

## HIStalk's "Must-See" Exhibitors Guide for MGMA 2014

We've put together a list of wonderful HIStalk sponsors exhibiting at this year's MGMA conference in Las Vegas. Take a moment to look over the products and innovations (and giveaways!) our sponsors plan to showcase, and map out your trip to the exhibit hall accordingly. We've also included contact information for a few sponsors who will not be exhibiting, but will be available for one-on-one meetings.

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### **ADP AdvancedMD**

**Booth 1237**

AdvancedMD is a leader in all-in-one, cloud EHRs; practice management with Big Data practice analytics; and medical scheduling software; as well as medical billing services. With AdvancedMD, you can leave behind five or more systems with our all-in-one unified solution that allows you to optimize schedules, simplify check-in and checkout, document patient encounters, prescribe and order, capture and pursue revenue, leverage real-time analytics to improve financial performance, engage with patients, and practice on the go. AdvancedMD simply makes running your small practice easier. Come see us at booth #1237 where we will offer free ICD-10 risk assessments and demo the latest product innovations aimed at helping independent medical practices enhance performance and productivity. Visit us online at [www.advancedmd.com](http://www.advancedmd.com) or on Twitter [@adpadvancedmd](https://twitter.com/adpadvancedmd).

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### **Allscripts**

**Booth 614**

Visit Allscripts to experience The Power of All. We connect people, places, and information across all care settings through our Open, Connected Community of Health. Our full suite of population health solutions build on the power of our comprehensive suite of Clinical and Revenue Cycle core products. We deliver the portfolio flexibility to work with all major EHR applications in the market today. We enable our clients to deliver better outcomes. Solutions that will be showcased during MGMA include Allscripts TouchWorks EHR, Allscripts Wand for TouchWorks, Allscripts Professional EHR, Allscripts Wand for Professional EHR, Allscripts Practice Management (PM), Allscripts Payerpath, Allscripts Revenue Cycle Management

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Services, FollowMyHealth, FollowMyHealth Achieve ([Press Release](#)), and Allscripts Payer Life Sciences. The Allscripts Developer Program will showcase more than 80 certified partner apps and devices on the Allscripts [Application Store](#). These innovative applications were custom built for TouchWorks EHR, Professional HER, and PM. For more information, contact [Laura Mullaney](#).

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**Aprima Medical Software Inc.**  
**Booth 901**

Aprima offers a fully integrated, single application, single database practice management/EHR solution, as well as complete RCM services. Our no-template design is chief-complaint driven with an adaptive learning capability based on your style and habits. To learn more about how Aprima can help your practice, visit [www.aprima.com](http://www.aprima.com) or email [info@aprima.com](mailto:info@aprima.com).

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**Availity**  
**Booth 715**

Don't miss daily drawings for Tiffany & Co. jewelry at the MGMA 2014 Annual Conference, courtesy of Availity. Stop by Availity booth #715 on Sunday\* and enter your ticket for three chances to win. You must be present to win, so be sure to come back during drawing times: Sunday, October 26 at 6 pm; Monday, October 27 at 1:30 pm; and Tuesday, October 28 at 1:30 pm. While you're there, spend a few minutes talking with an Availity representative about challenges you face at your organization, and let us pass our expertise on to you! If you're struggling with patient collections, schedule a 30-minute meeting with a patient access consultant. *\*You may enter at any time, but will have fewer chances to win. Entries roll over to the next drawing.*

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## **Beacon Partners**

**Booth 1050**

For more than 25 years, Beacon Partners has provided healthcare management consulting services to hospitals, academic medical centers, physician groups, and health systems across North America. We help our clients optimize their operational, clinical, and financial performance by helping them navigate regulatory challenges, integrate clinical and financial systems, manage costs and revenue, and improve patient outcomes.

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## **Billian's HealthDATA**

To schedule a meeting, contact Nathan Lenyszyn at [nlenyszyn@billian.com](mailto:nlenyszyn@billian.com).

Comprehensive physician and group practice intelligence from Billian's HealthDATA helps clients proactively identify and engage best-fit healthcare buyers. Target clinicians and practice leadership in our online database by size, specialty, location, and Meaningful Use participation and connect via email, direct mail, and social media. Visit [billianshealthdata.com](http://billianshealthdata.com) to learn more.

