

GE Healthcare

Centricity® Advance for Regional Extension Centers



GE Healthcare supports the mission of Healthcare IT Regional Extension Centers as they guide providers through the transformative process of Electronic Medical Record (EMR) adoption. In conjunction with our local value-added resellers, GE Healthcare offers the combination of our proven electronic medical record, training certification program, vendor-neutral technology infrastructure training, and marketing best practice sharing.

Proven IT and Implementation Professional Services from GE Healthcare

More than 40,000 clinicians nationwide use electronic medical records from GE Healthcare with our Centricity® Advance, Centricity EMR and Centricity Practice Solution offerings. We bring over 20 years of successful implementation experience in settings ranging from solo practitioners to some of the nation's largest healthcare organizations, and our Centricity Services consultants include former clinicians, physicians, nurses, and administrators committed to working closely with you and your staff.

Utilizing GE Healthcare's proven Lean Six Sigma Methodology and Change Acceleration Process, we help practices implement processes that can deliver qualitative and quantitative patient care enhancements, while meeting business goals and objectives. GE Healthcare is ready to enable Regional Extension Centers (RECs) to guide physician practices through the implementation milestones that require time, planning, and commitment to achieve true transformation.

Training Certification Program

To meet the extension center's responsibility to support providers in implementing and meaningfully using a certified EMR, your consultant team will need to be proficient in the setup and use of a certified EMR, project management, and change management. GE Healthcare's REC training certification program covers all of these topics and provides assistance in implementing and using Centricity Advance in the form of online courses, in-person hands-on training and a personal coach.

After training certification, extension centers will have access to GE Healthcare's online training center for best practice sharing and new release online tutorials. A certification maintenance process is in place to ensure certified trainers stay up-to-date.

As part of the certification program, Regional Extension Centers will be trained to leverage a GE-developed proprietary process called "CAP", or Change Acceleration Process. CAP was developed by GE in the early 1990s and is a key required competency of company leaders. The essence of CAP is that it is a simple set of tools that are facilitated with key stakeholders to enable the surfacing of issues and dialogue around resistance to change and differences that can become roadblocks. It also focuses on moving to action and ownership by identifying recommendations to drive desired behaviors, or faster and more successful implementations.

Change is one of the top barriers to EMR adoption. With CAP, RECs will have the knowledge, skill and tools to guide their providers through the change process – from paper to full EMR adoption.

RECs who take on the responsibility for technology infrastructure support will require a deep understanding of information technology and how it impacts the healthcare delivery process. GE Healthcare is offering a program focusing on the knowledge RECs need to manage and succeed in this rapidly changing environment, regardless of equipment choices, or IT skill level. Wireless, security, DICOM® and HL7®, all supported by Healthcare IT core skills, deliver what you need to help you succeed in this changing environment.

Sales and Marketing Support

Physician recruitment for EMR adoption can be a challenge, especially with smaller groups and solo clinicians. GE Healthcare will share its experience and best practices with RECs on how to market and promote the benefits and full potential of an electronic medical record so that RECs can develop their physician recruitment strategies.

Proven Clinical, Financial and Connectivity Solutions

Centricity solutions connect it all together. From revenue cycle optimization to clinical workflow enhancement, the Centricity portfolio facilitates a new level of connectivity, delivering information at the center of care for every member of the provider community.

Centricity Advance

Designed specifically for small and medium sized practices, Centricity Advance is a web-based, fully integrated EMR, Practice Management and Patient Self Service Portal solution offering:

- Substantial reduction in initial capital outlay and a low monthly subscription fee through remote hosting
- Quick deployment with automated upgrades and system maintenance
- Customizable physician templates to address a range of specialist needs
- Advanced data security with minimal downtime disruptions

Centricity EMR

Built with the information needs of clinicians in mind, Centricity EMR can help practices:

- Streamline patient visits
- Increase the accuracy and completeness of documentation
- Benchmark clinical outcomes against peers on a local or national basis, to support the requirements of quality outcomes reporting programs and help guide care priorities

