Challenges Facing Physician Practices Today

Meeting Meaningful Use Timelines

Being as Efficient as Possible Using Their EHR

Maintaining High Quality Patient Notes

Maintaining Patient Volumes

Maximizing Practice Revenue

How can physicians make their EHRs easier to use?
Is there a proven path to make documenting care both more complete and faster than typing, so doctors can spend more time with patients?

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Survey of Over 1000 Physicians Uncovered

93% HER/HIS does not reduce time spent documenting care

67% Reliance on keyboard and mouse within an HER/HIS is a major hurdle

97% Narrative is more valuable to treating patients

96% May lose the patient's unique story with transition to point-and-click EHRs

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The Answer is …. Dragon Medical Practice Edition
Speech-Enable Your EHR

Benefits

- Increased Clinician Satisfaction
- Higher Quality Patient Notes
- Accelerated EHR Adoption

Dragon Medical – Used by 200,000 Clinicians

Provider PC with Dragon Medical Practice Edition & PowerMic II

EHR System

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Dragon Medical Practice Edition:
Summary of New Features and Benefits

INCREASED ACCURACY

Over 20% more accurate than the previous version

FASTER RESPONSE

Faster than the previous version

SMART CONFIGURATION

Self-detects hardware to optimize performance

STREAMLINE WORKFLOW

The Hidden Dictation Box new transparent feature allows EHR input without toggling between screens

ACCENT SUPPORT

More comprehensive regional accent coverage

WINDOWS 8 COMPATIBLE

Works in IE 10 and Office 2010

HELP SYSTEM AND TUTORIALS

New tips and illustrations, redesigned tutorial, short videos, and improved access to related details such as a glossary of key terms

FLEXIBLE INPUT

Use your iPhone and Android devices for speech input

CITRIX COMPATIBLE

Allows for remote EHR users to continue to use Dragon

INCREASED VOCABULARIES

Over 90 medical specialty vocabularies

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Dragon Medical Practice Edition: Features and Benefits

Accelerated EHR Adoption

- Smart configuration – self-detects hardware to optimize performance

- EHR support – only Dragon solution fully compatible and tested with EHRs/HA RIS 3

- HIPAA-compliant – only Dragon solution securing patient confidentiality

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Customer Feedback

"I use the EHR for a lot of point-and-click, but for the subjective information, as well as my conclusions and impressions, that's where Dragon Medical Practice Edition shines...***I would never go back to life pre-Dragon Medical.***"

Andrew Fireman, MD, Cardiologist
AMS Cardiology
Abington, Pennsylvania

A 17-doctor cardiology practice with 100% physician adoption of Dragon Medical Practice Edition.

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Dragon Medical Practice Edition:
Enabling Practices to Deliver Higher Quality Care

Spend More Time With Patients

- Increased accuracy means fewer errors to correct

Dictate in Your Own Words

- More detailed History of Present Illness, more flexible Review of Systems, and more descriptive Assessment and Plan – your medical decision-making

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Dragon Medical Practice Edition:
Enabling Practices to Deliver Higher Quality Care

Improve Physician Satisfaction

- Saves clinicians 30 minutes or more a day, so they can spend more time with patients or get home on time. Allows them to enjoy practicing medicine again

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Dragon Medical Practice Edition:
Yields Cost Savings and Productivity

Reduce the Cost of Documentation

- Dragon Medical Practice Edition can save $5,000+ a year spent on transcription

Support Higher Levels of Reimbursement

- Improves coding effectiveness and provides richer detail per patient
- Studies have shown that Dragon Medical's more complete notes generate greater relative value units (RVUs) than either dictation or typing into an EHR: $5,000 - $10,000 per MD per year

Increase Practice Volume

- Faster, more accurate response reduces time spent on documentation, allowing clinicians to see more patients and increase practice revenue and profitability

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Dragon Medical Client – What is it?

- Front-end, "real-time" speech recognition

- Replaces keyboard entry and point & click

- Fastest, most cost effective path to EHR adoption

- Dictate progress notes, history of present illness, assessments and plans, consult notes, referral letters, etc.

- Up to 99% accuracy instantly

- Medical vocabularies
  - covering more than 90 specialties/subspecialties

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Dragon Medical Lets Doctors Dictate in their Own Words, Complementing the Structured Input of an EHR

Structured "point and click" data entry

Dragon-driven navigation – command/control

Dragon-dictated narrative: History of Present Illness, Review of Systems, Assessment and Treatment Plan

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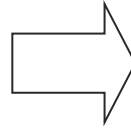# The Challenge of Narrative vs. Discrete data

Beyond convenience, quality of care at risk
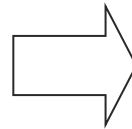
Narrative Dictation

Structured Entry

Example 1

The patient is a 74-year-old female who presents with a complaint of fall, she woke up this morning and had a donut for breakfast instead of her usual cheese bagel, while eating breakfast she heard the phone ringing in the upstairs bedroom. She ran upstairs to get it. She felt dizzy and fell down the stairs and broke her left foot.

⇒

The occurrence was one hour prior to arrival
The course of pain is constant
Location of pain: Left foot
Location of bleeding: None
Assessment: Broken Left Foot

Example 2

The patient is a 74-year-old female who presents with a complaint of fall, she was playing soccer with her grandkids in the backyard and slipped and broke her left foot

⇒

The occurrence was one hour prior to arrival
The course of pain is constant
Location of pain: Left foot
Location of bleeding: None
Assessment: Broken Left Foot

97%	**Narrative is more valuable** to treating patients
96%	May **lose the patient's unique story**
93%	EHR **does not reduce time** spent documenting care
67%	Reliance on keyboard and mouse […] is a **major hurdle**

Source: Nuance Survey with nearly 1,000 responses from physicians, Dec 2009

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Value Propositions

1 Increased Clinician Satisfaction

2 Higher Quality Patient Notes

3 Accelerated EHR Adoption

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Dragon Medical v. Non-Medical Dragon Offerings

	Dragon Medical	Non-Medical
Comprehensive Medical Vocabulary Library	Yes	No
Very high accuracy dictating medical records	Yes	No
EHR Support	Yes	No
Philips SpeechMike Premium Support	Yes	No
Patient Information Security	Yes	No
Hidden Dictation Box	Yes	No
Dragon Templates	Yes	No
Medical Formatting Rules	Yes	No

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