

Comprehensive Guide To U.S. Healthcare System 2016

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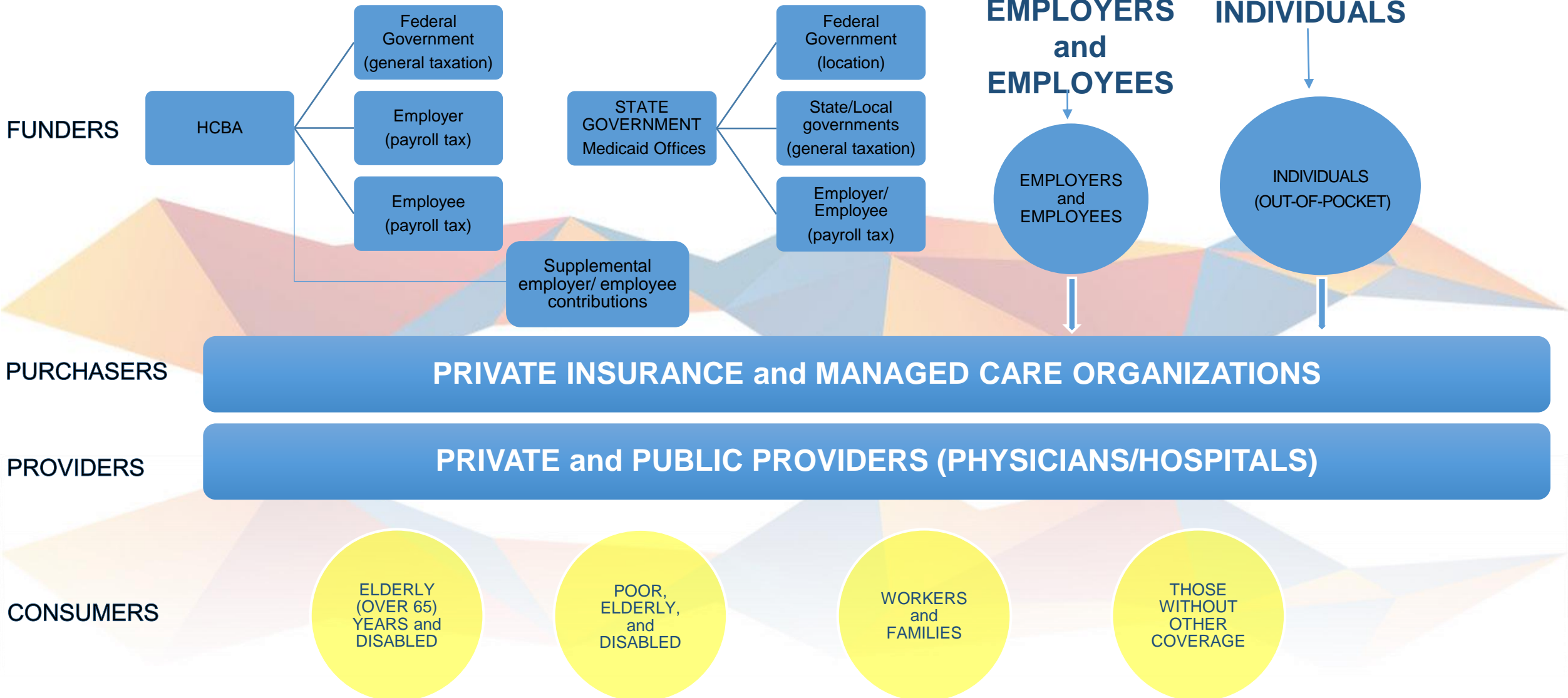
U.S. Health System – Managed Care System

