



## Six Tips for Selecting an EHR

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- 1) **Successful EHR implementation is 75 percent preparation and process and 25 percent technology.** A lesser system well-implemented will get better results than a great system poorly-used. If there is commitment to carefully select and implement an EHR, and skilled assistance to guide the process, then most established, respected, and certified EHR systems will likely serve you well.
- 2) **There is great value in community.** Physicians have found it very helpful when other practices they know are using the same system. They can share tips and discoveries that ease the learning process.
- 3) **Interfaces are important.** Certain interfaces, like lab orders and results, improve efficiency, minimize the need for data entry, and are a key element of meaningful use. Check if your lab and other vendors have already established an interface with the EHR product you are considering.
- 4) **Physicians need support for meaningful use requirements as they evolve.** Keep future performance requirements in mind—don't consider automating processes as they exist today.
- 5) **Check that the EHR is certified** at <http://onc-chpl.force.com/ehrcert>. You need a certified product to qualify for any Medicare or Medicaid EHR Incentive payments.
- 6) Review customer ratings. KLAS (<http://www.klasresearch.com>) collects customer ratings of EHRs. In exchange for sharing experience about technology you have used, KLAS will give you access to its accumulated performance data at no charge.