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Physician Compensation Round Table Discussion

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Health System Practice Investment: What's the Cost?

By Stehen Ross, Senior Manager | Coker Group



Health systems generally incur some level of investment in their employed physician network due to numerous operational and accounting-related variables. A question that health system executives often ask is "What is the appropriate level of investment per employed physician?" This concern is valid and calls for caution and guidance to determine an accurate answer.

When searching for information from the marketplace to address the potential investment question, some survey sources are available to provide reliable material. As an example, according to the Medical Group Management Association (MGMA) Cost and Revenue Survey, in 2016, hospitals' multi-specialty physician groups invested almost \$196,000 per employed physician. [1]

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Vendor Selection and Negotiating EHR Vendor Contracts

By Denise McNairy-Dixon, Staff Consultant | Coker Group



From time to time, practices and hospitals face the task of acquiring and implementing a new EHR system. Some may find that their current EHR system does not align with their scalability, requirements, or vendor support needed by the organization. When system replacement is inevitable, it is essential for organizations to recognize that a new system is not a cure-all for the issues of the past. Replacing an EHR is often more difficult than the implementation of the original one, so it is critical for your organization to invest in the planning needed to define business and user requirements, implementation, and integration strategies. The most difficult aspect of a successful practice is determining the best vendor. It involves careful consideration of the needs and requirements of your organization, thorough assessment of the vendor, and informed decision-making. There is no "one-size-fits-all" approach to EHR adoption.

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Does Your EHR Vendor Contract Leave Your Organization Vulnerable?

Coker Group is offering free vendor contract reviews to reveal unfavorable terms for hospitals and practices, and ensure they can protect themselves from these liabilities.



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