PUBLIC/SOCIAL SECURITY

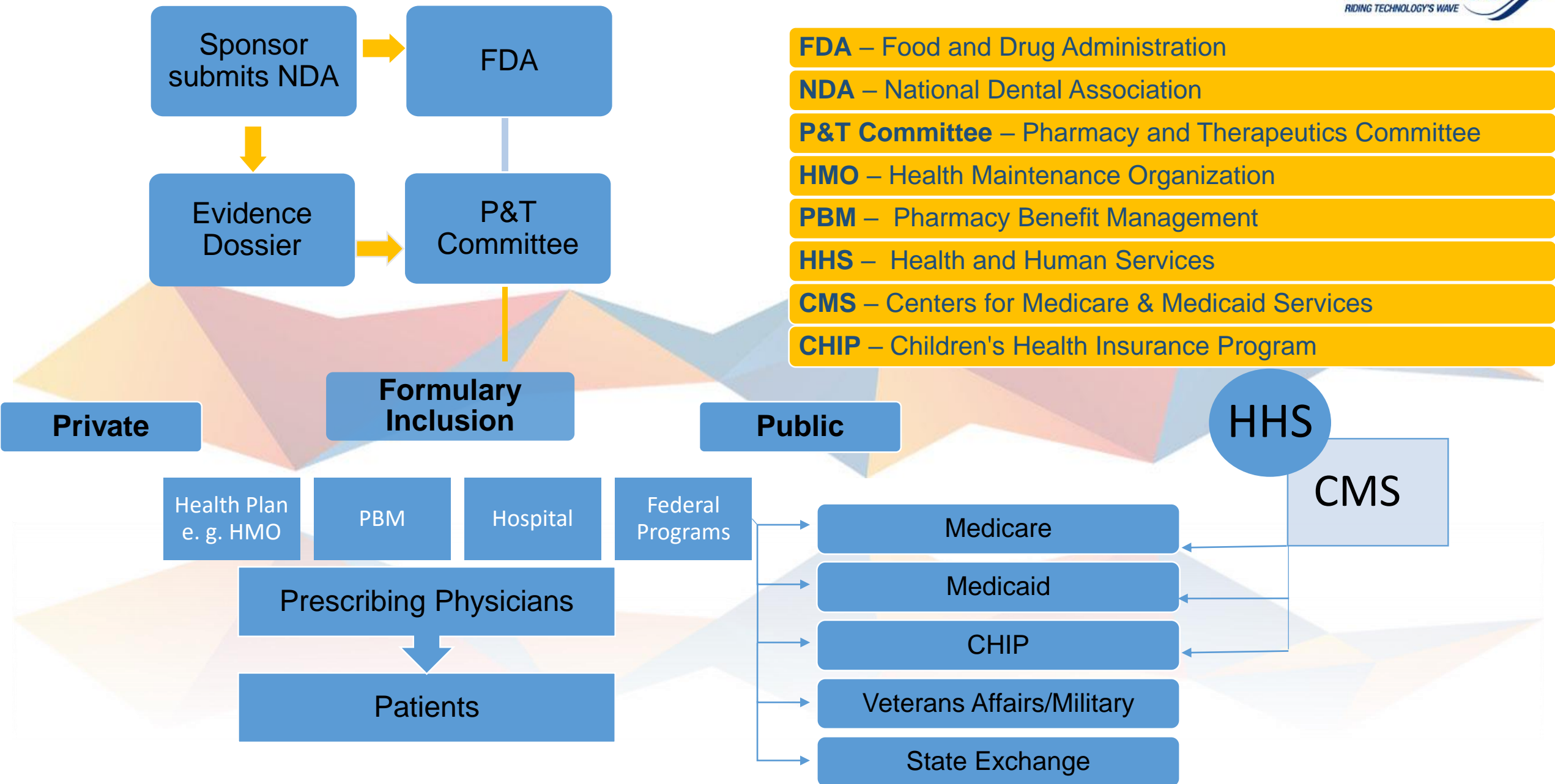
PUBLIC/MEDICAID

PRIVATE EMPLOYERS and EMPLOYEES

PRIVATE INDIVIDUALS



Decision-Makers Interrelation Diagram



FDA – Food and Drug Administration

NDA – National Dental Association

P&T Committee – Pharmacy and Therapeutics Committee

HMO – Health Maintenance Organization

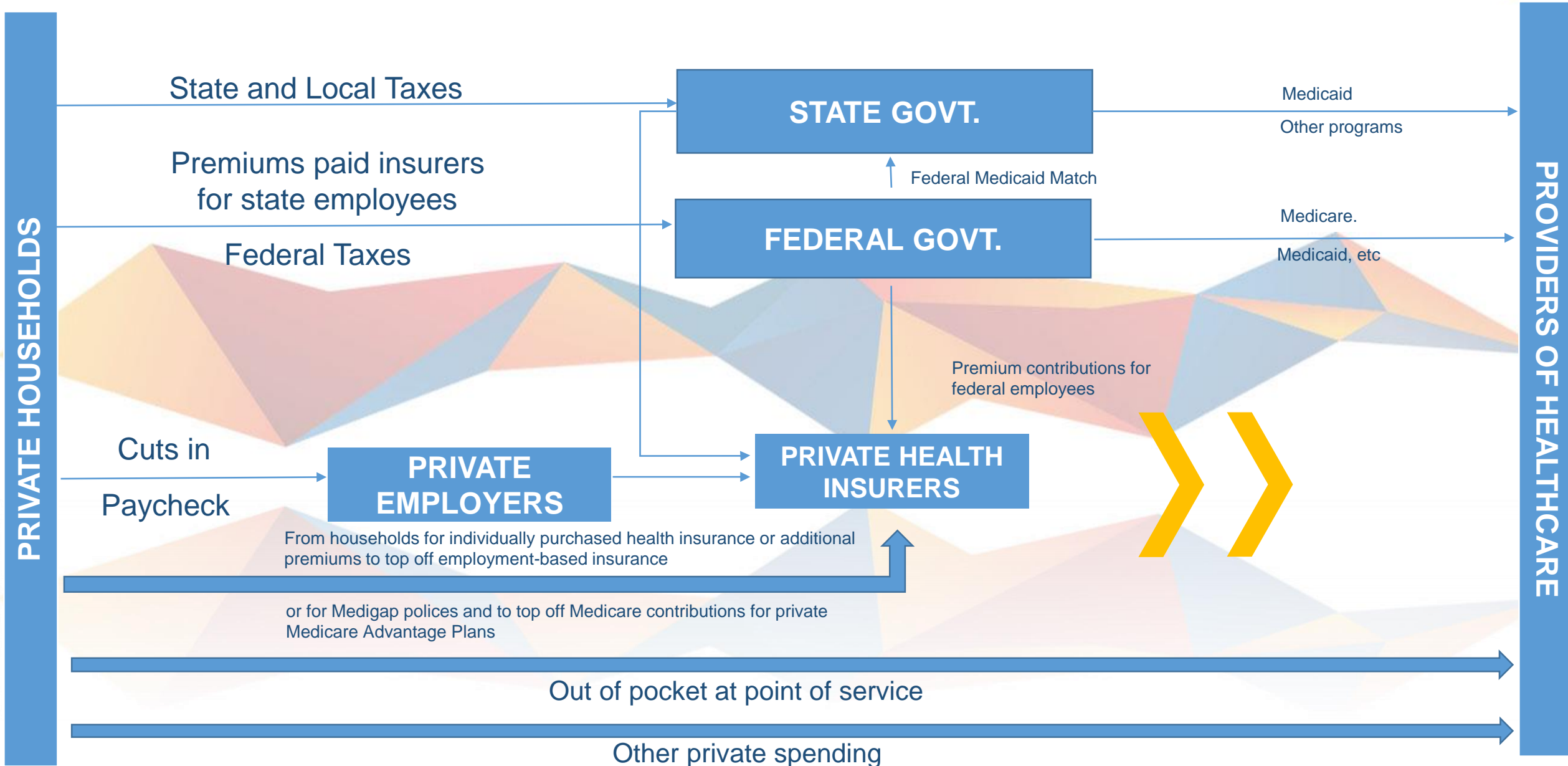
PBM – Pharmacy Benefit Management

HHS – Health and Human Services

CMS – Centers for Medicare & Medicaid Services

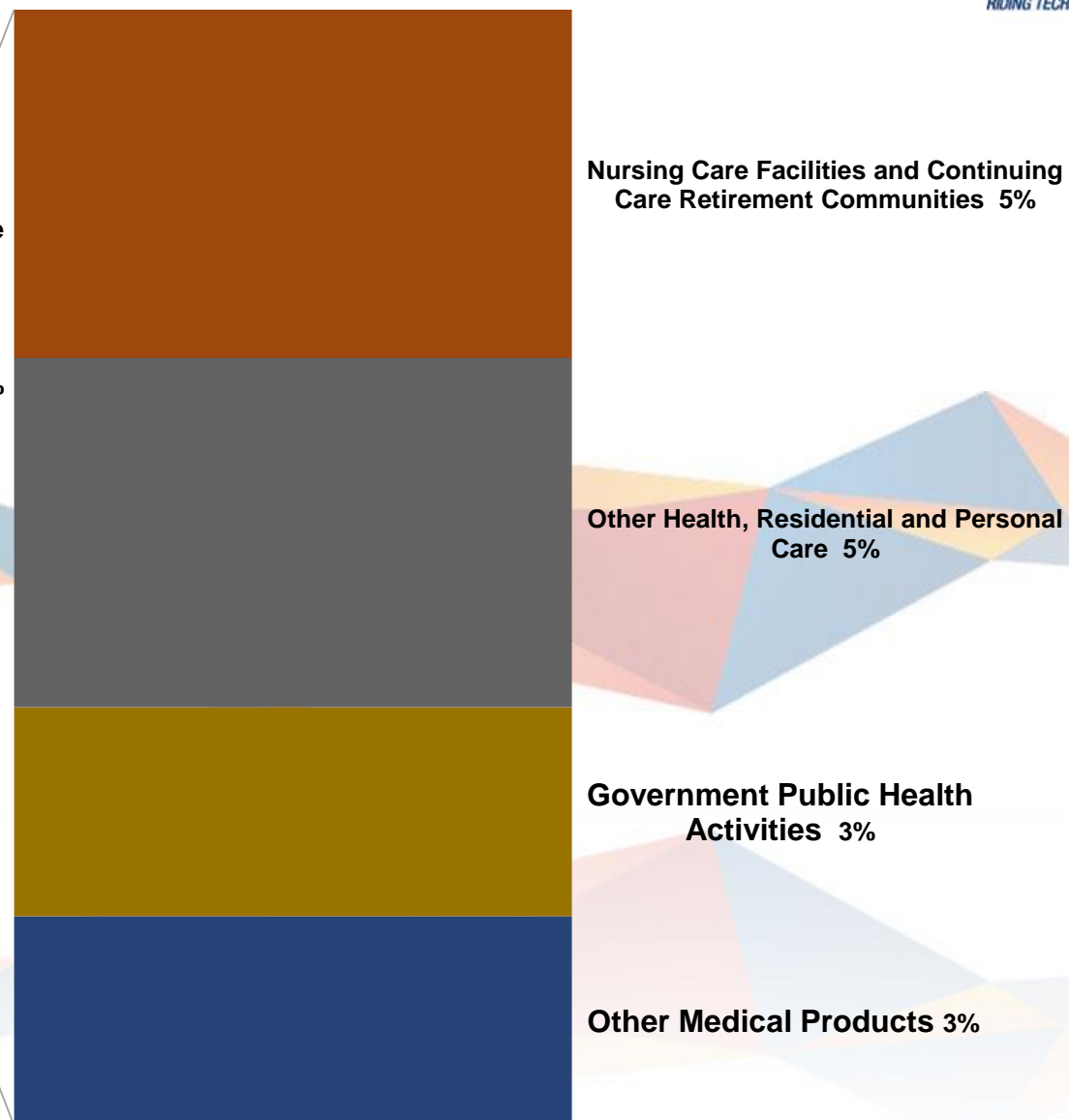
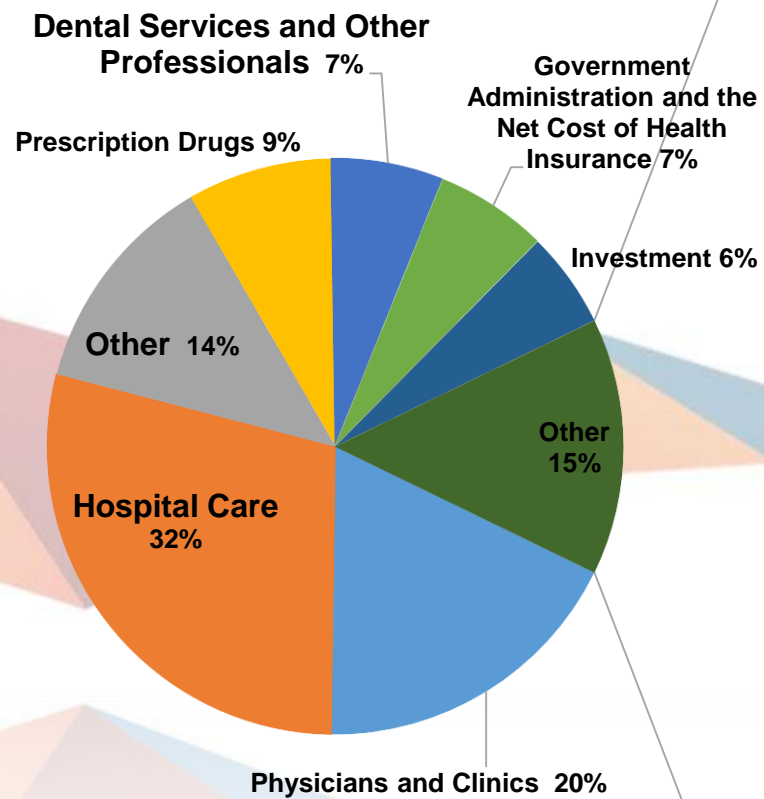
CHIP – Children's Health Insurance Program

The Flow of Funds in U.S. Healthcare



U.S. Healthcare Spending by Category





VC Funding going down
Changes in the regulatory and financial uncertainty
Ability to integrate companies
M&A to fuel growth and expansion

Markets

Venture capital

FDA/EMA/ MHRA

Impact of Healthcare Reform Act
2,3% Excise duty on top line, Implementation to address Sunshine Act, Changing nature of FDS's 510(k) review process

Distributor

Extending Healthcare IT Initiatives
Moving beyond Devices into Services Extending IoT use case implementation to Devices to drive new revenue streams and cross/up sell services

Patients

Longer PMA cycles / NPD cycles / Product Innovation
Focus on Device customizations Medical conditions and diseases targeted are more complex

Providers/ Clinician

Payers

Reduced Reimbursements / Value Based Healthcare
Rising costs of hospital care
Readmissions reduction incentives Communication / Transparency of Outcomes
Bundled payments and value based pricing

Hospitals/ GPOs/IDNs

Direct/ Indirect Reps

Emphasis on Cost Control / Optimization
Due to decreasing margins with increased competition

