

# How can oncology practices deliver better care? It starts with staying connected.



# A system rooted in oncology

“Compared to other EHRs that I’ve used, iKnowMed is the best EHR for medical oncology.” —Physician



McKesson Specialty Health works with community oncology professionals to support technologies that serve your patients and the unique needs of your community-based oncology practice. The iKnowMed Electronic Health Record (EHR) system, Certified as a Complete EHR for use by customers demonstrating Stage 1 Meaningful Use, is one such tool — developed by and for oncologists to harness critical information real-time.

Our first priority is empowering you and your staff to deliver clinical excellence and cost-effective cancer care: both possible through this ever-evolving EHR technology. We work with a physician-led Product

Development Committee that reviews, prioritizes and guides enhancements to the system, meaning every time you access its tools and libraries, you’re tapping into one of the most up-to-date, collaborative resource bases in oncology.

Our commitment to empowering a vibrant and sustainable community patient care delivery system is clear: we work tirelessly to expand access to clinical trials and broaden iKnowMed technology to support your needs, today and for tomorrow.



Highest ranked web-based EHR according to the 2011 Black Book Rankings for Oncology/Hematology EHRs.

## COMPLIANT

- 21 CFR Part 1<sup>1</sup>

## CERTIFICATION AND SUPPORTED STANDARDS

- ONC-ATCB 2011/2012 Certified as a Complete EHR<sup>1</sup>
- HL7 Compliant
- Windows® Based

## FEATURES

- Detailed Cancer Diagnosis and Staging Content

- Extensive Up-to-date Cancer Regimen Library
- Comprehensive Patient History
- Outcomes Reporting
- Dictation and Transcription Facilitation
- Graphing of Lab Results
- Personal Health Record
- Clinical Trial and Protocol Support
- E-Prescribing
- Automated Charge Capture Functionality

## BENEFITS

- Point-of-care Decision Support
- Increase Charge Capture
- Reduce Costs
- Decrease Errors
- Enhance Quality
- Improve Patient Satisfaction
- Maximize Practice Efficiencies
- Expedite Clinical Trials Screening and Enrollment

<sup>1</sup> This Complete EHR is 2011/2012 compliant and has been certified by an ONC-ATCB in accordance with the applicable certification criteria adopted by the Secretary of Health and Human Services. This certification does not represent an endorsement by the U.S. Department of Health and Human Services or guarantee the receipt of incentive payments. iKnowMed EHR version 6.3 was certified on August 24, 2011. Certification ID number 08252011-8845-1 for Clinical Quality Measures: NQF0013, NQF0024, NQF0028, NQF0038, NQF0041, NQF0385, NQF0387, NQF0389, and NQF0421. Additional software relied upon to certify: Email.

# Safety and efficiency, hand-in-hand

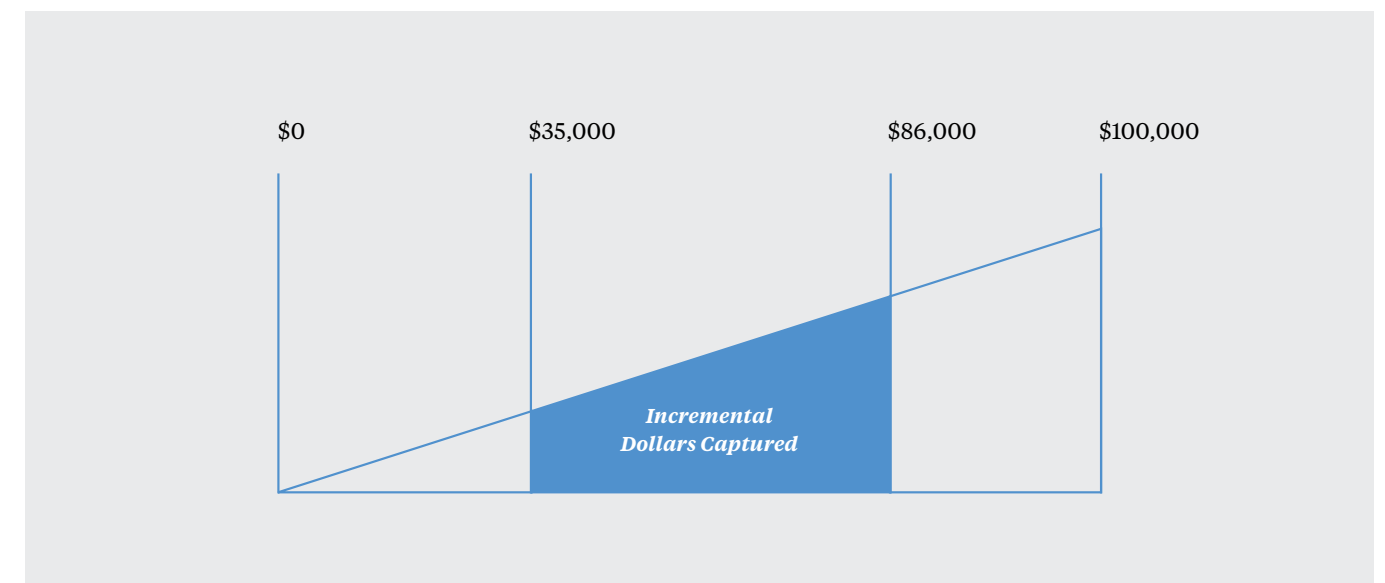
As a Software as a Service (SaaS), iKnowMed is web-based, giving you access to your patients' medical records anywhere you connect to the internet and empowering you to make treatment decisions as you need to. It also enhances your patients' safety by eliminating handwritten notes and orders—minimizing misinterpretations. Additionally, the system generates alerts when it detects potentially dangerous chemotherapy dosing levels or possible medication conflicts.

