



Cal-Med focus

CMS Eliminates eRx Penalty for Physicians with an EMR in Place for 2011



CMS has a proposed rule that will exclude physicians from the Medicare eRx penalty if they have already adopted or will have a certified EMR in 2011. Also, the rule will be adding four new hardships for the eRx Medicare mandate. With the June 30th, 2011 deadline already passed for avoiding the eRx Medicare penalty, CMS recently announced this proposed rule should be finalized in August.

The rule will provide relief to providers that were unable to meet the eRx requirements, by adding four additional hardships that physicians can apply for.

Two of the four most common hardships that physicians meet are:

- Physicians with limited prescribing activity.
- Physicians with insufficient opportunities to report the eRx measures because of the types of patient visits they claim are not eligible under the program.

Cal-Med offers a fully integrated EMR with eRx software solution. To see what the Cal-Med we invite you to see a demo www.cal-med.com or email Chris Urzua at curzua@cal-med.com or 949-719-6767 Ext. 700

EMR Spotlight:

Dr. Sidney Fishman ENT Clinic

Dr. Sidney Fishman's Ear, Nose & Throat Clinic located in Los Alamitos, CA has been using Cal-Med's fully integrated practice management, scheduling, EMR and document imaging software for the past eight years (EMR four years). Dr. Sidney Fishman is a renowned ENT specialist that has been providing full service ear, nose and throat care for over thirty years. Dr. Fishman is committed to providing his patients with the finest and latest treatments available. The office has state-of-the-art diagnostic equipment which enables them to perform a wide array of tests. Our EMR software solution supports all the needs for an ENT practice. Cal-Med is pleased to have Dr. Sidney Fishman's Ear, Nose & Throat Clinic as a continued and happy client. For more information about Dr. Fishman, please visit www.losalamitosent.com/

Cal-Med Practice Expert

Pre-EMR Certification Discount

As you may know, Cal-Med signed up for ONC testing with the Drummond Group last month to become a **fully certified EMR software solution**. During our pre-certification period, we are offering a 25% discount for clients that purchase the Practice Expert EMR software solution.

Cal-Med is only offering this **25% pre-certification discount** prior to the scheduled certification testing date, which is on August 19th, 2011.

Some of our clients have already taken advantage of this offer including Dr. Lawson, a leading Southern California Podiatrist. Dr. Lawson chose Cal-Med's Practice Expert EMR software solution and received the 25% discount on the purchase of his EMR software solution. Join Dr. Lawson and many other physicians in saving money on the cost of your EMR solution, giving you a higher return on your investment. We will only be offering the discount for a limited time.

For more information contact Chris Urzua at curzua@cal-med.com or 949-719-6767 Ext. 700.

New Hire ~ Kaili Hawley



Ms. Hawley's role at Cal-Med is Marketing Manager, which includes developing all marketing aspects. She is also an excellent source of information on Meaningful Use, the HITECH Act and the eRx Medicare Mandate.

Ms. Hawley was previously an online marketing consultant for a number of companies in a number of industries, including health-care. She was also the co-founder and CEO of a Social Media/PR firm that focused on educating clients on "best practices" for companies to utilize online marketing and social media to build valuable and long lasting customer relationships.

Ms. Hawley earned her B.A. in Communications and an M.A. in Organizational Management with an emphasis in International Business from Antioch University.

Reminder Cal-Med Does Not Offer Modem Support



Earlier this year we announced that we will no longer support dial-up modems. With the latest update of Practice Expert, the dial-up functionality will no longer function. If you use a dial up modem to transmit/receive your Medicare claims/remittance you will need to sign up with Ability or Office Ally. With Ability you get to keep your Submitter ID since they a Medicare portal, with Office Ally you do not as they are a clearing house. Enrollment takes 2-3 weeks, so be sure to enroll soon as to not interrupt your Medicare transmittal/remittance. Contact Lauren Masiello at Ability, which is a Medicare preferred vendor at Lauren.Masiello@ABILITYnetwork.com or 612-277-1417.