Evolving sales Model
Physicians have less autonomy Advert of GPO's / ACO's

MEDICAL DEVICES COMPANY TOUCH POINTS

Open Healthcare Ecosystem

Mobilizers - standards

Consumer Movements

Government

Niche operators – new offerings



Consumer

Well-being

Engagement tools

Care delivery

Financial Products

Analytics

R&D and Supply Chain

B2C agent

B2B agent

Agents – depth and reach

Aggregation platforms

Social platforms

Data

Resource

Product

Consumers

Professional

Platforms – scope and interactions

Facilities

Capital and liquidity

Administrative processes and technology

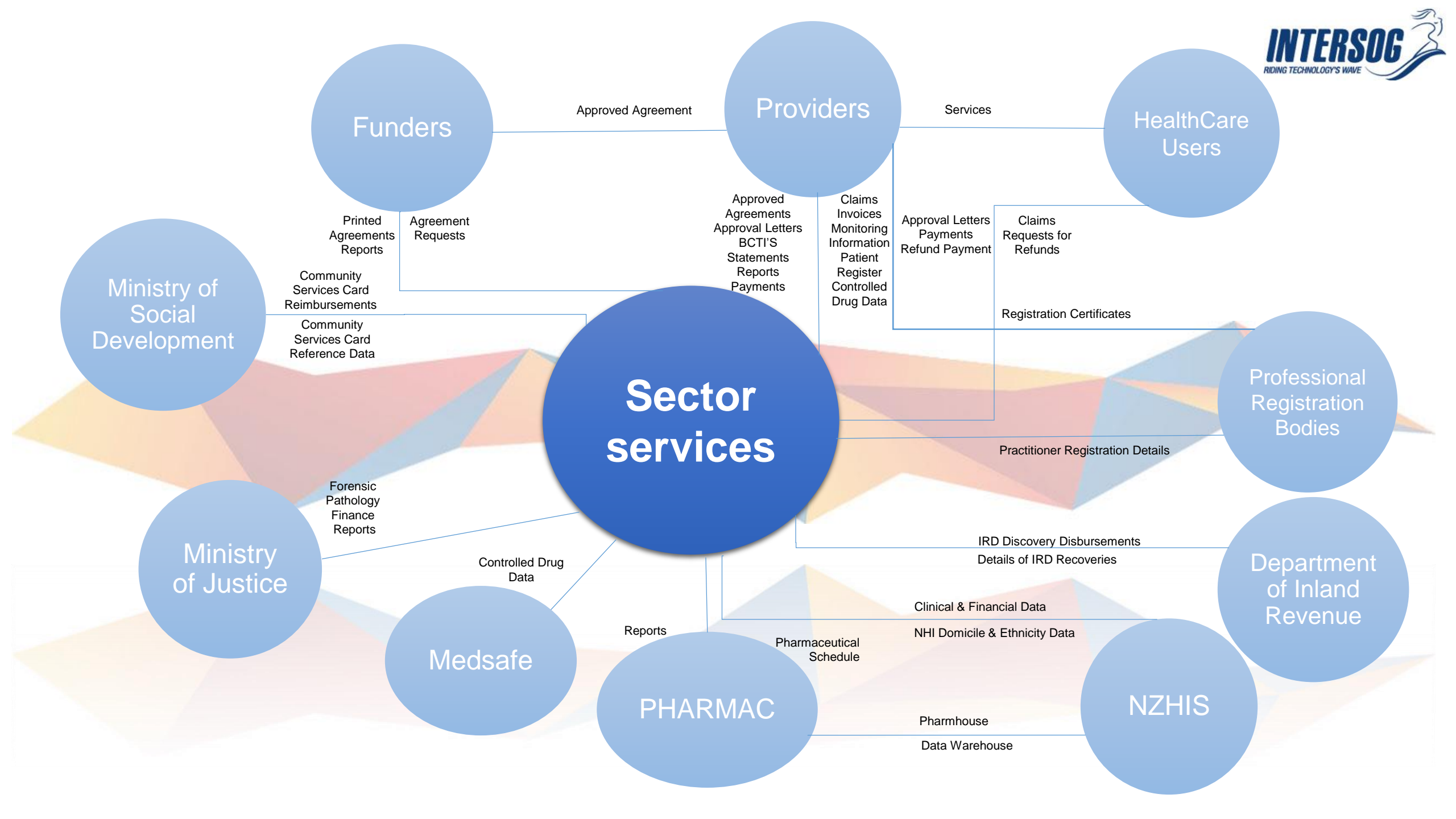
Infrastructure – scale and efficiency

Mobilizers - standards

Mobilizers - standards





















Professional communities

Digital communities



Medical Software

Refined Service Delivery Models Require Different Mixes Of The Five Essential Competencies

Provider competencies	Community health network	Center of excellence	Medical concierge	Price leader
Empower and activate consumers				
Collaborate and integrate				
Innovate				
Optimize operations				
Enable through IT				



Differentiator



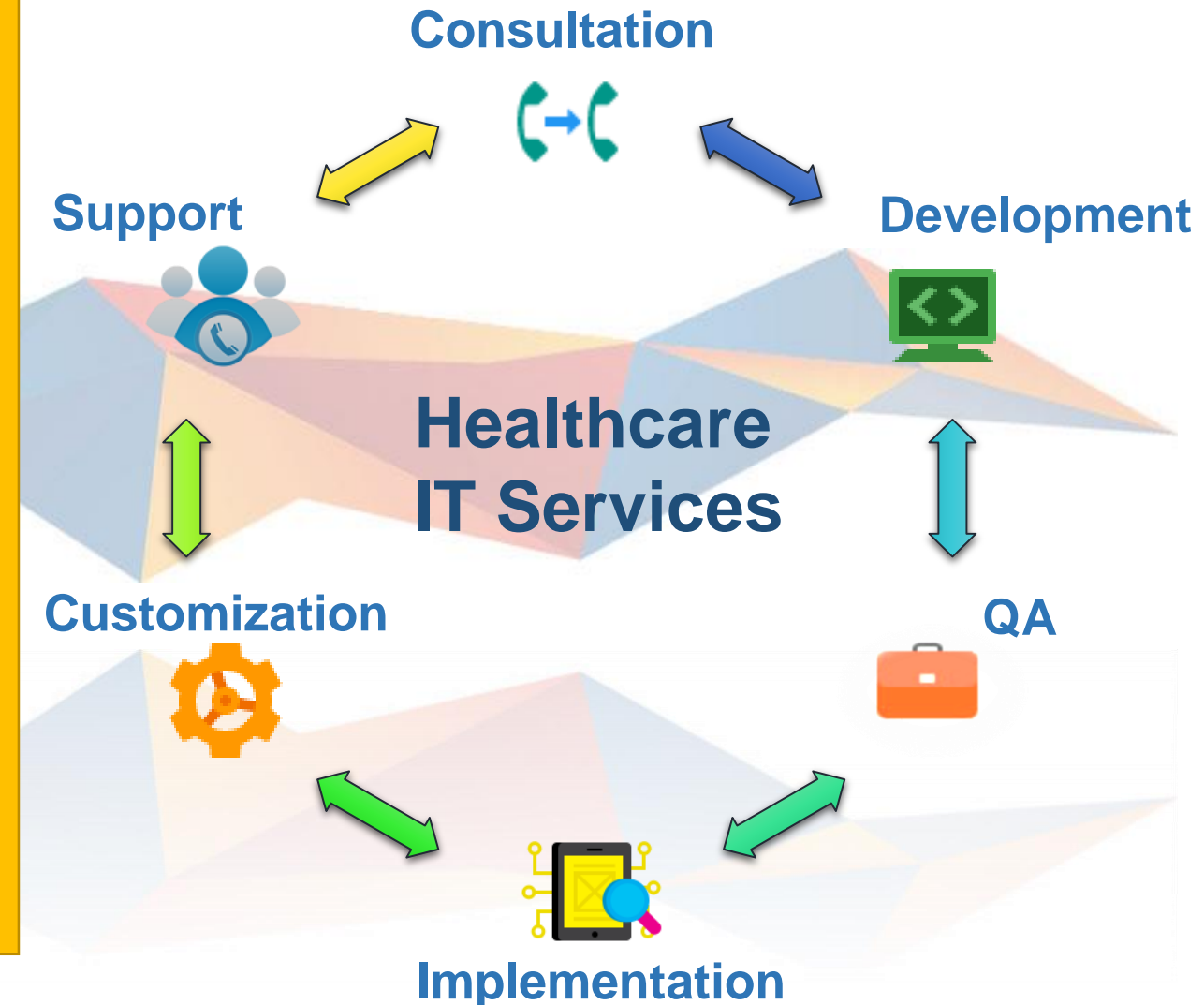
More than threshold capabilities required



Treshold

Categories of the Medical Software

- Electronic Health Records (EHR)
- Long-Term Care
- Medical Practice Management
 - Medical Billing
 - Medical Scheduling
 - Medical Transcription
 - Patient Management
- Hospital Management
- Home Healthcare Software



Common Features of Medical Software

Electronic medical records

Electronic medical records (EMR) or electronic health records (EHR) software assists in creating and storing digital patient records. Helps track patient notes, demographics, histories and medications. Features include e-prescribing, SOAP notes, E&M coding advice and more. EMRs may also provide lab integration, device integration, tablet support and voice recognition.

Medical billing

Manages the creation of patient statements and submission of claims. Functions include coding, claim scrubbing, eligibility inquiry, electronic claim submission, payment posting and reporting.

Patient scheduling

Automates the process of scheduling patient visits. Features include automated follow-ups, text message/phone/email reminders and multi-location support. Typically offered with billing in a practice management suite.

Radiology information systems

Manages the operations and workflow of radiology imaging centers. Automates the process of storing, manipulating and distributing patient data and images.

Picture archiving and communications systems

Manages the storage and retrieval of DICOM images (X-rays, CAT scans, MRIs etc.). Often used in conjunction with an RIS to execute the radiology workflow efficiently.