## SAFETY

iKnowMed EHR generates safety alerts when it detects possible conflicts or dangerous dosing levels.

# Financials that foster better care

With the addition of iKnowMed, practices have seen increases in their gross charge capture ranging from \$35,000 to \$86,000 per oncologist.



## E&M FEES AND DRUG ADMINISTRATION CHARGES

Although iKnowMed is focused on clinical excellence, it also delivers significant financial benefits.

The charge capture functionality in iKnowMed allows your staff to capture all charges associated with your patient's visit, including treatment administration. Charge codes, billable units, primary diagnosis codes, and billable drug waste for each visit are captured by the EHR and sent to your practice management (PM) system through an automatic interface for final review and billing. This functionality provides more accurate charge capture,

while decreasing charge entry and billing time.

Additionally, iKnowMed can automatically suggest evaluation and management (E&M) codes based upon content of the physician generated progress note. This results in a clear and concise audit trail, more thorough documentation and justification for appropriate charges.

With the addition of iKnowMed, practices have seen increases in their gross charge capture ranging from \$35,000 to \$86,000 per oncologist.<sup>2</sup>

<sup>2</sup> Based on a McKesson Specialty Health Charge Capture Study of full year 2008, consisting of approximately 200 oncologists from five practices using iKnowMed EHR and five non-EHR practices. Charge capture increases reflect study range. Results will vary from practice to practice and no assurance is given as to any level of billing or charge capture. iKnowMed is not a billing software and the practice, not McKesson Specialty Health, remains solely responsible for billing and charges.

# Designed for oncology

According to The Oncology Electronic Health Record Field Guide created by American Society of Clinical Oncology (ASCO), broad-based EHR systems don't accommodate the unique requirements that are key to an oncology practice. Because iKnowMed is driven by the practitioners who use it daily, it includes oncology-specific features like tumor staging; multidisciplinary and data-intensive workflow (pathology, lab, and imaging); chemotherapy dosing and administration; toxicity assessment and management; clinical trial protocol management; and survivorship care.

## ONCOLOGY AND HEMATOLOGY DIAGNOSES

When staging a patient in iKnowMed, oncologists are prompted to answer questions relevant to that patient's particular cancer, as outlined by the American Joint Committee on Cancer (AJCC). iKnowMed's robust decision-support engine automatically suggests a stage based on the data entered.

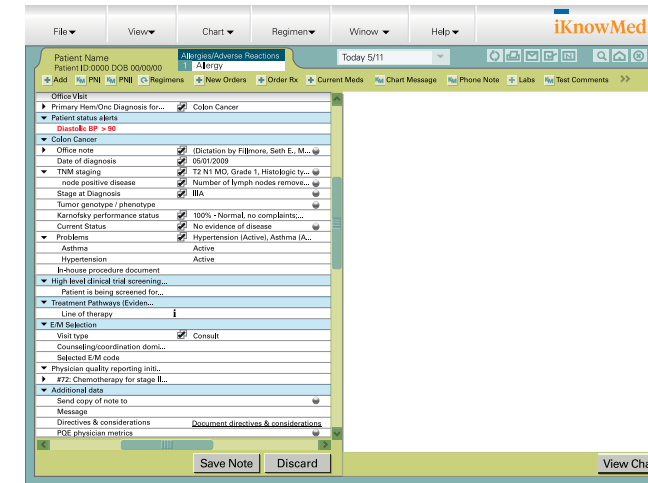
## REGIMEN LIBRARY

According to a recent abstract in the *Journal of Oncology Practice*, EHR systems can provide standardized order sets for a large oncology network. However, regimens

