



Physician Practice: Electronic Health Record (EHR) Subscription Services

Bring the advantages of EHR to your practice

Implementing Electronic Health Records (EHR) and practice management technology are key strategies for improving healthcare. The time to adopt this technology has arrived. With the provisions provided in the American Recovery and Reinvestment Act (ARRA), healthcare providers are now incented to adopt this technology, which will enable the electronic exchange of information, improve interoperability, and increase the quality of care for your patients.

The advantages of an EHR solution are apparent for both you and your patients with improved efficiency and accuracy that will facilitate the exchange of health information while lowering healthcare costs. However, the complexities and start-up expenses needed to implement an EHR platform may create significant up-front barriers for adoption in many smaller hospitals and physician practices. At the core of our solution is a wide range of capabilities that provide industry-leading technology along with hardware to support workflow efficiencies, and application hosting services that provide 24x7 secure access to data. Our proven experience and key vendor alliances allow Dell Services to deliver EHR technology at a fixed monthly price. The opportunity for your practice to take advantage of this technology is now, and our established history helping provider organizations succeed is proven.

We're ready to put those skills to work for you by reducing the risk and uncertainty of getting started with an EHR program:

- Short implementation / quick go-live
- Predictable recurring costs
- No data center or platform capital investment

Affordability for Any Size Practice

Through tightly integrated software, hardware, and connectivity technologies, our EHR solutions are designed with the right scale, scope, and functionality for your practice — regardless of size. Pricing is based on the number of physicians using the system and is fixed within a range so you can easily increase or decrease the number of "seats" on the system with minimal cost impact.

About Dell Services

Dell Services is a leading provider of information technology and business process solutions to the healthcare industry. For more than 20 years, Dell Services has provided customers with the deep industry expertise and a portfolio of interrelated consulting, business process, application, and infrastructure services necessary to create innovative solutions that achieve and sustain measurable results for our customers.

For more information about any of our service offerings, please contact your Dell representative or visit dell.com/services.

