



## **8 Criteria Every Chiropractor MUST Demand From Their Software Vendor To Maximize Their Return On Investment**

Blue Cross Blue Shield of Georgia recently requested chiropractors to submit 10 documentation records due to the Office of Inspector General's report. Is this indicative of a trend?

It's enough to make you see red! First it was HIPAA requirements. Next it was the Office of Inspector General's report. Now the State Board's are punishing chiropractors whose documentation is audited by Medicare. What is going to be next? Insurance companies doing random audits on your records compliance? It's happening now—the fallout from the OIG report!

The legalities, paperwork jungle, increasing time constraints, and meeting the latest payer documentation requirements is enough for most chiropractors to call it quits. Almost.

Fortunately, there are documentation companies whose main purpose is to relieve chiropractor's paperwork pain. The trouble is there are many, many companies to choose from. All promise you'll be in the black making a return on your investment, but the red clearly shines through with high dollar training, lackluster support, inefficiencies, and unsubstantiated software claims. Plus, they actually SLOW your workflow if you choose the wrong system.

Unless you demand 8 criteria from your software vendor to maximize your return on investment, you will continue to see red.

*For more information on Future Health's innovative office management solutions, please call our Solutions Consultants at 1-800-348-7657 or visit our web site at [www.futurehealthsoftware.com](http://www.futurehealthsoftware.com)*



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"I hear comments from chiropractors on a daily basis about software companies who don't understand chiropractor's needs."

Joan Tigges  
Solutions Consultant  
Future Health, Inc.

### 1. Designed by a chiropractor for chiropractors.

There are 60,000 of us chiropractors currently practicing. It makes sense that only those of us who are actually in the field—living, breathing and experiencing what you are can fully appreciate and design a program that meets your needs and fulfills your expectations.

The nuances and unique needs of a chiropractic practice can't be met with software designed by those outside our profession who don't understand our processes and workflow. Make sure your software vendors understand the language and workflow of chiropractic.

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Supporting documentation for chiropractic services rarely met all Medicare Carriers Manual requirements.

Office of Inspector  
Generals' report—  
Chiropractic Services  
in the Medicare  
Program: Payment  
Vulnerability Analysis

### 2. Exceeds Federal Medicare and 3<sup>rd</sup>-party payer standards.

Has your vendor done their homework? If not, you're the one that's going to pay, and pay, and pay. Don't get stuck because of a vendor who didn't do their research regarding federal Medicare and third-party payer standards. You should expect nothing less from your vendor to provide you with the information you need to meet the latest requirements. Look for a vendor that you seriously consider as a consultant.

Given the new health care world, I insisted on exceeding the demands and standards of Medicare and other third-party payers, giving Future Health software users the confidence they need to face, and conquer, this new world. Isn't it about time you got paid—consistently?

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### 3. Everything you need from one company.

What is it with companies who feel you need to al-a-carte your software management system? Piecemeal rarely works and when it does—it's only some of the time—and then it's always “the other company's fault”.

From billing to documentation to ‘the best electronic health record’ in chiropractic to a trend-setting patient education and internal marketing video system, make sure your software can be completely integrated and seamless in how they work together.

Think towards the future. Your EHR system needs to handle thousands of records, documentation and radiology images from OUTSIDE sources, DICOM quality radiology features, HIPAA compliance, and the ability to quickly retrieve and navigate the patient records in seconds.

“I know how frustrating it was when running my 18 clinics that I could never get a system to work right. When I founded Future Health, I vowed to develop a fully intuitive office management system that was seamless, easy to use, and would grow with the practice.”

Dr. Steven J. Kraus  
Founder and CEO  
Future Health, Inc.

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You can get a documentation system that will grow with your practice and will maximize your offices' efficiencies.

#### 4. Affordable and versatile.

Ahhh...music to our ears...affordable AND versatile? Yes, it's true. Documentation and electronic health records can come at a hefty price, but they don't have too. Choose a system that grows with your business and offers the solutions you need now.

