



What's the difference
between Ingenious **Med**
and the other guys?

The other guys want you
to use their technology
so they can make money.

Ingenious **Med** wants you
to use our technology so
you can make money.

We prefer partnerships.
Your company and ours.

Imagine that.

Ingenious.

IM

Ingenious **Med** can help you make real money... enough so you can focus on what matters - your patients.



You can't take care of patients if your business doesn't work. IM Practice Manager™ helps you keep an eye on your practice so you can concentrate on medicine.

That's not the case with other practice management "solutions." HIS systems and EMR products address lots of problems. They might even help you capture your charges. But systems designed for hospitals, government regulation, and outpatient environments don't do the whole job for hospitalists and inpatient physicians.

Ingenious Med focuses on the tools you need to manage your inpatient practice. That's because Ingenious Med was founded in 1999 by a group of hospitalist and inpatient physician leaders. We understand that managing an inpatient practice is unique – and so are Ingenious Med's products and services.

Ingenious Med's software provides hospitalist and inpatient groups with information and tools to help manage your prac-

tice, optimize physician performance and demonstrate quality of care. IM Practice Manager™ and other Ingenious Med products and services help maximize revenue for your practice and your hospital.

Ingenious Med's technology works with and alongside other IT systems and helps you overcome the obstacles that stand between you and additional revenue. Based on the results of some of our customers, our technology can help you:

- Increase net revenue per encounter by 20-50%
 - Increase net revenue per physician by \$20-40,000
- Increase charges captured by 8-17%
- Improve collection rates by 3-5%
 - Decrease denials by 4-7%
- Decrease denied charge write-offs by 12-17%

Technology that's easy to use

Ingenious Med's technology is easy to implement and easy to use. Change the way you run your practice. It works with you - so you don't end up working for technology.

IM Practice Manager™ is a flexible package that can easily be customized to meet your needs.

Physicians love it because they don't have to learn a new technology. They don't have to change their behavior because the system adjusts to them. They can even use their PDA.

As a result, physicians are more willing to adopt the technology. They minimize rounding inefficiencies and increase their earning power. And that means high physician satisfaction and enhanced physician attraction and retention.

Practice managers love it because they can use it to run the business – right now.

Ramp-up is fast and up-front costs are low. IM Practice Manager™ ties together geographically disparate sites and integrates with other systems including electronic medical records and billing software. There's no need to interface with other systems – and no need for IT support.

Technology for the bottom line

Ingenious Med provides a suite of charge-capture and practice management tools designed to help hospitalists and other inpatient physicians increase revenue, reduce costs, optimize operations, and monitor the performance of their inpatient practices.

Ingenious Med's IM Practice Manager™ is a consolidated rounding, charge capture, quality measurement, and business intelligence reporting platform. It enhances clinical care by providing physicians with a suite of tools designed to enhance quality of care, documentation and communication throughout an inpatient stay - from admission to discharge.

IM Practice Manager™ improves profitability and practice efficiency by aggregating data across multiple facilities and integrating with hospital and billing systems. All of this allows for real-time management and rapid dissemination of critical information across hospitals and national physician networks.



The system makes possible a host of business efficiencies. Managers get real-time data analysis to follow practice and clinical performance metrics. They can separate hospitalist data from data for other specialists. They can more readily track and predict manpower and staffing inefficiencies. And feedback measures allow physicians to optimize practice behavior.

Ingenious Med's service helps you do the things you want to do. Our expertise in interpreting practice information and recommending next steps helps you to take control of your practice.

IM Practice Manager™ features:

- A wireless, Internet-based rounding platform that can be used with PDAs, tablet PCs, desktop computers (or even paper!) to help physicians gather information and capture charges during hospital rounds.
- Industry-leading charge capture with dual-tier validation via CodeCorrect™ and IM CodeCheck™.
- Business intelligence management reporting that improves physician and practice performance.
- Communication tools that improve communication and optimize patient handoff to outpatient physicians helps fulfill JCAHO requirements.
- IM Back Office™ charge management that reduces accounts receivable days.
- Quality tools to record, document and measure pay-for-performance drives such as PQRI and core measures.
- IM Xchange™ data interface integrates with hospital information systems, EMRs and other front-end IT systems.
- IM Billing Xchange™ data interface intergrates directly with any billing system.
- IM MasterCoder™ E&M coding and documentation tool.

