



VOL. 2 | NOVEMBER 2020

VAR NEWSLETTER

UnifiMD VAR Partner Monthly News



CUSTOMER SPOTLIGHT: WESTERN NEW ENGLAND UNIVERSITY IS A

student health center and former McKesson direct customer who used Practice Partner for 12 years. They came to us for support a few years ago and decided to buy UnifiMD hosted.

The 6 NPs that run the office have been using it for over a year now and absolutely love it! Anytime anyone in our office speaks with them, they are so grateful and thankful for the change, as it has improved their quality of work. Also, when they came to us, they weren't billing private insurance and all health center work was free. Now, they are using our billing service, billing insurances and bringing in more money for the University.

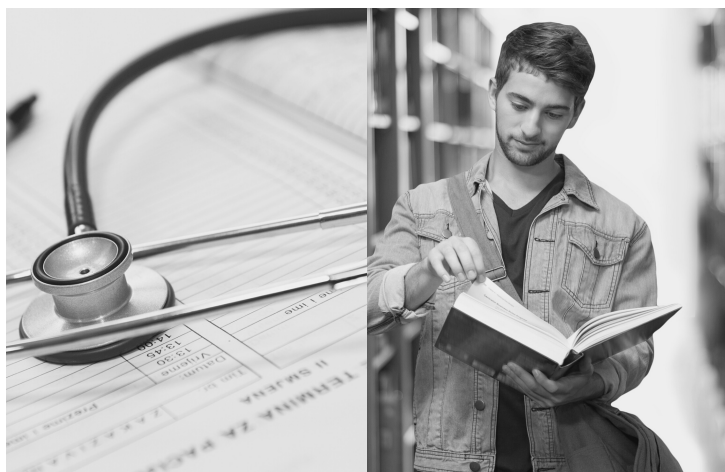
WAY TO GO!

What's your customer success story?

Welcome!

Welcome to the second edition of our UnifiMD monthly newsletter, powered by CHS! Inside we will discuss...

- Customer Spotlight
- Feature Focus - Medication Management
- Q & A
- Staff pet pics!

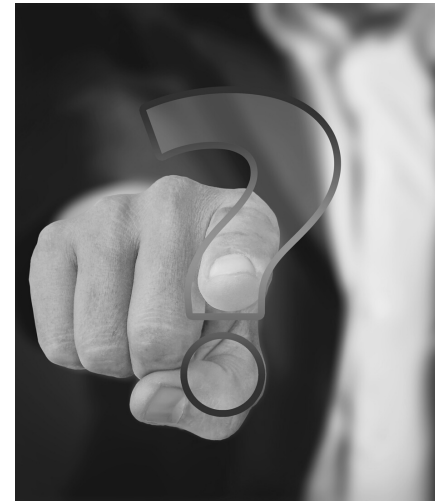


Feature Focus

Medication management (MedMan)... let's break it down. Eprescribing (eRX) is an electronic prescription. EPCS is the electronic prescription of a controlled substance. Our MedMan has both eRX and EPCS included. Medman also has medication history, predictive analytics, electronic prior authorization, real time prescription drug benefit check, medication adherence monitoring, behavioral support and is customizable. UnifiMD is the connectivity platform from Medisoft or Lytec to DrFirst. DrFirst is the site used to create and send the prescription. Usually a practice would need an EHR to have this access but with UnifiMD, even your PM customers can now have it! There's also PDMP (prescription drug monitoring program) that prevents opioid

misuse and abuse. Providers check this data before writing an EPCS to avoid duplicate eRX's. Our MedMan has access to an integrated PDMP database for an additional fee. Each state mandates their own EPCS and PDMP laws. For more information on these state mandates, go to EPCSGold.com.

Want to see a demo?
Contact us.



I was wondering...

Q - How do you use the information found on the EPCSGold.com website to market UnifiMD Medication Management?

A - The map has 5 different color coded keys. **Blue: PDMP - mandatory now, EPCS - future date. **Brown:** PMDP - mandatory now, EPCS - no requirement set. **Gray:** PDMP - no requirement set, EPCS - future date. **Green:** PDMP & EPCS - mandatory now. **White** - PMDP & EPCS - no requirement set. The first state you should target is **Green (ME, NY, MA, RI, PA, VA, NC, FL, IN, IA, OK, AZ)**. Then check dates for **blue** and **gray**. Ask your clients, "do you write prescriptions and do you prescribe controlled substances?" If they said yes to either, ask "are you doing this electronically?" **Boom** - you have an integrated solution to sell them!**

Retail price per provider is \$1050 upfront, \$105 monthly.

Just For Fun

Pet of the month!

Meet Bandit the Husky and Toby the Pomeranian! Bandit loves walks and playing in the back yard chasing rabbits and other small critters. They are both spoiled rotten and get their own hamburger when we go to McDonald's. They are babies and very loving.

From your CHS Billing Representative, Denise .