Medical accounting

Automates accounting procedures for healthcare practices. Functions include A/R, A/P, general ledger, financial reporting and more.

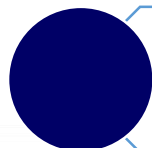
Electronic Health Records (EHR) Software

EHR software gives medical professionals access to patient medical records from a centrally-accessible system.

EHR typically include:



Medical history



Laboratory results



Medication



Billing information

Most requested EHR Features

Deployment

- Web-based
- Installed

Features

- Appointment Management
- Charting
- E-prescribing
- E/M Coding
- Handwriting Recognition
- HIPAA Complaint
- Meaningful Use Certified
- ONC-ATCB Certified
- Patient Portal
- Voice Recognition

5 Most requested EHR Features

Medication Tracking

Document Scanning

E-Prescribing

Automatic Reminders

Billing System Integration

5 Most requested EHR Platforms

2%



2%



5%



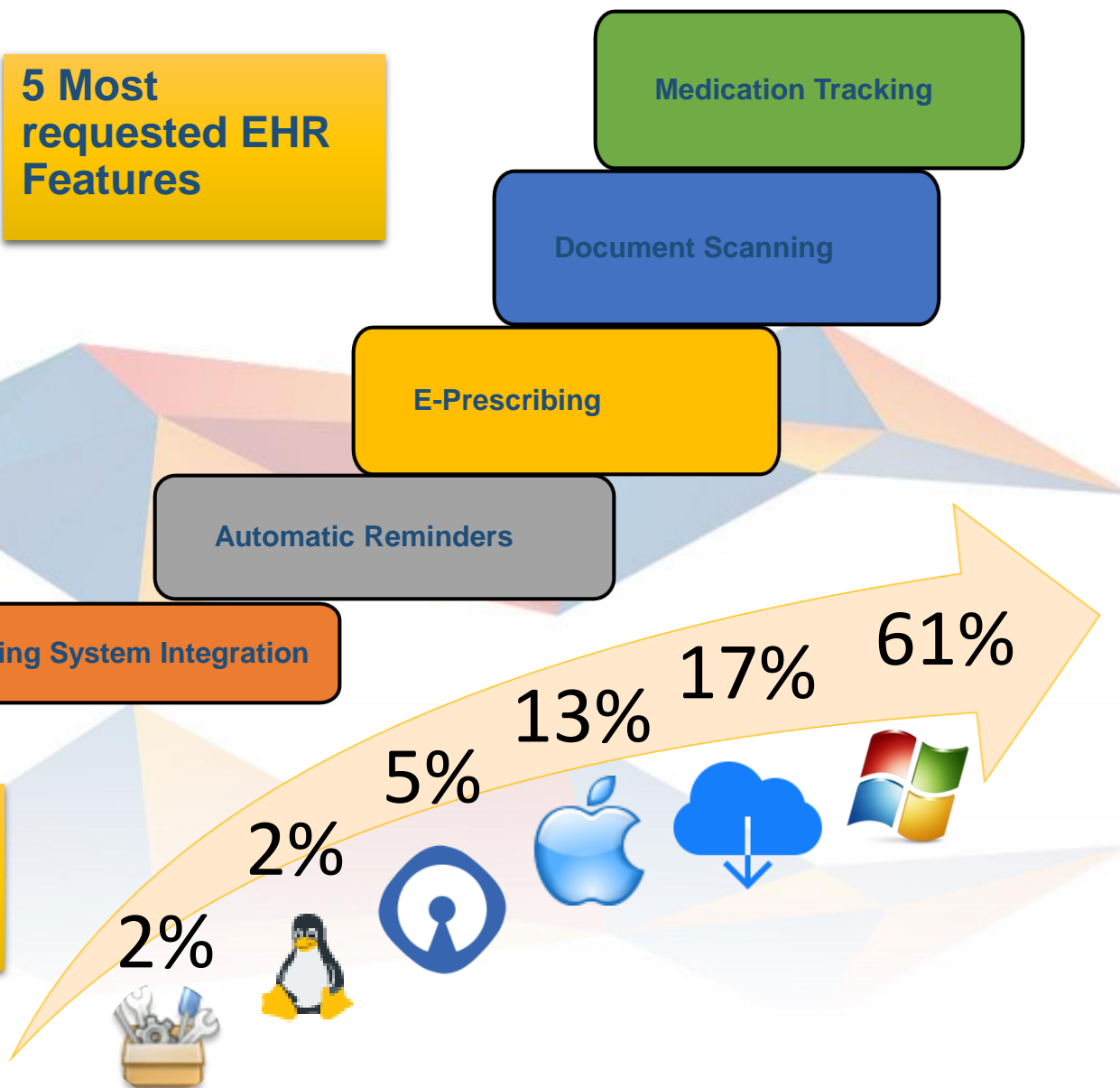
13%



17%



61%



Top EHR Software

Below is a look at the most popular options as measured by a combination of their total number of customers, users, and social presence.

Chart Key

Total Customers

Total Users

Total of Social Presence

VENDOR SIZE

Customers Rank

Users Rank

Social Presence

Rank Number of Employees

CUSTOMERS SCORE



USERS SCORE



SOCIAL SCORE



200+



51-200



1-50



Rankings and bar segment lengths are determined using a weighted scoring system that awards points for total metrics (e. g. total customers) and rank within a data set (e.. ranked 1st in customers)"



TOP 20 EHR solutions

eClinicalWorks

McKesson

CureMD

Practice Fusion

Allscripts

CUSTOMERS	USERS	SOCIAL			VENDOR
Customers 100,000	Users 600,000	Twitter 21,433	Facebook 5,454	Linkedin 10,956	
Customers 40,000	Users 200,000	Twitter 11,785	Facebook 12,958	Linkedin 3,410	
Customers 39,322	Users 192,186	Twitter 3,998	Facebook 12,958	Linkedin 3,410	
Customers 30,000	Users 112,000	Twitter 11,128	Facebook 21,760	Linkedin 6,513	
Customers 10,000	Users 180,000	Twitter 14,414	Facebook 1,360	Linkedin 54,768	



TOP 20 EHR solutions






Greenway

Cerner

athenahealth

1PatientCare

Epic

CUSTOMERS	USERS	SOCIAL			VENDOR
Customers 13,000	Users 100,000	Twitter 21,433	Facebook 7,575	Linkedin 8,852	
Customers 10,000	Users 75,000	Twitter 29,036	Facebook 15,203	Linkedin 86,013	
Customers 5,900	Users 70,000	Twitter 15,801	Facebook 7,589	Linkedin 26,110	
Customers 10,262	Users 64,652	Twitter 1,438	Facebook 295	Linkedin 814	
Customers 295	Users 273,000	Twitter 0	Facebook 8,056	Linkedin 135	



TOP 20 EHR solutions






Nextgen

NueMD

e-MDs

Praxis

SOAPware

CUSTOMERS	USERS	SOCIAL			VENDOR
Customers 4,400	Users 85,000	Twitter 17,699	Facebook 3,317	Linkedin 12,474	
Customers 8,000	Users 24,000	Twitter 2,230	Facebook 1,529	Linkedin 1,190	
Customers 9,100	Users 30,000	Twitter 3,258	Facebook 950	Linkedin 2,338	
Customers 6,780	Users 48,560	Twitter 864	Facebook 93	Linkedin 108	
Customers 5,000	Users 36,402	Twitter 785	Facebook 2,055	Linkedin 368	



