

Taconic **TALK**

From the Taconic IPA.
Exclusive physician network for **MVP**.

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TACONIC OFFICE INFO

One Summit Court, Suite 200
Fishkill, NY 12524
ph 800.532.3530
fx 845.897.1035
www.taconicipa.com

A. JOHN BLAIR, III, M.D. MESSAGE FROM THE PRESIDENT & CEO



Electronic Health Records Update MedAllies Introduces - eClinicalWorks™ EMR/EPM Solution for Physician Practices!

Practices can attend on-Line Webinars.

MedAllies is pleased to announce it has finalized a partnership agreement with top industry rated eClinicalWorks of Westborough, Mass. MedAllies chose eClinicalWorks because of its award-winning Web-based technology and the versatility and reliability of its Unified EMR/PM Solution.

eClinicalWorks is CCHIT 2007-certified and has a well-designed user interface. It is intelligently structured with integration of practice management, electronic medical records, and ePrescribing modules under one electronic health record interface. Documentation produced by the eCW system is clear, well organized, and attractively templated, resulting in professional-looking letters and clear electronic prescriptions.

It is no wonder that with a 2006 "Best in KLAS" award and its many features, a steady stream of healthcare organizations is signing up to implement eClinicalWorks' Unified EMR/PM Solution.

The Massachusetts eHealth Collaborative is a \$50-million EHR project connecting three Massachusetts communities. eClinicalWorks proved to be the overwhelming favorite among doctors participating in this project - with 170 out of 180 doctors' offices selecting eClinicalWorks.

The New York City Department of Health and Mental Hygiene selected eClinicalWorks to participate in its Primary Care Information Project, implementing eCW with 1,300 physicians meeting pre-determined criteria set by the project. New York City is known for being on the forefront of innovative initiatives, ensuring that this project and eClinicalWorks will be watched nationally.

Because of its partnership with eClinicalWorks, MedAllies can offer this product to practices in the Hudson River Valley at an affordable price. MedAllies has extensive experience with medical technology and systems integration and can provide its customers with the local service, training, and support needed as they begin the transition from paper to electronic medical records. MedAllies and eClinicalWorks, working together, are making connectivity and continuity of care a reality in the Hudson River Valley.

This is a reprint from a MassPro publication – The IPA agrees with the advice presented in this article.

It's Not Just About the Technology: Selection of the EMR

By Chuck Parker, vice president, chief technology officer/DOQ-IT, MassPro, Waltham, Mass.

Implementations of the EMR stall or fail because the organization has not selected the right partner to meet its needs. I do mean the *right partner*, not the right product or vendor, because in the end, this is a long-term partnership.

Service and support: Product versions will change over time, but once the product is implemented, and especially after paper charts are no longer available, you must rely on your vendor to provide excellent service and support – to work with you to meet your changing business needs.

Complementary goals: Additionally, you want a partner that has a culture and vision for the future that is aligned with yours. Often with long-term issues, a robust selection process with demonstrations, RFPs, reference site calls and visits and more, simply did not exist.

Equal comparisons: While not every practice needs to go through a lengthy RFP, you do need to know what you are addressing as defined by your goals and assessments. Comparing vendors equally through scripted demos or specific workflows will allow you to best judge the right product.

Also remember that this is not only software selection, but also hardware and networking selection as well. You may feel more comfortable working with one local resource for all of the necessary components in an aggregated format. This has potential cost benefits as well with only one location to call for first-level support.

Partner selections: Implementations have stalled and failed because the wrong partner was selected – perhaps the product was a good match, but the service and culture didn't meet the needs of the practice. The vision and service may have been fantastic, but the product itself fell short. Potentially, the vendor was selected, perhaps through friendships or demo highlights, and not the product.

Financial endurance: It's vital to understand the financial viability of your vendor and whether that organization can truly support ongoing changes to the products. Spend some time researching the vendor's current installed base. The vendor is more likely to tell you about longer-term support issues or availability of an effective installation and maintenance program.

Certification maintenance: Now, it's also important to ensure that your vendor has not only received certification from the Certification Commission for Healthcare Information Technology, but also has established an ongoing path to continue maintenance of certification.

Many federal pay-for-quality systems are based upon having a certified system, which can reduce your need to just the workflows and operational issues you want to address. CCHIT does the groundwork; you can focus on the distinct needs of your practice.

[This article was reprinted with permission from the author as well as Digital Office.]

eClinical Works WebEx Demonstrations

WebEx demonstrations of the eClinicalWorks Unified EMR/PM Solution are scheduled for Tuesday, November 13 and Wednesday, November 14. There will be two overviews conducted daily from 12 - 1 p.m. and 5:30 - 6:30 p.m.

Call Don Quackenbush, MedAllies' director, Sales & Marketing, to obtain log-in information or to schedule an on-site demonstration at your practice. Don can be reached at **845/896-0191, ext. 3018**.

National Committee for Quality Assurance (NCQA)

The Taconic IPA currently has 404 physicians who have become recognized through the NCQA Physician Recognition Program.

We congratulate:

Imran Ahmed, M.D., of Bethel Medical Family Practice, PC, for receiving level 3 NCQA recognition through Physician Practice Connections (PPC), a component of NCQA's Physician Recognition Program:

PPC recognizes physician practices that use information systematically to enhance the quality of patient care. Meeting PPC standards means that practices have connections to patients, to information, to other practitioners, and to evidence.

The Taconic IPA representatives are actively working with practices in an effort to become recognized through the NCQA Physician Recognition Program. Patients seeking information on NCQA-recognized physicians are able to search on the NCQA Web site (**<http://www.ncqa.org/PhysicianQualityReports.htm>**).

If your practice has a new physician or if physicians have left, please notify NCQA in order for them to update the directory.

Taconic IPA continues to cover all NCQA charges to physicians and the IPA representatives assists practices in submitting materials. Any offices interested in participating in the NCQA recognition program should call Jennie Youmans at **845/897-6363**.



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