



Community Providers Association

Caring for Connecticut.

Updated with
NEW VENDORS
2/24/10

CCPA 2010 EHR Vendor Breakfast Series

CCPA Office

35 Cold Springs Road; Suite 522

Rocky Hill, CT 06067

FREE !
No charge to attend,
but pre-registration
is required.

See Schedule Below:

9:00 am - 11:00 am

Please check CCPA's online calendar to view updated information. <http://www.ccpa-inc.org/EventCalendar.aspx>

Friday, March 12, 2010 - Defran Systems

Friday, March 19, 2010 - Netsmart Technologies (New Vendor!)

Wednesday, March 24, 2010 - UNI/CARE (Note that this session is on Wed.)

Friday, April 16, 2010 - Foothold Technology (New Vendor!)

Thursday, April 22, 2010 - CCPA EHR Series, Member "Debrief" Meeting (New!)

CCPA is pleased to offer this breakfast series that will feature multiple electronic health record vendors so agencies can evaluate which system fits best for their organization's needs.

During these interactive sessions, each vendor will provide an explanation/demonstration of their product and will allow time for Q&A. EHR vendors will speak to system features such as: data ownership/access; security/privacy; linkage to other data systems; ability to customize; multiple locations; staff training, as well as other items. Each vendor will also address:

- How does this product meet Connecticut's data reporting requirements for DCF (PSDCRS) and DMHAS. What is the process for incorporating updates?
- What measures are there to make the system HIPAA compliant, and incorporating updates?
- Are the services hosted on the web or hosted in-house?
- How is the cost structure based?

Who Should Attend:

**Executive Management Team, including Clinical, IT,
Quality Assurance and Fiscal leaders**

NOTE: In case of poor weather conditions, please call the CCPA office after 7:00 am the morning of this seminar. If a delay or cancellation is necessary, news will be posted on our main voice mail system.

**CCPA 2010 Electronic Health Records
Vendors Breakfast Series ~**

February 12, 2010: The Echo Group

THE ECHO GROUP: 30 YEARS OF OUTSTANDING ELECTRONIC HEALTH RECORDS AND BILLING SOFTWARE SOLUTIONS

The Echo Group, based in Conway, NH, has been a leading national vendor of software and services for human services and behavioral health organizations since 1980.

Joe Viger, Vice President of Business Development, and Scott Taylor, Senior Business Analyst will offer an informative presentation about Echo's award winning electronic health record Clinician's Desktop, Revenue Manager billing software, Transactions Management billing services and Echo's work in Connecticut.

Don't miss this opportunity to see an innovative, timeline-based approach to working with clinical charts called the Echo Visual Health Record™. The VHR provides an intuitive interface, visual alerting and clinical decision support that will ease your adoption of an enterprise-wide electronic health record.

February 19, 2010: MindLinc, Duke University Behavioral Health

MindLinc's Behavioral Health HIPAA-compliant comprehensive, clinician/patient-centric workflow electronic behavioral health care management and decision support system seamlessly integrates scheduling, eligibility-authorization, registration, clinical care at all treatment levels, task management, and billing-claims management to help customers' improve quality and outcomes of care, productivity, and financial and organizational performance.

- **Fully Customer-Configurable to Match User's Workflow**
- **Comprehensive, industry-best psychiatric and substance abuse assessments**
- **Integrates patient and family involvement** self-reported information and feedback into treatment
- **Decision Support Rules Engine** provides ability for rules and alerts to meet State, Federal, Regulatory and P4P requirements
- **Measurement – Outcomes Tools:** provides ability to measure progress toward achieving treatment objectives and discharge criteria using embedded treatment progress outcomes tracker. Innovative visual tools and user interface including measurement tracker for outcomes, symptoms, side effects, treatment progress (and more); medication timeline, and scales' graphs
- **Benchmark organization performance**, collaborate with **MindLinc** customers, and identify EBPs using **MindLinc's** Global Anonymized Database – world's largest codified behavioral health database
- **Increase revenues through research – MindLinc** suite integrates clinical trial data capture functionality. **MindLinc-Duke** wins clinical trial business for our EMR customers - add \$50,000 - \$100,000 per study. No other EMR vendor can do this! Visit us at www.mindlinc.com

