

## Preparing your practice for the future of health care

As technologies change, providing the best possible care for our patients requires a connected community in which hospitals and physicians can share and exchange digital health information. Electronic health records are the key to preparing your practice for the future of healthcare.

### What are electronic health records?

Electronic health records, or EHRs, replace the traditional paper charts with digital health records. They allow your practice to create a paperless environment and offer the benefits of electronic prescriptions, computerized order entry, electronic charting and information sharing among caregivers.

### The Sage Intergy Suite

After an extensive evaluation process with our EHR physician task force, SJH has selected the Sage Intergy EHR system as our software vendor for electronic health records. Sage is a leading national software company that provides unified front office, clinical documentation and billing functions for physician practices. The Sage Intergy Suite is certified by the Certification Commission for Healthcare Information Technology and integrates seamlessly with SJH's health information exchange.



[www.SJHealthcare.net](http://www.SJHealthcare.net)

Physician Referral Line

1-800-770-7547

SJH eHealth Connection  
*Connected for Success*



South Jersey Healthcare  
Electronic Health Records  
Grant Program



## Why is South Jersey Healthcare helping physicians to adopt EHRs?

To help communicate and exchange medical information accurately, effectively, securely and consistently, SJH has made substantial investments in its clinical systems including EHR systems within our organization. Now the government has ruled that not-for-profit health systems and hospitals may also help to subsidize some of the costs their affiliated physicians will incur in adopting an EHR system.

In an economic environment where every health care dollar spent must be carefully evaluated, SJH is dedicating significant financial resources to extend EHR technology into our community. Our Boards and administration strongly believe that by partnering with our physicians to implement the Sage Intergy Suite, we can not only improve the communication of clinical information, but also help you to lower the costs of care, reduce medical record errors, increase efficiency and provide better care for your patients. And in addition to subsidizing some of the cost of EHR systems in physician practices, SJH is also investing in several interfaces to connect our physicians with our systems, at no additional cost to individual practices.

### **SJH eHealth Connection – The EHR Grant Program**

In fulfilling our mission to develop a connected community, SJH is pleased to provide physicians on our medical staff with a financial subsidy to assist them to acquire and implement the Sage Intergy Suite. Under the law, the health system is allowed to make a significant contribution to subsidize a portion of the software licensing fees for physician practices. While some area health systems are offering onetime benefits to physicians to adopt EHR systems, SJH has committed to offering our physicians an annual, three-year benefit. SJH will subsidize 85% of the EHR licensing fee for physicians on our medical staff. For a single physician practice, this amounts to approximately \$2300 over three years towards your EHR licensing fees, and an additional \$1600 distributed annually to maintain your licenses. Depending on the size of your practice and the number of physicians, fees will vary.

SJH will also cover 100% of the cost to implement software interfaces which will allow you to connect directly with SJH and receive registration information, lab and radiology results, lab results from Quest and Lab Corp., and transcribed inpatient reports. A future orders interface will also be available, connecting your practice to the hospital.

Depending upon when you are approved for the EHR Grant and when you sign the EHR Grant Agreement, you will be guaranteed a benefit from SJH toward your licensing fees:

- Sign on in 2008 – receive a guaranteed three-year benefit
- Sign on in 2009 – receive a guaranteed two-year benefit
- Sign on in 2010 – receive a guaranteed one-year benefit

Upon joining the SJH eHealth Connection, you will have one year for the implementation of your new system.

### **The benefits of the partnering with SJH**

- Software license fees partially subsidized by SJH
- Low monthly fees have been negotiated for hosting, software maintenance and support
- SJH hosts and maintains your server in our data center
- Your practice data is backed up daily and stored offsite
- Remote access to your patient records available from virtually anywhere there's Internet available
- Managed software updates and changes
- Integrates with SJH's health information exchange. Results from laboratory tests performed at SJH, Lab Corp. and Quest will feed automatically into Sage Intergy Suite, as will radiology reports from diagnostic imaging studies performed by SJH.

- Initial staff and physician training will be provided at your practice site by SJH
- SJH's Information Systems team will assist physicians and staff throughout the implementation process with Sage Intergy Suite

### **How do physicians participate?**

Any physician on the SJH Medical Staff may apply to the the SJH eHealth Connection. If accepted, a physician will sign an agreement with the health system. Physician practices are responsible for providing a high-speed Internet connection and purchasing any computer hardware for their offices. Practices interested in utilizing a single vendor to manage the purchase and maintenance of their EHR hardware and software can receive those services directly with Sage. SJH has also arranged for discounted computer purchases and maintenance through Jonathan's Computers in Sewell, New Jersey.

This brochure is intended to provide an overview of the EHR program. Please review the program application and agreement for more details. For more information or to participate in the program, contact Tom Pacek, SJH CIO and VP of Information Systems, at (856) 575-4713. Demonstrations of the Sage Intergy Suite can also be provided in your practice for you and your staff.

