

MediNotes^e

C A S E S T U D Y

FAMILY PRACTICE

Dr. John E. Kazilionis

Only One Year

When asked how long it took to fully implement MediNotes e into his practice, John Kazilionis, a family physician from South Portland, Maine said, "Honestly, I thought it would take longer." Given that his quest to find the perfect EMR system has been a journey of nearly 20 years, he seemed almost surprised to be saying it himself.

Dr. Kazilionis has been an advocate for electronic medical records since the 1980s when he joined a group of a dozen physicians who were looking to develop an electronic way to maintain medical records. However, the group disbanded with little success due to the lack of technology that was available at that time. So, Dr. Kazilionis' journey continued.

Having tried two separate programs prior to MediNotes e, Dr. Kazilionis knew what he was looking for. "When you spend a great deal of money on systems that don't work or just don't meet your needs, you immediately recognize a system that does all of the things you want it to," explains Kazilionis. When he met Don Schoen, CEO and President of MediNotes at the ACOPF annual meeting in March 2004, Dr. Kazilionis knew he had found the EMR he had been looking for. "Two things struck me about MediNotes. First, their program MediNotes e, was exactly what I was looking for. It met essentially every need I had in the utilization of medical records, including the ability to customize templates."

"The second thing that struck me about MediNotes, was the obvious honesty and integrity of the company," Kazilionis continued. "After Don finished showing me the program, and I expressed interest, he told me that I should not expect to go back to my office and instantly begin to use the program. He told me to invest the time to learn the program and then my financial investment would come back to me 10 fold. I appreciated his honesty, and in the end, he was right."

Although Dr. Kazilionis had multiple reasons for moving to an EMR and ultimately choosing MediNotes e, he sees the greatest benefits in the amount of time and money he has saved since implementing the system in March 2004. "I have seen savings across the board. In only one year, I have been able to reduce the amount of money I spend, as well as increase the amount coming in. MediNotes e allows me to code higher with less hassles and I have completely done away with transcription. That alone saves me more than \$9,000 a year."

Despite his monetary savings, Dr. Kazilionis considers the biggest return on investment to be the amount of time he has saved. "With MediNotes e, I don't spend extra time charting after I have seen patients. I believe this makes me a better physician. I am able to see patients for more issues in a shorter period of time which, with MediNotes e, has resulted in increasing CPT codes and better documentation."



evolve.

Health Management Consultants, LLC
8835 Columbia 100 Parkway, Suite A
Columbia, MD 21045
Phone: (410) 715-0011
Web: www.hmconsult.com
Email: sales@hmconsult.com