TOP 20 EHR solutions











Kareo

Amazing Charts

CareClouri

MicroFour

AdvancedMD

CUSTOMERS	USERS	SOCIAL			VENDOR
Customers 3,000 	Users 12,000	Twitter 9,699	Facebook 25,109	Linkedin 3,824	
Customers 6,800 	Users 10,000	Twitter 1,236	Facebook 1,534	Linkedin 1,129	
Customers 2,000 	Users 18,967	Twitter 6,420	Facebook 3,006	Linkedin 5,412	
Customers 3,824 	Users 19,120	Twitter 16	Facebook 1,455	Linkedin 21	
Customers 4,400 	Users 10,000	Twitter 1,425	Facebook 932	Linkedin 368	



TOP 20 EHR solutions

1. eClinicalWorks 🌐 ☁️ \$

2. MCESSON ☁️ 🌐 \$\$\$\$

3. Cerner 🌐 🍏 ☁️ 🐧 \$\$

4. Allscripts 🌐 ☁️ \$\$

5. Athenahealth ☁️ \$\$\$\$

6. Healthcare 🌐 \$\$

7. Epic 🌐 \$\$\$\$

8. Care360 ☁️ \$\$

9. Practice Fusion ☁️ Free

10. OPTUMInsight ☁️ \$

11. NEXTGEN ☁️ \$\$\$\$

12. ADP ADVANCEDMD 🌐 ☁️ \$\$\$\$

13. SOAPWARE 🌐 \$

14. E-MD's 🌐 \$\$\$

15. ADVANCED DATA SYSTEMS CORPORATION
🌐 ☁️ \$\$\$\$

16. Vitera 🌐 ☁️ \$\$\$\$

17. MEDITAB 🌐 \$\$\$

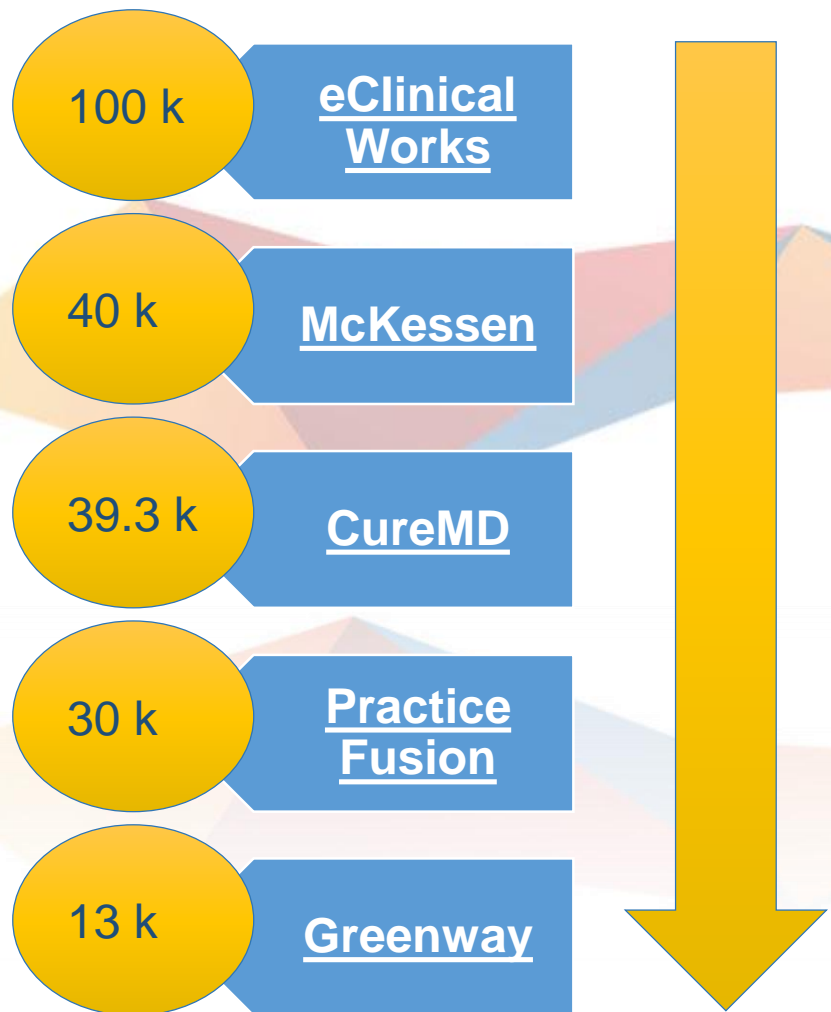
18. GREENWAY 🌐 ☁️ \$

19. Nuesoft 🌐 ☁️ 🍏 🐧 \$\$

20. amazingcharts 🌐 ☁️ \$

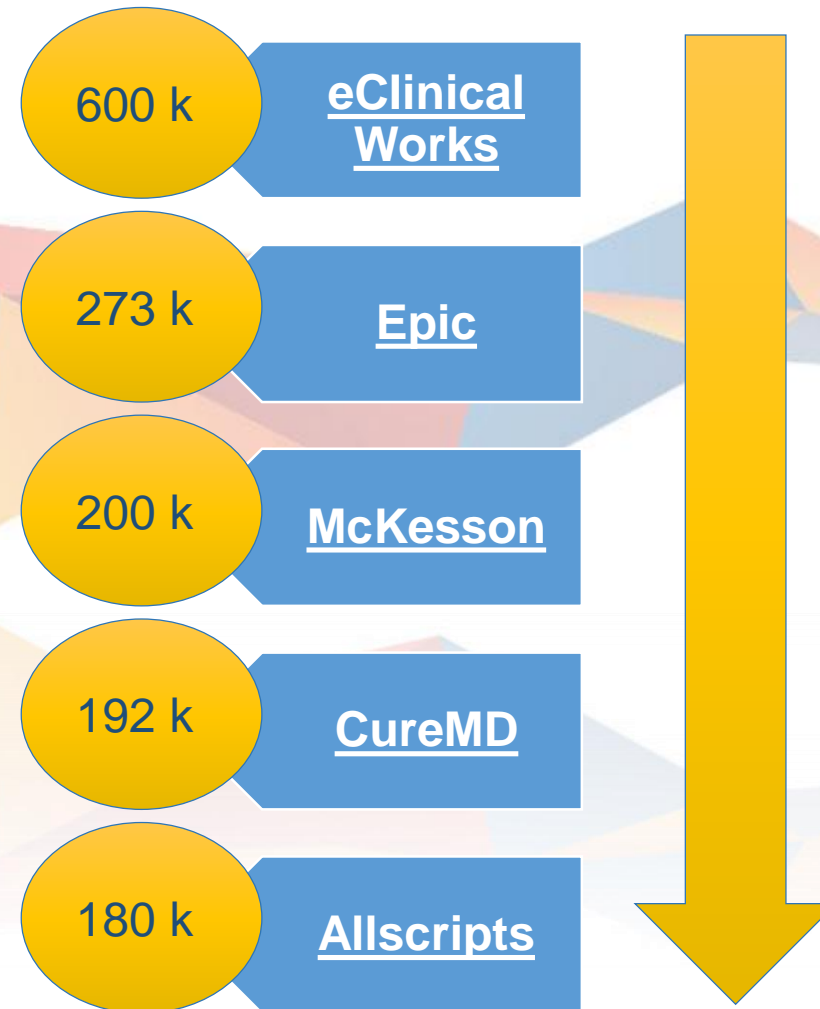
THE TOP 5

By total Customers



THE TOP 5

By total Users



Long-Term Care Software

The Top Long-Term Care Solutions

sorted by Average Rating from High to Low

Answers

Price: \$\$\$\$

Platforms:   
Deployment:  
Business Size: L




Eldermark

Price: \$\$\$\$\$

Platforms:   
Deployment:  
Business Size: S M L

Vision

Price: \$\$\$\$

Platforms:   
Deployment:  
Business Size: L






PointClickCare – Long-Term Care

Price: \$\$

Platforms:   
Deployment:  
Business Size: M L

Optimum Series EMR

Price: \$

Platforms:   
Deployment:  
Business Size: L

SimpleLTC

Price: \$

Platforms:   
Deployment:  
Business Size: S M L






NetSolutions

Price: \$\$\$

Platforms:   
Deployment:  
Business Size: S

Care Management

Price: \$\$\$

Platforms:   
Deployment:  
Business Size: S M L

ECP EHR

Price: \$\$

Platforms:   
Deployment:  
Business Size: S M L

SigmaCare EHR

Price: \$\$\$\$

Platforms:   
Deployment:  
Business Size: M L

The Long-Term Care software

sorted by Average Rating from High to Low



ResiDex

Price: \$\$\$

Platforms:
Deployment:
Business Size: L

COMET

Price: \$\$

Platforms:
Deployment:
Business Size: S M L

PALs Executive

Price: \$\$

Platforms:
Deployment:
Business Size: S M L

O-Meds

Price: \$

Platforms:
Deployment:
Business Size: S M L

Caremerge

Price: \$\$

Platforms:
Deployment:
Business Size: S M L

Healthland Long-Term Care

Price: \$\$

Platforms:
Deployment:
Business Size: L

eResidentCare

Price: \$\$\$\$

Platforms:
Deployment:
Business Size: L

DART Chart

Price: \$\$\$

Platforms:
Deployment:
Business Size: L

Optimus EMR Systems

Price: \$\$

Platforms:
Deployment:
Business Size: S

MatrixCare EHR

Price: \$\$\$\$

Platforms:
Deployment:
Business Size: S M L

The Long-Term Care software

sorted by Average Rating from High to Low



Carevium Assisted Living

Price:

\$\$\$\$\$

Platforms:
Deployment:
Business Size: M L

SMILE

Price:

\$

Platforms:
Deployment:
Business Size: S M L

HCS Interactant

Price:

\$\$\$\$

Platforms:
Deployment:
Business Size: L

CaraSolva Caregiver Management Suite

Price:

\$

Platforms:
Deployment:
Business Size: S M L

LTC Solution Management Information Suite

Price:

\$\$\$

Platforms:
Deployment:
Business Size: S M

ResCare

Price:

\$

Platforms:
Deployment:
Business Size: S M L

BlueStrata EHR

Price:

\$\$\$\$

Platforms:
Deployment:
Business Size: L

Medical Practice Management Software






Top Medical Practice Management Software

sorted by Average Rating from High to Low






AllegianceMD

Price: \$\$

Platforms:   
Deployment:  
Business Size: S M

ElationEMR

Price: \$\$

