



Case Study

MediNotes in Practice



Only One Year

Dr. John E. Kazilionis

When asked how long it took to fully implement MediNotes e into his practice John Kazilionis, a family physician from South Portland, Maine said, "Honestly, I thought it would take longer." Given that his quest to find the perfect EHR system has been a journey of nearly 20 years, he seemed almost surprised to be saying it himself.

Dr. Kazilionis has been an advocate for electronic health records since the 1980s when he joined a group of a dozen physicians who were looking to develop an electronic way to maintain medical records. However, the group disbanded with little success due to the lack of technology that was available at that time. So, Dr. Kazilionis' journey continued.

Having tried two separate programs prior to MediNotes e, Dr. Kazilionis knew what he was looking for. "When you spend a great deal of money on systems that don't work or just don't meet your needs, you immediately recognize a system that does all of the things you want it to," explains Kazilionis. When he met Don Schoen, CEO and President of MediNotes at the ACOFP annual meeting in March 2004, Dr. Kazilionis knew he had found the EHR he had been looking for. "Two things struck me about the program and the company. First, the program itself was exactly what I was looking for. It met essentially every need I had in the utilization of medical records, including the ability to customize templates."

"The second thing that struck me about MediNotes, was the obvious honesty and integrity of the company," Kazilionis continued. "After Don finished showing me the program, and I expressed interest in the program, he told me that I should not expect to go back to my office and instantly begin to use the program. He told me to invest the time in learning the program and then my financial investment would come back to me 10 fold. I appreciated his honesty, and in the end, he was right."

Although Dr. Kazilionis had multiple reasons for moving to an EHR and ultimately choosing MediNotes e, he sees the greatest benefits in the amount of time and money he has saved since implementing the system in March 2004. "I have seen savings across the board. In only one year, I have been able to reduce the amount of money I spend, as well as increase the amount coming in. MediNotes e allows me to code higher, with less hassles and I have completely done away with transcription. That alone has saved me more than \$9,000 a year."

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Despite his monetary savings, Dr. Kazilionis considers the biggest return on investment to be the amount of time he has saved. "With MediNotes e I don't spend extra time charting after I have seen patients. Which I believe, makes me a better physician. I am able to see patients for more issues in a shorter period of time which, with MediNotes e, has resulted in increasing CPT codes and better documentation."

Finding an EHR that integrates a high level of security with functionality was also imperative to Dr. Kazilionis. Having had his prescription pad and DEA number stolen by a pharmacy tech, he was determined to not only be involved in making Maine's prescription laws stricter, he was also looking for an alternative way to write his prescriptions. "MediNotes e is HIPPA certified and was once again able to help me achieve the level of prescription security I was looking for," stated Kazilionis.

The prescription security Dr. Kazilionis was looking for came in the form of a thermal prescription printer by Star Micronics that interfaces with MediNotes. "The printer is the size of a telephone and prints prescriptions in a matter of seconds. I am also able to order prescription paper for the printer that is specific to my state regulations and printed securely with thermal ink, which offers me piece of mind when my patients walk out the door with their prescription in hand."

As for offering advice to other physicians on how to find success with an EHR, Dr. Kazilionis answers with typical honesty, "You just have to do it! MediNotes has had a positive impact on virtually every aspect of my practice. My staff is happier and their stress levels are lower, the pharmacist loves the legible prescriptions, and my patients think I am on the cutting edge of technology, and ultimately, a better physician because of this program. My wife even loves MediNotes, because for the first time in years, I am home every night for dinner!"

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