February 26, 2010: Qualifacts

Qualifacts is proud to have 6 years of success providing our Electronic Health Record and enterprise management system to Connecticut's Behavioral Health and Human Services providers. Qualifacts is the fastest growing EHR vendor in Connecticut--adding 4 agencies in 2009 alone. Here is why our customers tell us they selected Qualifacts:

- Qualifacts has a very smart and strong CT user community. This user group has driven excellent state functionality—making the system very effective (“out of the box”) for other CT agencies

- The SaaS (Software as a Service) delivery model ensures our customers fast implementations, with low start-up costs and an application that is intuitive and easy to learn.
- The web-native platform is ideal for organizations with community based resources, multiple geographic service locations and/or the desire to perform concurrent documentation.
- Most importantly—our Connecticut customer base is happy and acts as our #1 source of new clients in Connecticut.

With rapid, low-cost implementations, Qualifacts' customers are benefiting from an integrated, fully functional EHR and billing platform faster with less financial risk. For more information or to schedule a free online system demonstration, please visit www.qualifacts.com or contact Sue Barton, Qualifacts' Connecticut Senior Account Executive at 518-329-0753 or susan.barton@qualifacts.com.

March 5, 2010: Sigmund Software™

Sigmund Software™ is one of the industry leaders in developing, supporting and implementing Electronic Medical Record Software to Behavioral Health and Addiction Treatment Providers nationwide.

With a scalable, flexible, and highly configurable Client Server or web based solution (ASP), Sigmund offers a complete information management and EMR application to organizations of all sizes and service offerings. Sigmund documents a client's treatment from the point of intake through discharge and includes an integrated Billing & Accounts Receivable module with electronic billing and benefits verification capabilities. It is arguably the most robust and easy to use EMR application in the market which has coined the phrase "psycho-ergonomic".

With successful installations in large, full continuum Connecticut providers, Sigmund fully understands the documentation and reporting needs which are paramount to ongoing business continuity. This knowledge translates to a seamless, flexible and minimally intrusive implementation process. Sigmund's support services are unparalleled in the industry offering real time access and guaranteed response time.

March 12, 2010: Defran Systems

Defran Systems is a leading innovator in the development of comprehensive enterprise-wide case, clinical and financial management systems (also known as EMR or EHR software) for human services organizations nationwide. Our clients range from some of the nation's largest non-profit organizations and government agencies to a number of community-based entities.

For over 25 years, we've dedicated our efforts to the development and continuous improvement of our industry-leading software products and services and effectively supporting our ever-growing client family.

Julie Ingram, Director of Sales , will discuss Defran's flagship software application, **Evolv-CS**, a web-based, fully integrated software solution built to support the whole spectrum of human services programs and providers.

Evolv-CS addresses the entire continuum of care: beginning with referral processing and initial testing and screening, through the delivery of services and provision of treatment, the generation of third-party claims for services, payments to resource families, client discharge and aftercare.

The system includes a robust set of features that assist organizations in maintaining comprehensive electronic case/clinical records, as well as an extensive set of tools designed for customizing the application to meet agency-specific processes and outcomes reporting requirements.

March 19, 2010: Netsmart Technologies

Netsmart is the technology partner of choice for a variety of Connecticut behavioral health provider organizations and two state agencies. DMHAS uses Netsmart software, signing a contract in 2008 for an upgrade to our latest product. The Connecticut Department of Administrative Services has used Netsmart software for years to gather data and bill for multiple state agencies.

