

JHD Group Announces Turnkey Services for Electronic Medical Record Initiatives

Leading Healthcare Consulting Firm Offers Healthcare Organizations Electronic Medical Record & Practice Management Solutions Using Full-Service ASP Model

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DALLAS--(BUSINESS WIRE)--JHD Group, a leading healthcare consulting and management firm specializing in physician organizations, today announced that it is rolling out a new turnkey Electronic Medical Record (EMR) and Practice Management System (PMS) service to enhance its ability to meet the growing demands of its clients. It will offer healthcare organizations such as hospitals, IPA's, and physician groups an option for implementing and operating a physician clinical integration solution (EMR – PMS) through an ASP model which greatly reduces risk, expedites the implementation process, is competitively priced, and is sustainable over the long-term.

According to John C. Whitham, Principal in the JHD Group and Practice Leader of its Clinical Integration Service Line, "The expansion of this service-line is a logical 'next step' in order to provide the highest level of value-added service to our clients across all of our lines of service. Our Turnkey service also gives hospitals a vehicle to sponsor this type of service to its community physician base without turning its attention away from its core hospital business – which is essential to the long-term success of these initiatives."

JHD Group, working in partnership with industry-leading EMR Vendors, serves as the general contractor/solution integrator contracting directly with the customer. The service is available to physician organizations and hospitals an ASP subscription basis and includes readiness assessments, implementation services, training and operational integration, technical set-up of networks, software and hosting, ongoing support including Helpdesk. Additionally, the program can be managed within the new affirmed Stark Safe Harbor regulations which enable hospitals to fund EMRs and related technology as-well-as services for community physicians.

In addition to the EMR system itself, JHD Group will assist providers in the development and oversight of the program to comply with statutes governing Stark Safe Harbor rules.

John H. (Hank) Duffy, Founder and President of the JHD Group, adds: "We offer this package to physician organizations as an alternative approach to implementation and back our services with performance and service guarantees. It is a very efficient and economical way for private physician clinics and hospitals (leveraging the Stark Exceptions) to rapidly enjoy the benefits of an EMR without the great effort and expense of selecting, implementing, maintaining and continuously upgrading one's own system."

Steven Davis, D.O., Medical Director of PACIS (Physician Associates Clinical Integration Services) based in Pasadena, CA, added his perspective stating, "After having really studied what it takes to have one's own EMR system, a turnkey service is very attractive and will come as a relief to those healthcare organizations who are otherwise facing a massive, expensive project without assurance that it would

work out satisfactorily. It is difficult to predict the true cost and expertise required to build and run one's own system, maintain it, and keep it cutting edge. The option to confidently outsource is what makes the choice very easy. The speed to value with this EMR solution is outstanding.”

Under this service model offered by JHD Group healthcare organizations, those they serve as well as EMR vendors realize significant and immediate benefits which include:

- **Hospital:** Provides seamless communication and health information exchange, in the patient's interest, across multiple provider entities (both physician and hospital); enhances quality service and the effectiveness of the hospital's clinical offerings; and increases the “Bond” between the community physicians and the hospital (i.e. unified medical staff model).
- **Community Physicians:** Accelerates physician adoption of EMRs as a means to directly improve patient care and service at the practice level, improves referral management, enhances revenue opportunities, and reduces physician/office hassle associated with manual and fragmented systems.
- **Community:** Provides the foundation for more cost effective care, patient service, and the ability to manage more effectively the prevalent diseases in the community.
- **EMR Vendors:** Provides a credible approach for hospitals, management challenged physician organizations, and multiple organization opportunities to reduce/eliminate the implementation risk, and accelerates “leveraged” adoption of electronic medical record solutions.

About the JHD Group: The *JHD Group* is a leader in assisting ambulatory provider organizations to meet the challenges of care delivery, operations, revenue cycle management, managed care, technology, patient service, and market development. We focus on driving the operational excellence and financial results that our clients seek through comprehensive clinical integration, management consulting, and practice management services. The JHD Group has offices in Dallas (Corporate), San Francisco and New York.