IM PRACTICE MANAGER™		SERVICES	
CHARGE CAPTURE & CODING (IM BILLS™)	<ul style="list-style-type: none"> • DX/CPT Search Engine • IM Code Check Validation • CodeCorrect Validation • IM MasterCoder™ • IM Quality Measures™ 	PROFESSIONAL SERVICES	<ul style="list-style-type: none"> • Physician Performance • Practice Optimization • Business Process Optimization • Billing & Compliance
PRACTICE MANAGEMENT	<ul style="list-style-type: none"> • Practice Desktop • Chart Rack • Documents • Business Intelligence Reporting 	REPORTING SERVICES	<ul style="list-style-type: none"> • Business Intelligence Reporting • Dashboard • Benchmarking
BACK OFFICE	<ul style="list-style-type: none"> • Back Office Interface • IM Code Check Validation • CodeCorrect Validation 	BENEFIT REALIZATION	<ul style="list-style-type: none"> • IM Best Practices • Continuing Education • Performance Audits • ROI Maximization • Technology Consultation
COMMUNICATION	<ul style="list-style-type: none"> • Cross Cover Sheet • Instant Message/Chat • Email • Discharge Module 	SUPPORT	<ul style="list-style-type: none"> • 24/7/365 Client & Technical Support • Inpatient Implementation Expertise • Full-Range Training Classes
CLINICAL	<ul style="list-style-type: none"> • Electronic Prescribing • Cross Cover Sheet 		
INTEGRATION		<ul style="list-style-type: none"> • HIS/Census Management Integration • Billing Integration • Integration Consultation Services 	
MOBILITY		<ul style="list-style-type: none"> • Web Portal • Tablet Portal • PDA 	

BY physicians FOR physicians

Ingenious Med was founded by President and CEO Dr. Steven Liu and other hospitalist leaders to provide outstanding solutions that help hospitalists and inpatient physicians run successful practices so they can spend more time improving the lives of their patients.

The company recognizes the unique challenges that inpatient managers face and the growing demands placed upon them as their practices mature. Ingenious Med's primary focus is to provide automated management and clinical systems that optimize practice financial and operational performance, while improving patient care.

A vital resource in its own right, Ingenious Med's client base represents the largest aggregation of hospitalist performance information in the industry. With detailed input from more than 1,600 inpatient physicians, our company continuously evaluates best practice metrics as benchmarks for practice performance and can provide clients with real-time, actionable management data.

Ingenious Med works with more than 500 facilities in 40 states. Customers range from small five-physician groups to larger academic programs, healthcare systems and national management companies.

Academic Hospitalist Medical Group
Acclaimed Internal Medicine
Apollo Hospitalists
Arlington Inpatient Physicians
Asante Health System
Asheville Hospitalist Group
Associates for Inpatient Medicine
Athens Hospitalist Services
Athens Pulmonary
Barrow Inpatient Services
Borgess Inpatient Services
Borgess Trauma Services
Cardiology Consultants
Cardiovascular Associates
of Central Virginia
Carle Foundation
Central Virginia Family Physicians
Charles Cole Memorial Hospital
Christiana Medical Group
Cooley Dickinson Inpatient Physicians
Corpus Christi Hospitalists, PLLC
Dallas Cardiac Associates
Dameron Hospital
Diagnostic Associates of North Texas
Edwardsburg Family Medicine
Emerson Hospital
Emory
Evangelical Community Hospital
Evergreen Hospital Medical Center
FirstHealth of the Carolinas
Freeman Health System
Gates Hospitalists
Gould GI
Gwinnett Infectious Diseases
Harris Methodist Ft. Worth
Psychiatry Services
Hawaii Pacific Health
Hickory Acute Care Specialists
Hoag Hospital

Holy Family Hospital
Hospital Care Consultants
Hospital Inpatient Group
Hospital Medicine Consultants
Hospitalist EMO
Hospitalist Services Medical Group
Hospitalist Services of
Central Alabama
Hospitalists of Northern California
ID Consultants
InCare
Inland Hospitalists Medical Group
Inpatient Management
Medical Group
Inpatient Management, Inc.
Internal Medicine and Pediatric
Clinic of New Albany
Jackson Madison General Hospital
Kaiser Permanente
Kelsey Seybold
Kindred Hospital
Kusi Fordjour, MD
Lakes Regional General Hospital
Lawrence Memorial Hospital
Lee Pace, MD
LSU Healthcare Network/University
Medical Group
Lynchburg Pulmonary Associates
Maui Medical Center
MD On Call
Mid-Missouri Medical Consultants
Midstate Medical Center
Milagro
Millenium
National Medical Affiliates
Newport Critical Care
Norman Regional Hospital
Norwalk Hospital
Olympic Hospitalist Physician, PS
Oregon Medical Group
Our Lady of the Lake

Pacific Hospitalist Associates
Peacehealth
Pioneer Hospitalists PLLC
Primedoc
Prodigee Inpatient
Physicians Group
Pulmonary Associates
Redding Critical Care
Riverside Tappahannock Hospital
Saint James Mercy Hospital
Sash
Scottsdale Critical Care
Scottsdale Healthcare:
Thompson Peak
Sentara Medical Group
Shasta Critical Care Specialists
Shore Hospitalists Associates, PA
Southern Oregon Hospitalists
Southwest Surgical Association
Spartanburg Regional Medical Center
SSM St. Mary's Health Center
St. Francis Health Center
St. Lukes Kansas City
St. Mary's Hospital/Mercy Health
St. Mary's Medical Group Cardio
Sumter Regional Hospital
Synergy Medical Group
Tamara Barsik, MD
Tanner
TeamHealth
Texas Healthcare, PLLC
TexasHealth
The Hospitalist Group
TSG Resources
University of Colorado
Valley Baptist
Via Christi Regional Medical Center
Walton Hospitalist Associates
Wyoming Medical Center
Quincy Medical Center
Yakima Regional Medical Center

Management Team

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