

# Invest in your success, not your software

Don't choose an EHR. Choose a business partner.

It's true that software can slow you down – and you need every spare minute to run your practice. You need a partner that takes work off your hands and technology that makes your day better, not worse.

## Drive results from day one

At athenahealth, our success depends on yours. A true business partner, our payment model aligns our financial incentives with your practice's performance – we only get paid when you get paid. That's why we're committed to helping you drive results from day one, with low up-front costs so you can get started quickly. To ensure you achieve those results, we offer you one comprehensive solution that's always up to date. No hidden costs. No costly upgrades. No ongoing maintenance fees. No long-term contracts.

## Harness the power of a national network

As a network-enabled service, we provide you more than a technology platform. We study the habits of thousands of providers across our network to identify the patterns behind their performance. Then we use those insights to help get your claims paid more efficiently and effectively and to build technology that lets you focus on your patients instead of your computer. We even take on burdensome administrative tasks to reduce your workload, so that you can focus on the work that only you are qualified to do, like taking care of patients.

“I can't imagine being a solo practitioner without an army of people like athena behind us. I wouldn't be able to sleep at night.”

- Dr. Eric Tiblier, Cardiac Clinic of Austin

**We take work off your hands to help you achieve better results.**

### Engage patients

- ✓ Appointment reminders
- ✓ Online check-in
- ✓ Care gap messaging campaigns
- ✓ Patient portal
- ✓ Patient satisfaction surveys
- ✓ Patient statements
- ✓ Live operators

### Get paid more, with less administrative burden

- ✓ Eligibility checking
- ✓ Integrated credit card processing
- ✓ Initial claim preparation and scrubbing
- ✓ Claim submission and tracking
- ✓ Payer interactions
- ✓ Remittance management
- ✓ Posting (EOB, ERA, EFT)
- ✓ Executing appeals
- ✓ Document routing
- ✓ Payment reminders
- ✓ Performance coaching & reporting
- ✓ Quality program management
- ✓ Productivity tracking

### Focus on patients, not paperwork

- ✓ Clinical data management
- ✓ Patient record sharing
- ✓ Electronic order submission
- ✓ Order set management
- ✓ Template management
- ✓ Order reminders
- ✓ Results calls
- ✓ Clinical document management
- ✓ Prescription requests

### Stay current and connected

- ✓ System maintenance
- ✓ Interface management

## The athenahealth Advantage

athenahealth delivers the industry's only future-proof, network-enabled service, keeping practices on top of industry changes and focused on patient care with a proven combination of:



### The largest network in healthcare

We connect 106,000 providers across the continuum of care, enabling physician networks to be effective, productive, and aligned.



### Collective insight and intelligence

We surface the right information at the right time so you maximize both fee-for-service and value-based payments, through our continuously updated Billing Rules Engine and Quality Management Engine. With each patient, your network gets smarter.



### Work done at scale

We serve as an extension of your internal operations, wicking away low-value work and driving performance. We track claims, manage your providers' paperwork, fulfill quality program reporting on your behalf, performance coach, and more.

# 106,000

providers on our network<sup>1</sup>

**\$22.6 billion**  
collections posted  
in 2016

**102 million**  
patients on  
the network

**6.7 billion**  
data transactions  
processed in 2016

**150,000+**  
care settings  
connected to our  
network

### athenaCollector®

Our network-enabled revenue cycle management service that enables clients to secure full payment faster, reduce administrative drag and cost, and stay current on industry change.

### athenaClinicals®

Our network-enabled EHR service organizes the moment of care to help providers maximize their clinical productivity. We also execute administrative and quality program services for providers, including tracking all orders to close the loop on care.

### athenaCommunicator®

Our network-enabled patient engagement service that delights patients with an improved experience, and gets them more fully engaged in their own care – all while eliminating unnecessary practice work.

### athenaCoordinator®

Our network-enabled care coordination service that enables clients to manage the exchange of patients and their data across care settings. This gives clients the ability to see more patients, gain greater visibility, and do less work.

### Population Health

The only analytics, quality, and care management network-enabled service for managing at-risk populations. We seamlessly integrate a 360-degree view of the patient into our proven care management workflow, addressing care gaps and simplifying care coordination.



Find out more.

Visit us online at

[athenahealth.com/henryscheinsuccess](http://athenahealth.com/henryscheinsuccess)