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## **CareSync**

**Booth 1307**

CareSync connects people and data to redefine the role of the patient and create a better healthcare experience for everybody. The team will demonstrate how CareSync's unique combination of technology and services creates the best source of patient data that is accessible, relevant and meaningful, and easily shared, directly from the application. They'll also showcase the newly released CareSync Pro, the enterprise communication layer that for the first time connects healthcare entities with members, their families, and their caregivers to

share valuable health information and facilitate care coordination. Email [team@caresync.com](mailto:team@caresync.com) to schedule an appointment, or visit booth #1307 during exhibit hall hours.

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**Clockwise.MD**  
**Booth 1340**

Clockwise.MD addresses the most common source of patient dissatisfaction in healthcare - waiting for care. It lets patients skip the waiting room, keeps them up-to-date and informed about their position in the queue, and lets them know when they'll be seen. It also automates the wait list, filling cancellations in seconds. Visit us in booth #1340 to win Bose QuietComfort Noise-Cancelling Headphones for the flight home!

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**CompuGroup Medical US**  
**Booth 827**

Stop by booth #827 and experience an exciting activity line up with incredible prizes to be won! CompuGroup Medical US (CGM) will be in Las Vegas for the MGMA 2014 Annual Conference from October 26-29, 2014, and we want to see you there! As a global e-health company with over 25 years of international market leadership, we are here to serve you! Our healthcare software solutions augment the efforts of healthcare providers, enabling them to achieve the best possible outcomes for their patients. Versatile, easy-to-use and intuitive, our solutions offer high productivity and efficiency gains, and are highly configurable to suit the unique needs of physician practices, community health centers, and laboratories as well as several other healthcare organizations. Are you in the market for a population health management solution? We have you covered! We look forward to seeing you there! Visit [www.CGMus.com](http://www.CGMus.com) for more information.

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## **e-MDs**

**Booth 600**

Whether your medical group is a single specialty or multi-specialty, e-MDs can meet your needs. Our software is used by physicians in nearly every medical specialty and supports many workflows unique to individual specialties. E-MDs' integrated EHR/EMR and practice management software solutions, designed with the input of thousands of physicians, enable physician productivity and a superior clinical experience, with proven benefits for the quality of care and business operations. E-MDs also offers a comprehensive and affordable population health management solution used in more than 40 ACOs across the U.S. E-MDs Population Health Management identifies care and quality gaps across the enterprise. Its administrator views and physician dashboards make it easy to manage risk and take action using population-based and patient-specific drill-downs that enable timely point-of-care actions to improve health and financial outcomes.

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## **eClinicalWorks**

**Booth 215**

EClinicalWorks delivers healthcare IT solutions, including EHRs, population health, and patient engagement tools. With medical providers across all 50 states using its solutions, customers include physician practices, patient-centered medical homes, ACOs, university student health services, athletic organizations, out-patient departments of hospitals, health centers, and convenient care clinics. Stop by our booth to hear how several physician-led ACOs have improved quality while significantly increasing savings, learn about new developments, and see live demos.

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## **Emdeon**

## Booth 631

Join practice operations and revenue cycle management expert Elizabeth Woodcock, MBA, FACMPE, CPC, in Emdeon booth #631 to learn practical, real-world strategies for overcoming the most common roadblocks to practice success. Monday at 9:45: "Eligibility tips & tricks;" Monday at 12:45: "Denied Claims Mean Denied Revenue: Get control of your denials today!" Tuesday at 9:45: "Getting your patients to pay" [www.emdeon.com](http://www.emdeon.com)

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## GE Healthcare Booth 559

From increasing patient throughput to reducing rejected claims, our software and services help you connect productivity with care. Visit GE Healthcare at MGMA booth #559 to learn more about our financial management, care delivery management, and population health solutions. Schedule a demo at this link:  
[http://it.gehealthcare.com/IP\\_CPS\\_MGMA\\_Tradeshow\\_October\\_DEMO\\_2014.html](http://it.gehealthcare.com/IP_CPS_MGMA_Tradeshow_October_DEMO_2014.html)

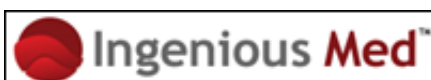
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## healthfinch Booth 201

Healthfinch is the leading provider of clinical decision support tools that seamlessly integrate into the EHR and automate and/or delegate the routine and repeatable tasks physicians completes on a daily basis, thus freeing up approximately 40 percent of a physician's day.