Netsmart's Davies Award-winning , CCHIT-certified Avatar Clinician Workstation (CWS) EHR software meets DCF (PSDCRS) and DMHAS data reporting requirements, and can be deployed either as enterprise software or in a secure, hosted software-as-a-service (SaaS) environment.

Avatar CWS was the first behavioral healthcare software to be certified according to the Certification Commission for Health Information Technology (CCHIT) Ambulatory EHR 2006 criteria.

Netsmart solutions help its customers meet the evolving definition of "meaningful use" under the American Recovery and Reinvestment Act (ARRA) of 2009.

More than 18,000 customer organizations, including 350,000 care providers and nearly 40 state systems, have chosen Netsmart as their technology partner to help them fulfill their mission of improving the quality of life for millions of people each year.

For information about Netsmart Technologies' full range of solutions for behavioral healthcare organizations, visit www.ntst.com or call 1-800-421-7503, Option 6.

March 24, 2010: UNI/CARE Systems, Inc.

For more than 25 years, under the consistent leadership of its Founder/CEO, UNI/CARE has provided integrated clinical/financial software solutions to an impressive array of Behavioral Healthcare Organizations. In an industry marked by uncertainty and quickly shifting technology trends, our success has enhanced our mission to continuously provide quality value to our customers.

April 16, 2010: Foothold Technology

Foothold Technology provides human service agencies with affordable enterprise-wide case management and client tracking software that tracks both mission-critical and administrative data. Our clients run programs across the spectrum of Behavioral Health and Social Services; Mental Health, Substance Abuse, MR/DD, Child & Family, Community, Homeless and more. Thus, our software, AWARDS, is flexible enough to track and report data in unique service and program specific formats, as well as for the entire organization. We also have a wide variety of operational functionality to help the agency work as a whole like Automated Electronic Billing (Medicaid, 3rd Party & self-pay), Scheduling/Calendar, Human Resources, and Forms Customization.

AWARDS uses the web-based ASP model which allows organizations to save money by outsourcing their technological hassles. Our commitment is to allow agencies to focus on their mission by freeing them from the burdens of record keeping and reporting. Our promise is to drastically reduce the time required for administrative tasks by automating as much of the work as possible. The end result is that your staff will get to do what they came to do in the first place: serve the disenfranchised, not manage information.

For additional details, visit <http://www.footholdtechnology.com> or contact Dave Kasdan x.8023, dave@footholdtechnology.com or Nick Scharlatt x.8003, nick@footholdtechnology.com

April 22, 2010: CCPA EHR Series, Member "Debrief" Meeting

REGISTRATION FORM

CCPA 2010 Electronic Health Records- Vendors Breakfast Series

Please copy this registration form as needed.

Name _____

Title _____

Agency _____

Address _____

Phone _____ Email _____

Please check off the session(s) you plan to attend. All sessions will be held from 9:00-11:00 am at the CCPA Office in Rocky Hill. **Fax to: (860) 257-7777.** Questions? Contact Kendra Maigarie, Manager of Member Services at (860) 257-7909 or kmaigarie@ccpa-inc.org

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CCPA Members: Plan to attend this follow-up meeting so that you can discuss the presentations from the previous weeks with your industry colleagues. A portion of this meeting will also be used to strategize on how CCPA may be able to work with the vendors to arrange discounted pricing.

About CCPA

The Connecticut Community Providers Association represents organizations that provide services and supports for children and adults with disabilities and significant challenges including people with substance-use disorders, mental illness, developmental and physical disabilities.

CCPA operates three divisions: Adult Behavioral Health, Children's Mental Health & Substance Abuse, and Developmental Disabilities, and is the lead advocate for community human service providers at the state legislature and with state agencies. Visit us online at www.ccpa-inc.org

If you have questions regarding this event, or would like information on how your organization can become a CCPA member, please contact Kendra Maigarie, Manager of Member at (860) 257-7909 or kmaigarie@ccpa-inc.org.