



NEWS RELEASE

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KANSAS FOUNDATION FOR MEDICAL CARE, INC. ANNOUNCES EHR VENDOR PARTNERS TO WORK WITH KANSAS REGIONAL EXTENSION CENTER

The Regional Extension Center (REC) of the Kansas Foundation for Medical Care, Inc. (KFMC) is pleased to announce its selection of Electronic Health Record (EHR) Vendor Partners. These vendors were selected after a lengthy vetting process conducted by a twelve member committee including physicians and stakeholders from Kansas. The Request for Proposal and vendor negotiations were conducted by our business partner, Associated Purchasing Services (APS). "This valuable process is an excellent example of the REC's services to providers in Kansas. This committee brought together Kansas physicians and stakeholders with technology experience to help other Kansas physicians take some of the work and mystery out of the EHR selection process," Ken Mishler, President and CEO of KFMC said.

Michael Aldridge, REC Director was pleased with the committee's efforts, and commented, "We established this committee with three simple goals: simplify the selection process of an EHR vendor, negotiate favorable pricing and negotiate favorable, standardized contractual terms. Providers who sign up to work with the REC will receive an easy to read, side by side comparison of these vendor products. Information included will be Total Cost of Ownership, functionality, and a breakdown of contractual provisions for each vendor." Dr. Jen Brull, a committee member added, "Having spent a year working through this process, we are confident that the information provided will be an excellent resource to providers in Kansas, not only saving precious hours of time, but also saving them dollars."

Agreements have been established with the vendors listed below who will offer products that meet the minimum test of functionality, have been certified as being capable of satisfying Stage I Meaningful Use criteria, and offer a comprehensive set of support services to both the Regional Extension Center and contracting providers.

Tier 1 – Cerner; eClinicalWorks; e-MDs; McKesson; Pulse; SuccessEHS

Tier 2 – NextGen; Sage

Tier One vendors have demonstrated by their response to the Request for Proposal (RFP) that they accept the terms, conditions and protections outlined either without modification, or with modifications that leave intent of those provisions intact.

Tier Two vendors have demonstrated by their response to the RFP that they accept most of the terms, conditions and protections, but have required amendments to selected terms and provisions contained within the documents.

By identifying the list of Tier One and Two vendors, the Kansas Electronic Medical Record Steering Committee does not endorse any vendor as ideally satisfying a provider's requirements. The evaluation of how a particular vendor's product satisfies a provider's unique practice and price-point requirements is a decision that only the provider can make after review of pertinent information related to the functionality, cost, and practice fit for an individual product. As the REC, KFMC will work with ANY EHR vendor that our members choose. Our role is to provide information to our members to help organize data to assist them with the decision making process, not make decisions for them.

KFMC would like to acknowledge the commitment of the members of the KFMC EMR Steering Committee, which includes representatives of the primary care providers actively practicing within our REC service area. Their involvement has been instrumental in our efforts to design a group purchasing plan to leverage volume discounts and assure a high level of service as well as to bring exceptional value to our participating REC members. The steering committee consists of six practicing physicians and six non-physicians: Rebecca Allard, MD, Cheyenne County Hospital; Jennifer Brull, MD, Prairie Star Family Practice; Allen Greiner, MD, Kansas Family Medicine Foundation; Brad Marples, MD, Stormont Vail; Terry Mills, MD, Wichita Clinic; Steven Zielke, MD, Women's Medcenter, PA; Michael Aldridge, MBA, HIT REC Director, Kansas Foundation for Medical Care, Inc.; Gary Caruthers, Director of Administrative Services, Kansas Medical Society; Aaron Dunkel, Deputy Secretary, Kansas Department of Health and Environment; Dan Elliot, CIO, Kansas Association for the Medically Underserved; Deanna Nolting, Administrator, Mid-America Diabetes Associates, PA; and Bill Wallace, Consultant for Kansas Foundation for Medical Care, Inc.

In addition to receiving the APS group purchasing plan for our EHR Vendor Partners, the first 850 Priority Primary Care Providers (PPCPs) in Kansas who choose to take advantage of KFMC REC's services before February 7, 2012 will receive free on-site assistance that is tailored to their specific practice's needs. The approximate value of these services is \$6,400 per provider.

If you are a provider practicing in Kansas, contact us today to get more information about REC services that are available to you regardless of your current EHR status. You can email recsupport@kfmc.org or call 1-800-432-0770 and choose the REC option.

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