Platforms:   
Deployment:  
Business Size: S M

Rosemark

Price: \$\$

Platforms:   
Deployment:  
Business Size: S M L

Praxis EMR

Price: \$\$\$

Platforms:   
Deployment:  
Business Size: S

Quest National Service

Price: \$\$

Platforms:   
Deployment:  
Business Size: S M





Intelligent Medical Software by Meditab

Price: \$\$\$

Platforms:   
Deployment:  
Business Size: S M L

Planetrehab

Price: \$\$\$\$

Platforms:   
Deployment:  
Business Size: S M




IMS

Price: \$\$\$

Platforms:   
Deployment:  
Business Size: S M





Mercury Medical

Price: \$\$

Platforms:   
Deployment:  
Business Size: M L

RxNT

Price: \$

Platforms:   
Deployment:  
Business Size: S M L

Top Medical Practice Management Software



sorted by Average Rating from High to Low

Compulink Podiatry Advantage

Price: \$\$\$\$

Platforms:
Deployment:
Business Size: S M L

Picasso by Doc – tor.com

Price: \$\$

Platforms:
Deployment:
Business Size: S M

IntelleChart

Price: \$\$\$

Platforms:
Deployment:
Business Size: S M L

UltraLing

Price: \$\$

Platforms:
Deployment:
Business Size: S M L

Ultra Charts

Price: \$

Platforms:
Deployment:
Business Size: S

Benchmark Systems

Price: \$\$\$

Platforms:
Deployment:
Business Size: M

MD Connection

Price: \$

Platforms:
Deployment:
Business Size: S

CGM DAQbilling

Price: \$\$

Platforms:
Deployment:
Business Size: S M

Iridium Suite

Price: \$\$

Platforms:
Deployment:
Business Size: S M

Maxim Eyes

Price: \$

Platforms:
Deployment:
Business Size: S

Hospital Management Software

Top Hospital Management Software

sorted by Average Rating from High to Low



SynergI Life

By DNV GL

How to prevent harm to patients during treatment and care in health institutions is becoming one of the most important issues in healthcare. SynergI Life by DNV GL plays a vital role in the patient safety work of many institutions.

Starting Price \$40,000.00/one-time

Free Demo Yes, [get a free demo](#)

Deployment Installed

Free trial Yes

Deployment Installed

Mobile

Web-based

Starting Price \$10,000.00/one-time

Free Trial Yes

Deployment Web-based

ProMed

By ProEmTech Infosystems

An application suite with a comprehensive array of modules for managing a hospital, clinic, or laboratory.

Starting Price \$1,000.00/one-time

Pricing Details Per Node (Per PC)

Deployment Installed

GeroPro

By Promantra Synergy Solution

A complete Healthcare Information suite with applications to actualize Financial and Clinical need of Long-term Care Facilities.

Free Version Yes

Free trial Yes

Deployment Installed

Mobile

Mobile

Web-based

Starting Price \$300.00/month

Free Version Yes

Free trial Yes

Deployment Installed

Mobile

Web-based

Deployment Installed

Mobile

Web-based

Starting Price \$10,000.00/one-time

Deployment Web-based

SoftClinic

By JVS Group

Best Clinic & Hospital Management Software with all he features of EHR, EMR & HMS. Available in Cloud as well as Desktop version.

Insta HMS

By Insta Health Solutions

Web-based modular hospital management system which covers financial, operational and clinical aspects of health providers.

HIMS

By Akshar Technosoft

(HIMS) Software is a complete suite serving all functional areas of the hospital.

Deployment Web-based

Installed

Starting Price \$49.00/month

Deployment Installed

Suvarna-HIS

By Suvarna Technosoft

Modular system that includes LIS, document management, Inventory and nursing management. Diabetes, nephrology modules are available.

eHAT

By OrcaSys

Helps you to manage your hospital, patients, billing, claims, EMR in an organized easy manner.

i-Care

By Itack

Patient centric hospital Management Solution that can make your hospital completely paperless in no time.