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## Ingenious Med

## Booth 115

Ingenious Med provides the leading patient encounter platform - a cloud-based, Web and mobile point-of-care solution that automates the workflow of care teams in the areas of care coordination, charge capture, and advanced analytics. Ingenious Med continues to break new ground, developing useful, useable solutions to increase the quality of care, protect and bolster revenue, and most importantly of all, put physicians' time where it is needed most - with their patients. Find out more at [www.IngeniousMed.com](http://www.IngeniousMed.com) or visit booth #115 for a 5-minute demo and a chance to win a Pebble Steel smartwatch.

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## MedData Inc.

### Booth 1044

MedData is a leading national provider of revenue cycle management and patient financial lifecycle solutions including billing, coding, collections, and patient satisfaction. From our headquarters in Brecksville, OH, as well as from offices in Grand Rapids, MI, Roseville, CA, Bellevue, WA, and Peoria, IL, we've provided innovative billing solutions to the medical community across a variety of medical specialties since 1980.

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## Navicure

### Booth 1007

Stop by booth #1007 to learn more about how Navicure's cloud-based healthcare billing and payment solutions help healthcare organizations of all sizes increase revenue, accelerate cash flow, and reduce costs in the course of managing insurance claims and payments. Navicure is the exclusive billing and payment solution of the MGMA AdminiServe Partner Network and a MGMA Executive Partner. Make sure to schedule time to attend the following sessions to learn more:

- "Automating the Life Cycle of a Practice Dollar," presented by Ken Bradley on Monday, Oct. 27, 9:30-9:55 a.m. Location: Halls N2-N4, Booth #154, H1P1
- "Three Steps to Better Denial Management," presented by Joel Young and Ken

Bradley, Oct. 28, 10:15-11:15 a.m. Location: N242

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**NextGen**  
**Booth 1137**

Stop by the NextGen Healthcare booth #1137 to see the future of health IT. Our integrated, interoperable suite of solutions spans the HIT spectrum — from powering collaborative care, PCMHs, ACOs, and HQM, to speeding revenue and managing secure, easy access to patient data. While you are in town, join NextGen for our industry event on Monday, October 27. RSVP by October 24 at [www.nextgen.com/mgma14](http://www.nextgen.com/mgma14).

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**Nuance**  
**Booth 1021**

Serving 500,000 clinician users at more than 10,000 healthcare institutions, Nuance provides end-to-end transformative clinical documentation, clinical narrative, and image sharing solutions – helping to reinvent the healthcare experience. Contact [Laura Serrano-Haggard](mailto:Laura.Serrano-Haggard@nuance.com), 608-230-7150 for more information.

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**PatientKeeper**  
**Booth 127**

PatientKeeper Charge Capture software is the most time-tested electronic solution for streamlining physician charge capture - and now technical and infusion charges, too. PatientKeeper lets physicians record charges electronically on computers and mobile devices, using familiar clinical terminology to generate ICD-9 or ICD-10 codes. PatientKeeper Charge

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Capture is the “front end” for billing systems at large physician practices nationwide, including many academic medical center physician organizations, preferred for the unparalleled flexibility it affords billers and coders, as well as the intuitive user experience it delivers to physicians. PatientKeeper’s charge capture, analytics, sign out and PQRS applications integrate with hospital and practice EMRs and billing systems to help increase revenue and cash flow, reduce charge lag days, improve billing operations, and comply with PQRS initiatives.

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### **PDR Network**

To schedule a meeting, contact Thomas Eck [Thomas.Eck@pdr.net](mailto:Thomas.Eck@pdr.net).

