

Thursday, July 23, 2009 1:26 PM by hlthblog

A Contemporary and Intuitive EMR Solution Built on Microsoft Office



Bill Crouse 2007 05 Are you among the seventy-five percent of physicians who haven't yet implemented an electronic medical record solution for your practice? How much longer are you going to wait? Are you tempted by financial incentives offered through the ARRA stimulus package, but concerned about making the right EMR choice among the dozens if not hundreds available? Is the thought of implementing and learning how to use an EMR keeping you up at night?

Hundreds of thousands of American physicians are feeling pressured to implement electronic medical record systems for their practices. New payment schedules and regulations will soon make it highly undesirable to practice medicine without using an EMR of some kind. But selecting an EMR solution for your practice is a big decision. You want a solution that is going to be flexible, intuitive, and easy for you and your staff to learn how to use. You want a solution that's reliable, certified, and built on industry standards. You also want something built on technology that is guaranteed to still be around many years from now.



There are literally hundreds of EMR solutions on the market. Sorting them out is daunting. Recently, I had an opportunity to get to know one particular EMR vendor that has taken a rather unique approach to building and selling their EMR solution. The company is gloStream and their solution really seems to resonate with a growing list of satisfied clinician customers. Perhaps the secret to their success is building a solution that is based on the world's best selling and most familiar office documentation and productivity software, Microsoft Office, and in particular, Microsoft Word.

If you would like to learn more, please listen to this 20-minute audio-cast. It is the newest release in my House Calls for Healthcare Professionals series of articles, audio-casts and videos. My guests for the program include:

- **Mike Sappington, CEO, gloStream, Inc.** His responsibilities include charting out gloStream's long term vision and developing its unique channel program and product roadmap.
- **James Long, Practice Manager** for Family Orthopedic Associates, an orthopedic specialty group in Flint, Michigan that has implemented the gloStream EMR solution.
- **Dr. Stephen Burton**, a board certified orthopedic surgeon and one of the founding members of Family Orthopedic Associates. He also serves as Assistant Clinical Instructor of Surgery at Michigan State University's College of Human Medicine.
- **Stuart Post**, a Microsoft Solutions Sales Professional who has worked closely with gloStream and the company's customers.



On Tuesday, I invited Mr. Sappington and another of his satisfied customers, plastic surgeon Dr. Julio Sosa (pictured), to speak to a large gathering of Microsoft sales executives. The meeting was at ISX, our global training event in Atlanta. At the meeting, gloStream premiered a new video that I'm sure you will enjoy. I'm so sure that I am also making the video available to readers of HealthBlog.

Go to: <http://blogs.msdn.com/healthblog/>