PMAC International - Electronic Health Record Selection Process Client Engagement

I. Introduction

For more than ten years PMAC has cultivated a substantial peer driven knowledge network of C–Level Executives in Hospitals, Health Systems EHR Vendors and Security providers throughout the United States with our C-Med EHR Program.

Within our network we have access to compelling information and cutting-edge best practices sourced from peer groups, EHR vendors, consultants, and solution providers. Organizations come back to us every year because we help them identify people, processes, ideas, and solutions that can directly impact their organizational priorities.

By emphasizing and facilitating the relationship between peers, PMAC provides a powerful resource to generate new ideas and relationships with all the EHR vendors. By selectively presenting thought leadership and benchmarks from EHR vendors or solution providers, PMAC provides tools to focus and streamline the EHR procurement process in a shortened timeline.

II. What We Will Do for You

PMAC intends to evaluate your total cost of ownership for an EHR acquisition and present your organization a comprehensive solution that will evaluate all of their applications and corelate them with your EHR purchase.

As a value-added knowledge resource, we have unique access to responsible parties at the EHR enterprise C- level to speed up the process. Instead of spending countless hours building and reviewing RFP's and quotes that will only paint a limited picture of the EHR vendors scope, PMAC will make sure when the executive stakeholders review the EHR capabilities via a functional gap, manpower, existing applications and cost analysis with the other EHR vendors you will have a true cost and competencies structure and not just a quote. You shall have a true assessment with an eye to achieving your health systems goals with none of the inherent psychological barriers that may exist in your organization.

PMAC will deliver a final solution that opens doors and in so doing creates the context and solution that turns need into demand to make your EHR selection sooner. If budget is a concern we will provide financing structures to meet your cash flows and requirements.

PMAC will manage the entire process. (Project: Clinical, IT, Finance, Rev/Cycle, HIM, Population Health, Site Visits, Communication, Vendor Management and Negotiate the Price and Terms and Conditions of the EHR agreement).

III. People, Process, Products (P^3) on back page

Example: Oversite, Project Plan, Positioning, Cost and Gap Analysis and Qualification

IV. Summation

The PMAC EHR selection process will get you to a selection in as little as four to six months, lessening the burden on your organization by driving the process quickly and efficiently.

V. Financial Considerations

Retainer: (Billed Monthly)
Security Assessment (Included)

VI. Initial Timelines and Time Commitments

Once the engagement commences you should expect to see the first internal meetings the first week and meetings with the EHR vendors commencing thereafter.

VII. Next Steps

Discovery call to review our proposal and finalize business arrangement.

Willie Foerstner | Managing Director
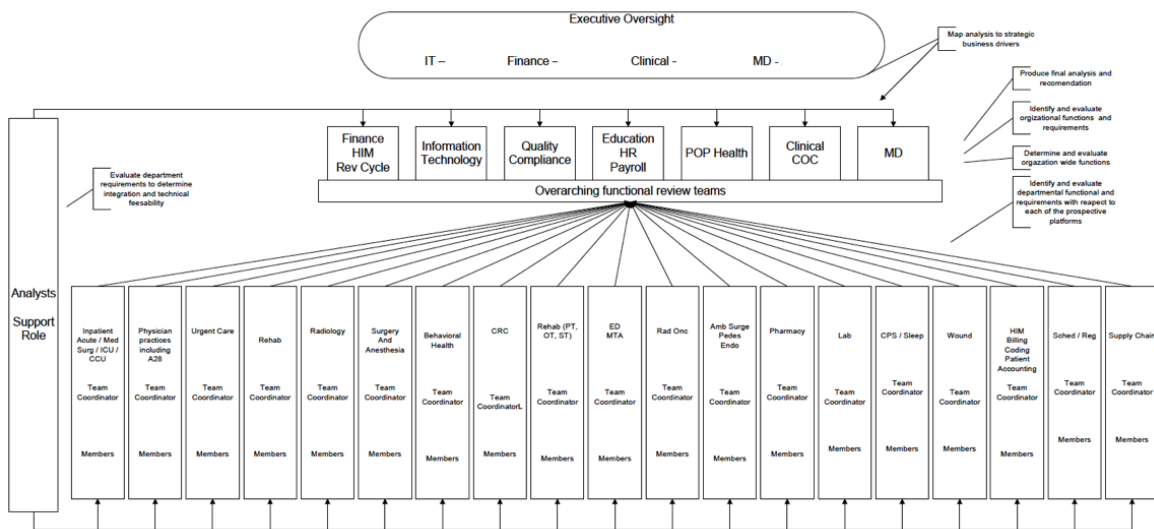Princeton Management Advisory and Consulting LLC
 "Insight. Ability. Trust. Execution."

