



Vision Associates A NextGen Case Study

Overview

Practice

Vision Associates, Inc.
Toledo, Ohio

<http://www.visionassociates.net>

Practice Profile

A nine-physician ophthalmology practice providing primary and subspecialty eyecare.

Business Problem

Rising transcription costs and difficult-to-access paper medical records.

Solution

Implemented NextGen EMR in 2001, eliminating transcription costs and creating easily accessible records.

Product Distinctions

- ▶ Ophthalmology Knowledge Base Model
- ▶ Image management
- ▶ Extensive device interfacing
- ▶ OPTIK inventory and sales management system

Benefits

- ▶ Complete transcription savings
- ▶ Time savings
- ▶ Increases patient safety
- ▶ Stronger documentation and coding

EMR “Saves” Grateful Ophthalmology Practice

What would you do with an extra hour and a half per day? That's the happy dilemma of some of the physicians at Vision Associates, a 9-physician ophthalmology practice in Toledo, Ohio, that specializes in eye disease management and surgery.

When the practice implemented NextGen® EMR (electronic medical records) from NextGen Healthcare Information Systems in 2001, they never imagined the return on investment they would experience. They knew they would achieve greater efficiencies, stronger, more organized and useful documentation, and higher quality patient care, but they got a lot more. They found a very healthy return on their investment, in terms of real dollars and in valuable time saved.

The key to all these savings was thorough documentation. Providers can now achieve full clinical documentation on NextGen® EMR's extensive and flexible ophthalmology templates. Because every procedure, history, medication, diagnosis and much more can be recorded as discrete data elements, the practice no longer needed paper charts—eliminating all the costs and processes associated with them.

Some of the savings Vision Associates realized after implementing NextGen® EMR:

- ▶ Almost \$65,000 per year in increased billing
- ▶ Savings of \$30,000 per year by eliminating transcription costs
- ▶ \$6,000 annually in supply costs
- ▶ Charges that increased 15%
- ▶ Days in audit review declining 35%



“These results are so impressive because the physicians believe in the system.”

**David Sobczak,
Practice Administrator**

The Best Savings

And best of all was the time savings for those physicians used to long days that didn't end when the last patient left the office. Prior to implementing NextGen® EMR, there were still forms to complete, progress notes to write or dictate, prescriptions to refill, and charts to track down. Once the providers began using the EMR, there was no need for dictation, as the encounters were fully documented and coded. Refill requests could be researched and approved with the click of a button, and charts were always right at their fingertips.

Saving a handful of minutes per patient added up quickly. Physicians suddenly found themselves finishing their day up to an hour and a half earlier. They could actually make a decision whether to start scheduling more patients or going home at a reasonable hour.

These results are so impressive, believes David Sobczak, Vision Associates' practice administrator, because the physicians believed in the system early. Once they began using all the features and found them so easy to use, they quickly came up to speed, documenting 100% of their patient encounters electronically. This led to a rapid return on investment both financially and in terms of user and patient satisfaction and a higher standard of care.

The Extra Benefits

Providers at Vision Associates also saw less tangible, but still very important, benefits derived from their use of NextGen® EMR and some of its unique features.

One such feature is the robust reporting capabilities within the system. Vision Associates often searches the discrete clinical data in the medical records to identify appropriate candidates for a particular new service they are offering, then send letters to those patients.

Physicians also have run reports in which the captured data have helped them with important research or patient outcomes analysis.

The providers at Vision Associates all agree they made the right decision moving to NextGen® EMR and freeing themselves of paper. Choosing the right system for them, with the comprehensive, adaptable specialty content, was the key. Now, they can reap the rewards, spending their extra time and extra dollars at home, rather than at the office.

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