With our modular design, you can start inexpensively and expand your system as you grow your practice. Our software allows you unlimited staff users. Everything you need is here. Imagine never having to change software companies again.

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Customizable template  
pathways in Dashboard  
Documentation allow  
chiropractors to document  
their own way.

### 5. Customizable to how you practice.

“Sorry, it won’t do that”. “No, I never heard of a program that could do that...” “You’ll have to adjust to the way our software works”. How many chiropractors do you know (including yourself!) who is not set in their ways? It’s tough to change, and if you can find a program that works like you do, grab it! Keep in mind the old dog analogy when you’re shopping for your office management solution.

We’ve included everything a chiropractor could possibly need or want in our software, but we’ve designed it so that it can fit your specific style of practice and workflow.

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### 6. One price includes support, training, and service for first year.

Okay, this is where you'll really see red—you'll get stuck with astronomical training and support fees when you least expect it! You've already purchased what the *other's* claim to be easy to use, user-friendly, etc., but you're six months down the road and you're still scratching your head—because of the difficulty in using the program and the invoice you're getting for the help calls you've been putting in.

We've worked hard to make our pricing easy to understand. For the first 12 months, you'll pay no additional monthly fees. No hidden charges, no limit to our service and support.

"...help with technical support and training; and help with change management" are a few of the broad issues that must be addressed to promote successful implementation of electronic health records in a small office.

Excerpt from Annals  
of Internal Medicine  
"Electronic Health  
Records: Just around  
the Corner? Or over  
the Cliff?"  
2 August 2005  
V. 143 Issue 3  
Pages 222-226

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### 7. Never pay for upgrades again.

Don't pay for upgrades or mess with doing your own upgrades through CD's. Chiropractors have enough to worry about and that's why you bought the software in the first place, to make your life easier.

As long as you're on our maintenance program, you'll never have to pay for upgrades again. With Automatic Web Downloads you'll always be current—and not pay an arm and a leg.

Future Health provides quarterly updates that are easy, no hassle, automatic, and are included with the maintenance program.

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DICOM Compatibility

"Zap to Wall"

Doctor Inbox

Notes, Line Drawings, Angles,  
Measurements on X-rays/CT  
Scans/MRI's

Easy retrieval from EHR

Gray-scale Contrast

Analyze Practice Patterns

Track Trends

Hyper-Speed Notes

Trademarked Range Star™  
Range of Motion format

HIPAA Compliant

Medicare Screen

Includes dimensional  
drawable body diagram in  
Note

Electronic Message Center

Auto Demographic Fill-In

Alert Systems for Modifiers  
and Proper Coding

Dashboard Functionality

Voice or Handwritten Data  
Entry

Customizable Data Interface

Automatically Enters Billing  
Codes for Treatment

Customized Objective  
Template Pathways

Greater Selection of Detailed  
Assessment Options

Future Health solutions  
Integrate fully with Intelligent  
Billing, Electronic Health  
Records, Scheduler,  
Dashboard Documentation  
and the Virtual Educator

### 8. Innovative features not found elsewhere.

Again, the 60,000 practicing chiropractors out there know what they need. So doesn't it make sense that a chiropractor, who interviewed hundreds of other chiropractor's and designed the software, would load it with features that would make your life easier? Choose a program that has features that will help you, your staff and your practice.

Imagine a patient education and internal marketing program where you don't have to do a thing! Or a billing system that actually thinks for itself. Future Health includes many innovative features you're not going to find anywhere else.

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[Click here to Test Drive our  
Product Demonstrations  
Today!](#)

It's necessary for chiropractors to continue to rise above the increasing regulations and stereotypical associations put forth towards our profession. We can easily do it by providing documentation that is customizable, thorough, proves effectiveness of treatment, is coded properly, and is intuitive enough to include the next phase of requirements that the government and third-party payers will institute.

Your charge as a chiropractor is to find an office management solution that will help you, your staff, your practice, and your profession.

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