



How an Integrated EHR and Practice Management Platform Elevates Your Practice

Have you ever bought a pair of pants to go with a shirt you own, then got home and realized that they are a complete mismatch? You might have experienced the same buyer's remorse if you've bought healthcare software a la carte from different vendors. Your solutions don't talk to each other, there are feature overlaps and you're stuck paying for the same things, one vendor upgrades their product and now your solutions won't work together, and so on.

Medical practices have a lot of choice in both healthcare software and vendors. Products always vary by price and features, but what's the biggest selling point for buyers? Ninety-two percent want Practice Management software that is tightly integrated with their EHR. And 86% of providers are actively looking for an integrated EHR and Practice Management solution that aligns clinical data with revenue cycle management. The goal is to create a more complete picture of patient health, increased reimbursements, and intuitive workflows. The easiest way to achieve a higher level of interoperability is through a consolidated EHR and Practice Management solution from the same company. In addition to pairing financial management with optimal patient care, there are other advantages to choosing an integrated digital healthcare solution from a single vendor.

Providers want more from technology

"Healthcare organizations are seeking out EHR vendors that will do more than just install an EHR system and forget it. Vendors need to be able to implement a full range of technology solutions that help to solve real business problems."

Kalorama Information





More money in your pocket

When you purchase the same brand of washer and dryer together, you pay less than if you buy them separately. The same is true for Practice Management and EHR software.

In addition to paying less, revenue is typically greater, likely due to the greater efficiencies of time and effort which a consolidated solution offers. [Black Book research](#) found that physician practices with an integrated EHR and Practice Management platform billed 29% more than those with non-integrated systems. And because claims flow seamlessly from your EHR to your Practice Management's billing solution, claims are cleaner, with fewer denials. Fewer denials mean faster payment, less rework, and fewer write-offs.



Why you want to make the investment

According to [Black Book](#), health systems are more likely to maximize return on investment with “complex organizational structures” that allow seamless coordination between departments and locations in areas that include staffing, scheduling, billing, claims processing, patient engagement and inventory management.

Half the effort, twice the efficiency

In April 2019, the [Association of American Medical Colleges](#) predicted a shortage of nearly 122,000 doctors by 2032. And, this was before the COVID-19 pandemic stretched healthcare resources even thinner. That puts a greater priority on ensuring software is both easy to use (and thus, easy to train staff) and enhances efficiency.



Performing an administrative task more than once wastes valuable time and increases the opportunity for error. Accessing multiple systems with a single sign-on is faster than separate, disparate logins which can create confusion and replication of efforts. With integrated Practice Management and EHR solutions, patient insurance and demographic data is entered once and is accessible across all systems. It also lowers the risk of human error that can occur during [duplicate data entry](#). Reimbursement is quicker and more accurate, since data goes directly from the EHR to billing without duplicity of claims, payments, or potentially bothersome patient notifications.

“Integrating EHR and practice management systems can increase revenue because having the data all in one system makes it easier to pull claims to submit to payers,” says [Tammie Olson, Management Resource Group](#). “It’s also easier for integrated systems to identify and correct improperly coded procedures.”

Greater interoperability across your practice

Another benefit of using a consolidated EHR and Practice Management software is a smoother flow of data. This translates into more effective workflows, and it’s easier for administrators and staff to monitor and analyze performance across your practice. Fully-integrated software helps create seamless coordination of the different aspects of your business, especially if your practice has multiple locations or specialties. For example, maximize staff efficiency with single sign-on. And central billing office features give you more control over revenue management and collections.



National interoperability is coming!

The [21st Century Cures Act](#) (the Cures Act), signed into law on December 13, 2016, enhances the ability to access, exchange, and use Electronic Health Information without special effort on the part of the user. Once fully implemented, patient healthcare data will be available for use by patients and providers across the country.



Simplified vendor administration

Your administrative and clinical staff will appreciate having one company and one phone number for support, training, and questions. With one vendor, it's easier to learn integrated platforms since there are similarities across workflows and terminology, and monthly billing is simplified with a single vendor invoice.



Solving your challenges with one solution

RXNT's Full Suite is your complete healthcare system that combines all these software solutions:

- Comprehensive EHR
- Award-winning Electronic Prescribing
- Interactive Patient Portal
- Practice Management with Billing and Scheduling.

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