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Minnesota orthopaedic surgeon a ChartLogic EMR super user in less than a year

Dr. Lance Silverman says practice turned the corner with adoption of EMR

Edina, Minnesota - June 22, 2007 - A powerful demonstration of ChartLogic Electronic Medical Record at the 2006 American Academy of Orthopaedic Surgeons annual conference in Chicago helped Edina, MN-based orthopaedic surgeon Lance Silverman, MD, finalize his decision to buy the product. And now, less than a year later, Dr. Silverman is realizing benefits from cost savings to improved efficiencies in his practice and operating theater as he becomes a leader in the use of the product among ChartLogic clients.

"In addition to the demonstration at Academy, other key factors in my purchasing decision included ChartLogic's usability, its robust templates, and its sophisticated voice-recognition software," Dr. Silverman said. "Additionally, I knew another provider in our (Edina) area was using ChartLogic with great success and it gave me the idea that it would be an ideal product to try especially as most other products in the marketplace were far more expensive and didn't match the breadth of ChartLogic's features."

Dr. Silverman treats patients with orthopaedic conditions of the foot and ankle at his practice Silverman Orthopaedics P.C. He started searching for EMRs about two years ago. "The EMR is the first digital part of my office—I didn't care how hard the adoption was, I was determined to make the transition from paper to digital."

Dr. Silverman is one of the early adopters of EMR in a market estimated at \$10 billion. There are more than 900,000 physicians in the US and surveys indicate that less than 10 percent of these have purchased an EMR system.

Additionally, a new national survey shows U.S. adults would prefer to deal with physicians and insurance companies that use digital records than those who do not, according to online publication *Health IT*. The survey was released early May at the Health IT: Unlocking the Potential summit in Washington, D.C.

The telephone survey was commissioned by Kaiser Permanente and conducted by independent research firm StrategyOne. Information was gathered from 1,000 consumers, aged 18 or older, using random dialing. Survey results included American adults favoring providers (51 percent over 17 percent) and insurance carriers (68 percent over 16 percent) who use an EMR over those who do not. Seventy-two percent of American adults view a computer system as more efficient than a paper system when it comes to managing medical records.

Even before he marks the first-year anniversary of implementing ChartLogic at his practice, Dr. Silverman said he has immediately realized a return on his investment through the reduction of his annual transcription services cost of about \$18,000 to less than \$1,000.

Another significant impact on his practice, according to Dr. Silverman, is the enhancement in flexibility and efficiencies both in his practice and especially in the operating theatre. "I can take ChartLogic anywhere on my lap top and look at it; go to another location tomorrow and not have to worry about dragging charts around as every record I need, with the exception of scanned documents, is contained in the program," he said. "I'm very pleased with the impact it has had on my time and efficiency in the OR. Not only can I review patient charts the night before surgery, I have the record *in* the surgery. I'm also able to send letters to referring physicians immediately following the surgery."

ChartLogic's user-friendly EMR has helped thousands of physicians across the country hurdle the transition from paper to a digital medical practice without headache or fear. Driven by its state-of-the art voice-recognition technology, which is continually refined by voice experts, ChartLogic EMR enables quick and accurate complete patient notes. The result is a 99.8 percent accuracy rate—one of the very best in the industry.

ChartLogic also enjoys the highest levels of customer satisfaction in the industry, with a customer retention rate of more than 96 percent against an industry average of about 70 percent. For more information on ChartLogic, call Jason Glebe at 612.968.1702.

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About ChartLogic

Based in Salt Lake City, Utah, ChartLogic, Inc. (CLI) is a Healthcare Information Technology (HIT) company focused specifically on the physician practice. With its advanced technology, it is a clear leader in the Electronic Medical Records (EMR) market with over 2,000 physician licenses and 6,000 total users.

CLI has evolved beyond being "best in breed" in EMR and now provides a fully integrated, total office solution for physician practices that enables the physician practice to achieve significantly higher levels of patient care, efficiency and profitability. This total solution provides physicians with an answer to their increasing economic pressures (higher costs and lower reimbursements) and allows them to be able to return to their primary interest – the practice of medicine. For further information please visit www.chartlogic.com.