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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.



## Coffee with Coker Podcast

Episode 8, Espresso Shot #2:

### Five Fatal Mistakes of an IT Contract



[Listen Here!](#)

Jeffery Daigrepoint joins Mark to discuss the fatal mistakes of healthcare IT vendor contracting. Jeffery speaks often on this subject and is intimately familiar with the potential pitfalls of electronic health record vendor contracts.

#### Episode Synopsis

Jeffery provides his insight on the top five mistakes committed during vendor contract negotiations and what to avoid, even if you are already under contract with a vendor. Jeffery walks Mark through the common inclusions within contracts that can be removed or modified.

## Current Executive Searches

Below you will find a list highlighting some of our current searches. If you are interested in more information about any of these positions, please [contact us](#) today.

- **Chief Operating Officer, Hematology Oncology Associates (HOA), Medford, Oregon**
- **Executive Director of Operations, Beebe Medical Group (BMG), Lewes, Delaware**

Candidates interested in learning more about these opportunities should forward a resume to:

Lee Perrett, Vice President  
Coker Group  
678-832-0431  
[lperrett@cokergroup.com](mailto:lperrett@cokergroup.com)

## Recent White Papers

**Physician Engagement: A Crucial Component of a Healthy Organization**

**Revenue Cycle Turnaround: Rebuilding for an Advanced ROI - A Case Study (Published by Becker's Hospital Review)**

**Using Patient Panel as a Principle Element in Primary Care Physician Compensation**

**Managing Financial Risk Through a Value-Based Clinical Care Delivery System**

**Long-Term Value Creation through Effective Post-Merger Integration (and how football teams aren't that different from hospitals pursuing successful transaction strategies)**

**Risk Adjustment in Healthcare: Essentials that all Providers Should Know (Co-Authored with Nuance)**

**Strategic Retreats for Hospitals and Health Systems: Planning for Future Success**

**Employed Physician Network Turnaround - Sustainable Success: A Follow Up**

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