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Executive Oversight

IT –   Finance –   Clinical -   MD -

Map analysis to strategic business drivers

Produce final analysis and recomendation

Identify and evaluate orgizational functions and requirements

Determine and evaluate orgazation wide functions

Identify and evaluate departmental functional and requirements with respect to each of the prospective platforms

Evaluate department requirements to determine integration and technical feesability

Finance HIM Rev Cycle	Information Technology	Quality Compliance	Education HR Payroll	POP Health	Clinical COC	MD

Overarching functional review teams

Analysts

Support Role

Inpatient Acute / Med Surg / ICU / CCU	Physician practices including A28	Urgent Care	Rehab	Radiology	Surgery And Anesthesia	Behavioral Health	CRC	Rehab (PT, OT, ST)	ED MTA	Rad Onc	Amb Surge Pedes Endo	Pharmacy	Lab	CPS / Sleep	Wound	HIM Billing Coding Patient Accounting	Sched / Reg	Supply Chain
Team Coordinator	Team Coordinator	Team Coordinator	Team Coordinator	Team Coordinator	Team Coordinator	Team Coordinator	Team CoordinatorL	Team Coordinator	Team Coordinator	Team Coordinator	Team Coordinator	Team Coordinator	Team Coordinator	Team Coordinator	Team Coordinator	Team Coordinator	Team Coordinator	Team Coordinator
Members	Members	Members	Members	Members	Members	Members	Members	Members	Members	Members	Members	Members	Members	Members	Members	Members	Members	Members

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EHR Selection Project						
	Start Date	Finish Date	Owner	Team Resource	% Complet	Comments

Development of Plan
Review of existing EHR Applications

EHR Selection Process
    Executive Governance Committee
        CEO, CFO, CMO, CTO, CNO
        Kick off meeting
        Establish PMO lead
        Daily project update meeting 9AM
    Identify Organizational Goals & Requirements
        Management Reporting & Escalation
        Develop Governance Structure
            Internal Core team (acute)
                Clinical, Operations, Administration, IT, Security
                    Sub Groups by area/department
                Non EHR apps
                    All non-Revenue Cycle clinical apps
                    Finance
                    HR
                    Facilities
                    Security
                    Safety
                    Regulatory
                    Marketing and demographics
                    Service Delivery Model Overview (As is Current)
            Extended Core team (ambulatory)
                Imaging Centers, Physicians Practices, EMS, Skilled Nursing
    Establish and Manage Vendor Process
        Establish Project Timeline
        Establish Communication Protocols (Internal & External)
        RFP requirements (Review and dissemination of all applications)
            Identify 5 patient use cases
            Patient workflow proof on concept
            Patient portal and apps
            Ambulatory EMR integration
        RFP and GAP analysis Response Management
        Vendor Training and support models
        Vendor Review of Implementation Process
            Develop Vendor Scoring Methodology via GAP
            1st Demos at the vendors EBC (on site visits for executive team)
            2nd Demos on site with extended team
            Contract Negotiation & Documentation with final pricing
            EHR selection
    EHR Contract Management
        Review and Negotiate Vendors agreement
    Financial Services Management
        Develop Financing for the EHR acquisition
    Technical Review Data, Infrastructure & Applications
        Current Application assessment and displacement analysis
        Review of required reports
        EHR, EMR, PACS, Clinical, Financial, Misc.
            Current Infrastructure Review and Blue print
            Assessments: Storage, Compute, Network, Wi-Fi, Print & Client
                Internet, Fiber cabling, end points and monitors
            Develop technology migration and budget plan
                Referenced Architecture review from the EHR vendors
                Backup and Business Continuity Process
                Data Migration
    Project Communication Management
        Organizational Kick Off meeting
        Community relations
        Organizational updates