care.”**

- George W. Bush, State of the Union Address
January 2004

Tax Relief in 2006

Your practice can now benefit more with Section 179 Federal Tax Deduction

* Physicians know all too well how much must be spent on equipment to run a successful practice. Wouldn't it be nice if Uncle Sam could help to deduct some of the costs? Section 179 of the tax code provides physicians a way to get immediate tax breaks on some capital purchases (example: computer software/hardware). You can deduct the equipment in the year in which you place it in service, and expense up to \$108,000 in 2006. You can expense as much, or as little as you want depending on your overall business and tax situations.

Section 179 can benefit you:

- Deductible limit increased to \$108,000 in 2006
- Eligible property includes computer software and hardware
- Deductions may be fully expensed now- rather than depreciating over 5-7 years
- Assets must be purchased before December 31, 2006 to qualify

1st Care Consulting can help advance your practice's technology and cash into the Section 179 Tax Deduction.

- Electronic Medical Records- Medinotes e
- Practice Management Systems- Medisoft Version 11 and Lytec 2006
- Computer Hardware / Networking - Dell

Call 866-983-7068 for more information on the above products. Don't wait- cash in on your Tax Relief before December 31, 2006.

*Please contact your tax consultant to see how this applies to you.

Leasing Opportunities

Many Physicians enjoy the convenience and flexibility that an equipment lease can offer.

Leasing offers numerous advantages over other financing methods.

Along with the obvious benefit of conserving working capital for other things; Leasing is easier than bank loans and just as competitive. Most Physicians are approved for up to a \$100,000 lease transaction within hours which is not the case at your local bank. Additionally, in many cases the lease payment can be lower than the bank loan payment. Also, many physicians do not realize that their lease will not report on their credit bureau, therefore it will not affect their debt to income ratio.

Leasing also provides flexibility in payments. Leases can be structured to meet the varied needs and financial goals of your practice. Leasing programs can offer deferred payments with little to no money down. Many physician's offices are taking advantage of a \$99/month program. In this scenario; **The lessee pays \$99 for the first 6 months** and then moves into a standard lease payment for the remaining 30, 42 or 54 months.

You may also not be aware that leasing offers the same tax benefits as paying cash. With leasing, just like paying cash, you can write off up to \$108,000 in equipment purchases to be expensed (deducted from taxable income). This benefit is currently available under Section 179 for 2006 purchases and may not be available to this extent next year.

**Year End Promotion-
\$99/month to Lease a New
Electronic Health Record
or Practice Management System!**

Tech Talk

Attention EDI & ERA Users:

*The Broadband Module is now available for Medisoft Version 10 & 11. Please contact 1st Care for instructions.

* **UPDATES NEEDED FOR VERSION 10 & 11 USERS:** If your office is currently using MediSoft Version 10 or 11 the following patches (updates) must be installed to ensure proper operation: Version Service Packs, ERA update, Direct Modules including PABS

update, Stratus Electronic claims update, Pheonix electronic claims update, Direct Module update. Not sure how to get these updates? Call 1st Care's EDI Department (866) 983-7068 for installation / download instructions.

*Medisoft Version 11 Service Pack 3 is expected to be released in December 2006. This service pack will include many vital updates including the ability to submit your NPI. Contact 1st Care for details.

Attention MediSoft Users:

*Currently, PerSe Technologies platform of choice for EDI transmissions is Pheonix. Stratus will eventually be discontinued. For more information on migrating, contact the EDI Department at 1st Care Consulting.

*In order to meet NPI and HCFA-1500(2007 revisions) clients should upgrade to Medisoft Version 11 or pre-order Version 12. 1st Care strongly advises that all practices use Medisoft Version 11 to ensure proper electronic data interchange and HIPAA readiness.

Classroom Training Registration Fax back to 1st Care at 856-996-0514

Name: _____

Practice Name: _____

Address: _____

Phone: _____ Fax: _____

How many people will be attending? _____

Please list the names of attendees:

I am currently using MediSoft Version: _____

I have been using MediSoft for _____ years.

Email Address: _____

Registration fee of \$199/ attendee.

Sending the whole office.... Call for special rates!

Please reserve my seat for the following:

- MediSoft Training- Easton, PA
December 13, 2006 9:00 AM- 4 PM
- MediSoft Version 12 Training- Mount Laurel, NJ
February 2007 9:00 AM- 4 PM (Dates TBA)

1st Care Open House Invitation

- Yes, I will be attending the Open House on December 6, 2006
* 1st Care is opening up our new facility to our client's for a free evening seminar. Call for more information.

Refer a Friend!

Refer a physician to 1st Care Consulting and receive a complimentary gift. To participate in this promotion, please call 1st Care at (866)983-7068 and ask about our Refer a Friend Promotion.

I am not interested in Classroom Training, but please send me more information on the following:

- NPI Requirements/Special Upgrade Pricing
- Medinotes Electronic Medical Records
- Leasing Opportunitites