GE Healthcare offers a broad range of embedded clinical content, plus the flexibility to design encounter forms, add content, and adapt the system to suit practice workflow:

- Intelligent, embedded decision support brings critical information right to the point of care, facilitating provider's informed treatment decisions
- Automatic reminders alert the provider to needed tests or procedures, supporting effective patient care
- Powerful E&M advisor to assist the practitioner with coding accuracy



Centricity Practice Solution

A completely integrated, single-database clinical and practice management system, Centricity Practice Solution gives practices a 360-degree view of their patients:

- Information throughout Centricity Practice Solution is consolidated and presented in a user-friendly format, allowing staff to quickly make decisions about patient visits, financial inquiries, and provider scheduling
- Treatment plans delivered to populations of patients are monitored and reconciled against resource allocation, maximizing utilization rates
- Sophisticated task management capabilities and automation tools streamline and prioritize routine scheduling, documentation, billing and follow-up activities for providers and staff
- Comprehensive analytics help practices set, measure, and report on both care quality *and* business performance targets

Centricity Health Information Exchange (HIE) Services

Health Information Exchanges can enable full collaboration and interoperability among disparate groups within a community, region or state – and the ability to connect to an HIE is a key expected requirement for “meaningful use” of an EMR. Centricity HIE Services is an established solution to enable the exchange of patient-centric electronic health information via a secure, standards-based health information exchange infrastructure.

To enhance care coordination between treating physicians, referring community physicians and patients, participation in an HIE utilizing Centricity HIE Services can help practices share and access information about a patient’s conditions, medication history, lab reports, radiology results and other appropriate clinical data across the continuum of care – whether the data resides in another physician office EMR, hospital system, specialty practice, or lab.

With a flexible, advanced architecture and deep knowledge of interoperability standards, such as those established by the Healthcare Information Technology Standards Panel (HITSP) and Integrating the Healthcare Network (IHE), Centricity HIE Services provides a hosted solution to support the small practice’s ability to access information at the center of care and prepare for ARRA HITECH requirements.

Stimulus Simplicity™ for Centricity EMR and Centricity Practice Solution

GE Healthcare demonstrated our commitment to helping providers overcome the capital barrier to getting on board with EMRs and our overall commitment to supporting meaningful use by launching Stimulus Simplicity. Stimulus Simplicity provides limited-time 0% financing* and a certification warranty** on Centricity EMR and Centricity Practice Solution. GE Healthcare Financial Services (HFS) will finance a qualifying provider’s EMR purchase, with zero percent interest, and defer payments. The deferred payment schedule is designed to more closely align with when stimulus incentive payments are currently expected to begin, and helps address obstacles to EMR adoption including stimulus complexity, uncertainty around future standards, and affordability.

For more information on GE Healthcare's Regional Extension Center package, please contact emr@ge.com.



* Nothing herein constitutes a proposal or commitment for any particular sale, purchase or financing transaction. Any such transaction would be subject to credit and other relevant approvals at GE and would be subject to the execution of documentation in form and substance satisfactory to GE. This is available for a limited time and GE reserves the right to terminate this program at any time in its sole discretion. All equipment, software, services and support would be provided by GE Healthcare, a division of General Electric Company, and any financing of the same would be provided by GE Healthcare Financial Services, a component of General Electric Capital Corporation. Financing from GE Healthcare Financial Services is not currently available for purchases of Centricity Advance. GE does not provide any legal, tax or accounting advice, including any advice regarding the HITECH Act or any Medicare or Medicaid laws or regulations. Please consult your professional advisors for any such advice.

** Applicable customers are eligible to receive support fee credits for each month the Centricity EMR or Centricity Practice Solution product is not certified (up to a maximum of six months). Some restrictions and limitations apply. See www.gehealthcare.com/meaningfuluse for complete warranty details, terms and conditions.

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