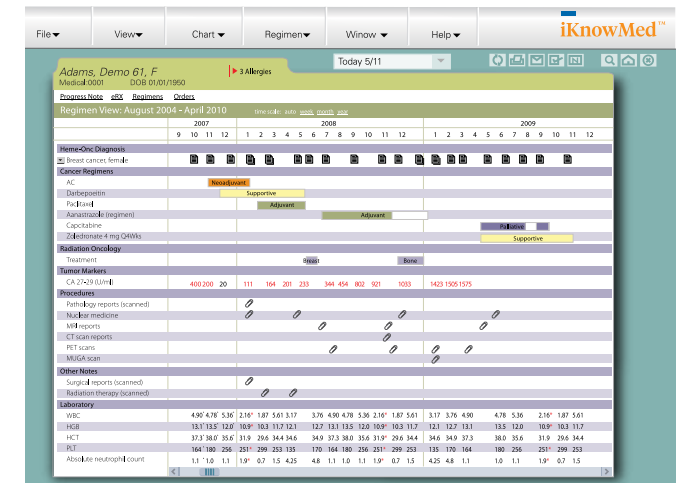
need to be evaluated routinely using standardized procedures to ensure they're accurate and current.<sup>3</sup>

iKnowMed provides immediate access to referenced chemotherapy protocols. A multidisciplinary committee comprised of oncologists, pharmacists and nurses regularly updates the regimen library through their review of peer-reviewed literature and FDA-approved indications. All regimens are evaluated for their emetogenic and neutropenic fever potential and select, supportive-care medications are included. As a result, users have up-to-

<sup>3</sup> "Creating a Process to Standardize Regimen Order Sets Within an Electronic Health Record", *Journal of Oncology Practice*, Vol 7, Issue 4. Authored by Leslie T. Busby, MD, et al.



Staging information is used to identify disease specific regimens.



Patient information in a single-screen view.

date regimens — standardizing patient care, reducing the potential for medication errors, and improving the management of side effects.

## STREAMLINED NURSING DOCUMENTATION

iKnowMed makes it easy for nurses to document infusion visits electronically, view lab results in the flowsheet, document start and stop times for each medication, and enter patient assessment details. When changes are made to the regimen schedule due to out-of-range lab values or a scheduling conflict, iKnowMed guides the clinician through the update process, creating a complete and concise audit trail.

## COMPREHENSIVE PATIENT TREATMENT SUMMARY

iKnowMed displays patient information in a single-screen view. This allows for a quick reference of the patient's diagnosis, prior and future treatment information, radiation treatment, tumor markers, reports, and lab results trending.

## PHARMACY-CENTRIC ADMIXTURE DOCUMENTATION

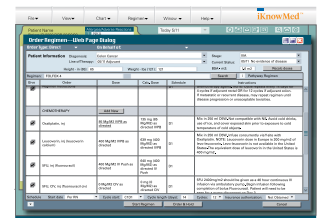
iKnowMed automates chemotherapy ordering, scheduling and management. The application calculates chemotherapy dosing, schedules the regimen and other related services in the patient chart, and can easily recalculate dosing modifications.

Once you select the regimen for your patient, the chemotherapy order can be sent to the Lynx Mobile inventory management system or it can appear in the iKnowMed work queue of the pharmacist, admixture technician or nurse for mixing. iKnowMed incorporates documentation for admixture and administration of chemotherapy, including supplies and drugs dispensed and billable waste.

## CLINICAL AND FINANCIAL REPORTING

The iKnowMed Reporting Center harnesses your clinical data captured at the point-of-care. Using robust reporting capabilities, it will help reveal valuable clinical and financial information about your practice's cancer program.

Meaningful use reports are also available to help practices track whether data is being captured and thresholds are being met before your reporting period begins.



Diagnosis-specific regimens are presented and can be easily modified.

# Accessible clinical trials

CARE enables a search through patient records to find potential matches for open trials. Without this resource, this search is often a manual process.

Clinical trials are critical to the scientific advancement of cancer care. According to the *Journal of Clinical Oncology*, lack of patient accruals is a major barrier to the success of clinical trials, with only a small portion of qualified patients actually being considered for enrollment.<sup>4</sup>

If your practice participates in research, iKnowMed can help increase patient accruals. We work with your practice to identify all clinical trial protocols in which you are participating and load them into the EHR system. Once the clinical trial protocols are loaded, the system automatically screens your patient as soon as their diagnosis is determined and immediately presents clinical trial choices. With this information, you can easily assess your patient's eligibility for appropriate open trials.