Population health management is the future. Is your EHR equipped with tools to support providers? PDR Network – the leader in FDA-approved patient drug safety and support services for EHRs – makes easily integrated interactive solutions available for EHR partner companies at no charge to enhance their offerings by improving patient/physician interactions to improve medication adherence and outcomes, and by offering providers real-time information to reduce liability, better understand drug costs, and reduce admin costs. PDR’s suite of interactive EHR solutions includes: *PDR® BRIEF* - the most critical drug information the moment a product is selected; *PDR+ for Patients* - customized patient-focused drug education guides directly through the EHR, patient portal; *PDR® BRIEF Price Solution* – patient-relevant copay information at the point of care. For more, visit [PDRNetwork.com/PDR-in-EHR](http://PDRNetwork.com/PDR-in-EHR).

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### **PerfectServe**

**Booth 1046**

PerfectServe, healthcare’s only comprehensive and secure clinical communications platform, makes it easy to quickly connect with the right clinician at the right time, in the way that clinician wants to be reached. Using a cloud-based system, PerfectServe routes voice, text, web- and system-generated messages based on workflow and preferences for greater reliability, efficiency, and productivity. More than 35,000 physicians use this mobile app to better coordinate care while nurses spend less time tracking down physicians and more time caring for patients.

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### **Porter Research**

To schedule a meeting, contact Ben Mauldin [bmauldin@porterresearch.com](mailto:bmauldin@porterresearch.com).

Custom market research programs from Porter Research help clients get target-market feedback to drive informed business decisions. Get candid physician feedback for product development; benchmark industry perceptions, pain points, and adoption rates; and leverage findings to establish thought leadership in your industry. Learn more at [porterresearch.com](http://porterresearch.com).

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### **Premier Inc.**

**Booth 1416**

Premier Inc. is a leading healthcare improvement company, uniting an alliance of approximately 3,000 U.S. hospitals and 110,000 other providers to transform healthcare. With integrated data and analytics, collaboratives, supply chain solutions, and advisory and other services, Premier enables better care and outcomes at a lower cost. Premier, a Malcolm Baldrige National Quality Award recipient, plays a critical role in the rapidly evolving healthcare industry, collaborating with members to co-develop long-term innovations that reinvent and improve the way care is delivered to patients nationwide. Headquartered in Charlotte, N.C., Premier is passionate about transforming American healthcare. Stop by our booth to sign our ICD-10 readiness pledge and receive a free 30-minute consultation.

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### **Sandlot Solutions**

**Booth 740**

Sandlot Solutions, founded in 2006, is a leading provider of clinical interoperability and community health management solutions focused on the exchange of clinical and claims data across the care community, population data analytics, and enhanced care coordination. Sandlot provides the tools and technology that enable healthcare organizations to improve the quality of care, understand and manage risk, reduce costs, and transition to new business models. Stop by our booth to learn more about our software-as-a-service cloud model with configurable technology that streamlines data sharing and provides physicians with actionable patient information and analytics at the point of care. Sandlot's technology works within a physician's existing workflow and, using a proprietary, patent-pending digital envelope, enables physicians to proactively address gaps in care at the point of care.

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**TriZetto Provider Solutions**  
**Booth 1207**

Come join us at booth #1207 in AdminiServe Alley!! Check out our new products and meet with Frank Cohen, industry-leading trainer in healthcare analytics and process improvement. Enter for a chance to win a JawBone UP24 Fitness Tracker and keep your health moving forward. Visit [www.trizetto.com/provider](http://www.trizetto.com/provider).

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**Versus Technology**  
**Booth 321**

Every minute matters in your practice. Are you wasting those minutes with poor patient flow? If you could improve efficiency and save just a few minutes on every patient visit, how many more patients could you serve? At Versus, we know the power of just one minute. Our Advantages Clinic patient flow system provides real-time visibility and automated alerts to save time in the moment, streamlining patient visits to reduce wait times, cycle times, and overall lengths of stay. Plus, automatically collected historical data allows you to benchmark and continually improve your processes. The end result — adding more appointments to your existing schedule without adding staff or additional exam rooms, while improving both patient and staff satisfaction. Are you ready to increase access, satisfaction, and revenue with improved patient flow? Visit with Versus at booth #321 to speak with process improvement expert Jim Stilley, MHA, FACHE,

CASC. Every visitor will be entered to win a Microsoft Surface Tablet.

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## **Contacts**

[Mr. H, Lorre, Jennifer, Dr. Jayne, Dr. Gregg, Lt. Dan, Dr. Travis](#)

More news: [HIStalk](#), [HIStalk Connect](#).

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