

# invest in your success, not your software

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

Software can slow you down — and you need every spare minute to run your practice. Instead, find a partner who takes work off your plate and is as invested in your success as you are.



## Instead of adding an expense, reduce your operating costs

Software may help keep your business afloat in the short-term, but for long-term success, you need a partner focused on your performance. That starts with cutting your operating costs, so you can invest in your practice's growth. Our low up-front costs make it easy to get started, and our simple pricing model covers all future upgrades and standard interfaces. Instead of paying for a software upgrade every 18 to 24 months, our network is continuously updated, free of charge. That includes updates that help you stay ahead of the latest changes to government, regulatory, and payer requirements. Comprehensive services can enable you to cut back on contracts with other vendors, including robust clearinghouse capabilities that scrub claims and manage submissions at scale. And our secure lockbox solution connects directly to athenahealth offices, so there are no delays in posting or making funds available, and you have instant visibility into the process.



## Focus on the work that generates revenue

Traditional software may feel like an added burden. We aim to help you operate more efficiently, so you're free to focus on the work that adds value and grows your market share. Increase referrals and improve care coordination with built-in, global connections that enable you to seamlessly access patient data from outside your organization. At the same time, use the power of our network to increase patient throughput and expand your reach with tools like automated outreach campaigns that identify patients in need of care and get them on your schedule. At every step of the way, we take insights gleaned from the activity of over 160,000 providers on our network and use that knowledge to improve your performance, including reducing denials.



## Free up providers and staff to do what they do best

We take on burdensome administrative tasks, including tracking changes to payer requirements in order to help catch errors in claims before they are submitted. athenahealth teams also save you time by monitoring quality programs and handling the attestation process for you. At the same time, our national network connects your providers to the patient information they need by pulling together data from disparate sources and organizing it intuitively in the moment of care—cutting down on the number of faxes, emails, and phone calls your staff need to make. And when something goes wrong, our knowledgeable support teams are available around-the-clock, and can resolve most issues within a single phone call.

**“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

**a partner by your side, a network at your back**

Software and private cloud options only offer you technology and leave you to figure it out on your own without the benefits of a network or a true business partner. athenahealth’s unique partnership model means we’re as invested in your organization’s success as you are. And with the power and knowledge of an entire network behind you, you can focus on delivering great care and charting a path to success—not creating workarounds for missing functionality and support.

Electronic health record	athenahealth	Software	Private cloud
EHR backup	✓	\$	\$
eFax	✓	✓	✓
Document and fax management	✓	✗	✗
Prior authorizations	✓	✗	✗
Patient record sharing via CommonWell & Carequality	✓	✗	✗
SureScripts enrollment	✓	\$	\$
e-Prescribing (including controlled substances)	✓	Varies	Varies
MIPS and quality program support	✓	Varies	Varies
Internal messaging with other providers	✓	✗	✗
Medical reference app	✓	\$	\$

**Revenue cycle and practice management**

Claim submission, denial management, payment posting	✓	Varies	Varies
Eligibility checking	✓	Varies	Varies
Clearinghouse	✓	✗	✗
Regularly updated with the latest payer rules	✓	✗	✗
Patient statements and self-pay balance reminders	✓	\$	\$
Credit card processing	✓	\$	\$

Patient engagement	athenahealth	Software	Private cloud
Patient portal	✓	\$	\$
Patient outreach campaigns	✓	✗	✗
Appointment reminders and live operator support	✓	\$	\$
Patient satisfaction surveys	✓	\$	\$

**Integrated services and support**

Upgrades and maintenance, including 24/7 support	✓	\$	\$
Integrated partner app solutions	✓	\$	\$
Ongoing performance coaching	✓	✗	✗
Licensing fees	✓	\$	\$

✓ Included in price     
 ✗ Not included     
 \$ Additional cost

**Find out more. Call 817.282.0300 or visit us online at [quattrishealthco.com](http://quattrishealthco.com)**