#### US ONCOLOGY RESEARCH SUPPORT

If your practice is affiliated with US Oncology Research, iKnowMed can help improve accruals at the point-of-care, and through the Comprehensive Accrual REsource (CARE).

At the practice's request, all US Oncology Research protocols for trials you choose to participate in will be loaded into iKnowMed's regimen library, along with the protocols for any of your other clinical trials. This helps you accrue new patients to each trial at the point-of-care, when the system automatically includes trial protocols in the list of suggested disease-specific regimens.

You can also gain the added benefit of CARE. At your practice's request, this program enables a search of your patients' records in iKnowMed to find potential matches for open trials at your practice for patients currently on treatment, post-treatment, or even before treatment begins. This resource can help you increase accruals and will save the practice staff valuable time.

<sup>4</sup> Siminoff LA, Zhang A, Colabianchi N, Sturm CM, Shen Q. Factors that predict the referral of breast cancer patients onto clinical trials by their surgeons and medical oncologists. *J Clin Oncol.* 2000;18(6):1203-11





## Interface with a range of systems

Through the years, we've strategically worked with a number of healthcare technology organizations and experts to develop, implement, and utilize solutions that help advance the science of cancer care and support the needs of oncology practices.

In order to meet the needs of our large customer base, we've invested significant development efforts into iKnowMed, making it capable of interfacing with numerous technology and business solutions. The system communicates with a broad range of practice management,

laboratory, radiology, pathology, dictation and notes systems. These interfaces share information through an HL7 standard; however, by leveraging technology based on world-class Oracle® solutions, iKnowMed is able to interface with a broader range of systems that may not be HL7 compliant.

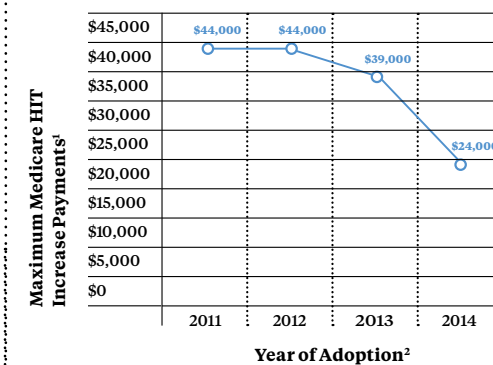
# Seamless EHR Implementation

Our implementation team has brought more than one thousand cancer care providers and thousands of staff members onto the iKnowMed EHR system — allowing physicians at these practices to be eligible for up to \$44,000 in Medicare incentives.

If your practice is currently looking at EHR options, the implementation process should be an important consideration. We've successfully transitioned more than one thousand cancer care providers and thousands of staff members onto the iKnowMed system over the last seven years. Through this process, we've developed robust implementation recommendations to minimize patient disruption and to increase the chance of implementation success.

From data loading and training to go-live, a dedicated iKnowMed team provides focused expertise to your practice. We provide one-on-one training for physicians, as well as customized training specific to the respective staff positions. Training is structured so that the staff learns the application as it applies to their role. This streamlined training reduces time away from patient care and ensures a deep understanding of iKnowMed's capabilities.

### MEDICARE EHR INCENTIVE OPPORTUNITY



With the signing of the American Recovery and Reinvestment Act (ARRA), allocating approximately \$20 billion towards electronic health record adoption, physicians who demonstrate meaningful-use of certified EHRs could be eligible for up to \$44,000 in Medicare incentives over five years beginning in 2011.

- 1 Incentives will be paid to eligible professionals who are or become meaningful-users of a certified EHR during the incentive period (2011-2016) without regard to when the EHR system was first adopted.
- 2 Eligible professionals must adopt meaningful-use of a qualified EHR. Incentive payments for eligible professionals are based on the year of adoption and the amount of Medicare-covered professional services furnished during the year in question.

*Solutions for Oncology*

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# Here for you

The iKnowMed team is committed to supporting your EHR needs by providing ongoing resources and training. For example, McKesson Specialty Health has a website dedicated to helping you demonstrate meaningful use after implementing iKnowMed. The site has information on the EHR Incentive Programs and contains a number of resources,

tools and educational materials for your practice to utilize in meeting the specific requirements. Additionally, the site gives you step-by-step guidance on the process changes required to successfully meet these requirements and earn the maximum Medicare incentives of \$44,000 per eligible professional over five years.

**LEARN MORE TODAY**

To learn more about iKnowMed EHR, call 800.482.6700, option 4, email us at [msh.providers@mckesson.com](mailto:msh.providers@mckesson.com), or visit [www.iknowmed.com](http://www.iknowmed.com)

