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MYTH: I WON'T SEE A RETURN ON MY INVESTMENT

TRUTH: After just one full month of using the product, you can see an increase in the charges captured and a decrease in the time spent to capture them. After 90 days, you should see a reduction in readmission rates & revenue cycle time...one cardiologist reports "My personal revenue went up 10%."

2

MYTH: IT WILL DISRUPT MY WORKFLOW

TRUTH: Your workflow will be contained in the palm of your hand. You will stop wasting time looking for people to communicate with, pieces of paper to take care of and information to help you care for your patient.

3

MYTH: OUR CHARGE CAPTURE IS FINE - WHY FIX IF IT ISN'T BROKEN?

TRUTH: You don't know what you don't know. Time & motion studies reveal that time is wasted and mistakes are made wherever manual entry is occurring. If you're writing on paper or using an electronic method that isn't connected to your billing software, you are losing money.

Hospital
Charge Capture

6 MYTHS
&
TRUTHS



4

MYTH: IMPLEMENTATION IS IMPOSSIBLE & PARTNERS WON'T USE

TRUTH: Our Jump Right In™ implementation process is built around our understanding of the unique adoption style of physicians in busy practices. They'll look back and wonder how they got along without it.

5

MYTH: CONNECTIVITY TO HOSPITAL IS THE ONLY WAY

TRUTH: 90% of our clients aren't connected to a hospital using an inbound data feed. They are using HybridChart effectively and efficiently without it.

6

MYTH: OUR WORKFLOW WILL REQUIRE TOO MUCH CUSTOMIZATION

TRUTH: Bring it on! There isn't anything we can't work through using an effective workflow, smart configuration decisions and the Jump Right In™ implementation process.