Health.Net

By Dharma Healthcare

Modular solution suitable any healthcare organization from solo practices to corporations. EMR, Billing, DICOM, Medical Practice & more.

eHealth Case Story



DECIDE Treatment



“eHealth solution that Intersog has built for us is almost as perfect as I had imagined!”

Dr. Eiring Øystein

Innlandet Hospital Trust was looking to develop an innovative [mobile health](#) solution to help patients and doctors make better treatment decisions, and better use available information (e.g., electronic health records) – either from research or as hard-earned experience.

Innlandet Hospital Trust [outsourced development](#) and [UX design](#) of their innovative patient decision aid app to Intersog.

Our task behind the visual appearance of the system was to create a user interface (UI) to be easily used by people with mental disorders and with no or little experience with [mobile health app](#).

Dr. Eiring Øystein, Head of Department of Knowledge Support at Innlandet Health Trust, spent a lot of time with our Design and App [Development Teams](#) defining technical issues, generating ideas and clarifying specifications. Once the concept for the home screen was finalized, we added details and presented the deliverable to the client. The first draft was approved right away, and the app's design concept creation stage was over.



DECIDE Treatment [project was presented](#) to the Royal Norwegian Ministry of Health and Care Services and authorities, including Prime-Minister of Norway Erna Solberg and Minister of Health. The app was highly appraised and received a positive feedback from the Norwegian authorities.

App's functionality and features:

- This web and mobile shared decision making and monitoring system is designed for individual use and addresses either one-off, irreversible decision dilemmas, or ongoing decisions permitting regular re-evaluation
- The app facilitates self-help and improved communication between patients and healthcare professionals
- It can be used before, after and during consultations with health professionals
- It calculates a personalized ranking of best treatment options based on a transparent algorithm called the simple weighted sum equation
- Long-term treatments can be monitored over time, enabling users to re-assess their decisions
- The app enables doctors to enter relevant knowledge
- It offers easy, web-based access to shared information for everyone involved
- The app keep patient's valuable records accessible in accordance with strict privacy and information security policies

App user benefits:

- Patient gets a clear description of the treatment decision, its implications on his/her lifestyle, and has buy-in for it
- Equips patients with condensed, readable knowledge designed to facilitate shared decision-making
- Provides a timeline allowing patients to develop and adjust their treatment preferences over time
- Allows patients and clinicians to personalize the options based on individual patient characteristics
- Generally improves communication between doctors and patients

Home Healthcare Software






Top Home Healthcare Software

sorted by Average Rating from High to Low







Rosemark

Price: \$\$

Platforms:   
Deployment:  
Business Size: S M


Alora Home Health

Price: \$

Platforms:   
Deployment:  
Business Size: S

Faster Notes

Price: \$

Platforms:   
Deployment:  
Business Size: S






FreeDOM MD

Price: \$

Platforms:   
Deployment:  
Business Size: S




Igea HHC

Price: \$\$

Platforms:   
Deployment:  
Business Size: S M




Footprints

Price: \$

Platforms:   
Deployment:  
Business Size: S M






Tynet Online

Price: \$\$\$

Platforms:   
Deployment:  
Business Size: S M

Soneto

Price: \$\$

Platforms:   
Deployment:  
Business Size: S M L






TheraTracker

Price: \$\$

Platforms:   
Deployment:  
Business Size: S M

CareVoyant

Price: \$\$\$\$

Platforms:   
Deployment:  
Business Size: M L

Top Home Healthcare Software

sorted by Average Rating from High to Low



Hospicesoft

Price: \$\$\$

Platforms:
Deployment:
Business Size: S M L

Axxess

Price: \$\$

Platforms:
Deployment:
Business Size: S M L

therapyBoss

Price: \$

Platforms:
Deployment:
Business Size: S M L

ContinuLink

Price: \$\$\$\$

Platforms:
Deployment:
Business Size: L

TherapySync

Price: \$

Platforms:
Deployment:
Business Size: S M L

Crescendo – Delta Health

Price: \$\$\$\$\$

Platforms:
Deployment:
Business Size: M L

ClearCare

Price: \$\$\$

Platforms:
Deployment:
Business Size: S M L

Procura

Price: \$\$\$
Recommended: 100%

Platforms:
Deployment:
Business Size: L

AxisCare

Price: \$

Platforms:
Deployment:
Business Size: S M L

McKesson Homecare

Price: \$\$\$\$

Platforms:
Deployment:
Business Size: L

eHealth Case Story



Former Olympics champion, Dr. Charles Butler wanted to create a mobile app that would encourage highly secure communication and virtual interaction between doctor and patient. As Dr. Butler further explains, *"I want an app to make professional medicine more accessible and transparent with tools that are integral to modern society."* And he needed a [mobile app development service](#) to build the telemedicine app quickly and on budget.

//

"People at Intersog impressed me with their passion about my project and willingness to get involved with us. I saw a real excitement in their eyes. Other companies just told me – "We can't do this, it's not possible!" and Intersog said – "Oh, it's very much possible, we'd love to work with you!"

Dr. Charles Butler, Founder of Video Medicine, Inc.

After months of development and maintenance, Intersog's mobile development team completed a successful beta deployment of the innovative eHealthcare video chat app, VideoMedicine.



VideoMedicine

VideoMedicine for Patients:

- Can speak to a wide range of specialists including cardiologists, pediatricians, ophthalmologists and more – no waiting rooms;
- Enjoy the convenience of communicating with patients from anywhere using your mobile device;
- Schedule an appointment and learn about diagnosis, treatments, and medications or get a “second opinion”;
- Choose rate per minute; it is a free market system. Give patients discounts or free minutes by adjusting the minutes charged;
- Send high-resolution photos during a call to report issues with skin, mouth, hair or other body parts;
- In some states, a patient can get a prescription, if needed;
- Features for hearing impaired and deaf patients;
- HIPAA compliant and secure: provides encryption of private patient data;
- Additionally, there is an anonymous mode.

Video Medicine for Doctors and Psychologists:

- Make supplemental income with no insurance hassle;
- Recruit new patients to practice or speak with existing patients;
- Enjoy the convenience of talking to patients from anywhere using [iOS](#) or [Android](#);
- Schedule virtual office hours and receive appointments by changing online/offline status;
- Choose rate-per-minute, a free market system. Give patient discounts, or free minutes, by adjusting the minutes;
- In some cases, write prescriptions for Video Medicine patients.

VideoMedicine app is available in iTunes and Google Play

About Us

Intersog Inc. is an international provider of premium custom software development specializing in full-service, end-to-end solutions for eHealthcare, IoT, wearable tech, Big Data and Cloud.

Intersog helps SMEs and established brands become tech savvy and deliver disruptive innovation to b2b, b2c and b2e by providing cost-effective Agile Development Teams and resources onshore (within the United States) and offshore (via our Ukraine-based R&D Centers).

Founded in 2005 and headquartered in Chicago's iconic Willis Tower, Intersog is a global company of 150+ people in multiple locations.

Do you have an eHealth project idea and need professional assistance with specification, proof of concept, design, prototyping, software development and testing?

Get in touch with us:

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Email: contact@intersog.com

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