Like too many patients and physicians, Dr. Erik Cohen was frustrated with the way medical care is usually provided. He is a board-certified pediatrician who had been splitting his time between a busy urban pediatric emergency room in Hartford, Connecticut, and a suburban pediatric group practice in Simsbury, Connecticut.

Dr. Cohen felt limited by the traditional practice. He couldn't spend enough time with patients and he lacked the time, space and supplies to provide even simple emergency care at his office. So Dr. Cohen set out to create a better model of patient care, merging high technology with an old-fashioned personal touch.

**THE RIGHT SYSTEM BY THE RIGHT COMPANY**

To be successful, Dr. Cohen knew that his innovative practice model would require an equally innovative computer system. He wanted an efficient, flexible EHR, complete portability, an integrated knowledge base, and the ability to connect with clinical equipment, labs and pharmacies.

Most importantly, Dr. Cohen was looking for a truly unified solution — with clinical and administrative functions in the same application and one database — for his new practice, because he wasn't planning to employ an in-house computer staff. “I didn't want to deal with multiple companies or worry about an update from one affecting all the interfaces,” says Dr. Cohen.

This requirement eliminated many of the best known systems right away. “We talked to five or six different companies and saw demonstrations of all their systems,” he remembers. “Of those I saw, Aprima was clearly the best.” Because Aprima EHR/PM is a single application built on a single database, it gave Dr. Cohen the flexibility and power to support this innovative office.

**PRACTICE AS YOU LIKE**

Aprima’s flexibility has helped Dr. Cohen create his ideal practice. Even though the doctor had no experience with electronic records before starting this practice, he was able to get started easily and be comfortable in just a few months. He says, “It was easy to set everything up the way I want. For example, I could set up the history to take exactly the information I’m looking for. Running a private practice on paper was much harder. It’s very frustrating not to be able to find information or be able to read your handwriting. And it’s hard to capture enough detail on paper. Aprima makes it easy to give more detail and keep updated problem lists.”

Dr. Cohen does a lot of moving around, both in the chart and around the city. He offers home visits to all his patients who live within a 30-minute drive of his office. Aprima allows him to provide those home visits with all the information and charting capabilities he has in his office.

He explains, “One of my patients has a syndrome that causes her to vomit continually for days on end. By age seven, she had been hospitalized 14 times for dehydration associated with the vomiting. She’s had three episodes since joining my practice, and I’ve been able to treat them all with IV fluids given at her home. That’s genuinely changed her family’s life.”

Dr. Cohen wouldn’t be able to offer that service without Aprima’s replication mode, also called “Anytime, Anywhere Access.” This unique feature saves all the information associated with active charts (for example, that day’s appointments) on a tablet PC or in laptop memory. This
lets Dr. Cohen work from anywhere, just as if he were connected to the office server. The next
time he’s in network range, Aprima automatically syncs the server with his computer, saving the
most recent data. The function is completely transparent to him.

**THE BENEFITS OF INTEGRATION**

Next Generation Pediatrics has interfaces with Quest Laboratories and the Midmark IQmark digital spirometer and digital ECG. Aprima’s ability to interface smoothly with devices and the laboratory helps Dr. Cohen and his nurses get information immediately, with no errors and with no manual data entry — saving many hours every week.

With administrative tools, scheduling, billing and medical records in one system, the whole office runs efficiently. Dr. Cohen can send prescriptions electronically while the family is still in his exam room, eliminating waits at the pharmacy. Coding is automated, instant, accurate and well-documented.

**FLEXIBLE BILLING ARRANGEMENTS**

Aprima’s billing functions are even flexible enough to accommodate Next Generation’s unusual financial arrangements. This practice does not file insurance claims or receive direct insurance payments. Instead, it charges a substantial fee for the annual exam, which covers labs, immunizations, health screenings and all the extra services such as 24-hour access and home visits. Sick visits are charged the Medicare price; office staff helps patients submit receipts and forms for insurance reimbursements. Such an arrangement requires a particularly adaptable PM system, and Aprima handles it effortlessly.

“I’ve been very happy with Aprima and the system,” Dr. Cohen says. “Based on how responsive the company is, and the level of support they’re giving, this system will be very powerful. I like the future of where Aprima is going.”

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**RESULTS**

- Easy accommodation of the practice’s unique, innovative business model
- More time to care for patients
- Office efficiency
- Flexible billing options

**ABOUT APRIMA MEDICAL SOFTWARE**

Aprima Medical Software, Inc. provides innovative electronic health record, practice management and revenue cycle management solutions for medical practices.

Aprima uses a fast, flexible design that adapts automatically to a physician’s workflow and sets the benchmark for ease-of-use, speed and flexibility, and is one of the few companies with a 15-year track record of success, including Certification for Meaningful Use Stage 2 in 2013. To learn more about the details of this and other certifications please visit www.aprima.com/company/industry-recognition.

Based in Carrollton, TX, Aprima performs all development, support and implementation from the U.S.

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To learn more about how Aprima can help your practice:

VISIT www.aprima.com
CALL 866-960-6890, option 7
EMAIL info@aprima.com
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**CERTIFIED EHR VENDOR & PRODUCT INFORMATION**

Vendor Name Aprima Medical Software, Inc.
Certified EHR Name PRM 2014
Certified EHR Version 14.0
InfoGard Certification # IG-2999-13-0024
Certification Date 8/5/2013
Classification Complete
Practice Setting Ambulatory
Requirements Edition 2014
Certification Criteria §170.314(a)(1)-(a)(15), (b)(1)-(b)(5), (b)(7)-(f) (3), (g)(2)-(g)(4)
Link to Public Test Report http://www.infogard.com/healthcare_it/ehr_testing_and_certification/ehr_certified_products
Additional SW Required (+ corresponding cert. criteria)
Microsoft Excel for 314.a14
Additional Costs Third-party database or drug formula charge; one-time implementation fee; yearly maintenance charge

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Aprima PRM 2014 EHR (electronic health record) and PM (practice management), version 14.0, has received Meaningful Use Stage 2 certification as a Complete EHR for use in ambulatory care settings from InfoGard (www.infogard.com), an accredited ONC-ACB certification body. This Complete EHR is 2014 Edition compliant and has been certified by an ONC-ACB in accordance with the applicable certification criteria adopted by the Secretary of Health and Human Services. This certification does not represent an endorsement by the U.S. Department of Health and Human Services or guarantee receipt of incentive payments. Certification was received on August 5, 2013.

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