

the **mgis** **HEALTHeOFFICE**  
companies Business Solutions for Physician Practices

**MEDSALES**

## Physician Dispensing *A Smart Choice for Your Practice*

A growing number of physicians and surgeons find that medication dispensing is a smart, low risk ancillary service to add to their practices for improved

Patient Satisfaction  
Patient Compliance  
Continuity of Care  
*And Practice Profitability*



**IMPROVE PATIENT SATISFACTION, COMPLIANCE, AND CONTINUITY OF CARE**

Delight patients with the option to eliminate trips to the pharmacy, while ensuring their compliance with your prescribed treatments.

**Fast and Convenient**

In just a few minutes you can dispense medications and send patients on their way—skipping the trip to the pharmacy and the additional 20-40 minute wait.

**Improve Satisfaction and Referrals**

Practices implementing a dispensing program report significantly higher levels of overall patient satisfaction, which quickly converts to positive word-of-mouth for your clinic.

**Increase Compliance and Continuity of Care**

Recent studies estimate that up to 30% of patients never actually fill the prescriptions they receive from their doctor. Dispensing prescribed medications at checkout greatly increases the probability that your patients comply with treatment protocols, improving overall continuity of care.

**GET REIMBURSED FOR THE WORK YOU AND YOUR STAFF ARE ALREADY DOING FOR FREE**

You write scripts, talk to the pharmacy, talk to patients, handle refills—all without compensation. On average, you can earn \$25-\$30,000 per year per physician without impacting staff time.

**You are doing the work—now get paid!**

With MGIS HealthOffice Physician Dispensing, you eliminate tasks for which you are not reimbursed and replace them with simple, income-generating dispensing—at low net impact on staff workload.

**No Claims Headaches**

MGIS Dispensing doesn't require additional staff time to handle Rx claims. They are submitted and cleared automatically, electronically. Our online software system completes it all on the spot at checkout.



**GET PAID FOR WHAT YOU DO**

ACTIVITY	WITHOUT DISPENSING	WITH DISPENSING
WRITE SCRIPTS	✓	✓
EXPLAIN TO PATIENT	✓	✓
CAPTURE IN EMR/CHART	✓	✓
PATIENT CALLS—RX-RELATED	✓	✓
REFILL CALLS—PATIENT	✓	✓
REFILL CALLS—PHARMACY	✓	
PHARMACY RX CALLS/FAX	✓	
ENTER PATIENT DATA, LABEL BOTTLE, HAND TO PATIENT		✓
RESTOCK MEDICATIONS		✓
FILE/TRACK CLAIMS		
<b>ADDITIONAL REIMBURSEMENT</b>	<b>\$0</b>	<b>\$25,000-\$30,000</b>

## **SIMPLE, COMPREHENSIVE, LOW RISK**

Easy-to-use online software manages all payment types and claims. MGIS HealthOffice Physician Dispensing, delivered through our partner MedX Sales, offers a complete turnkey system. With multi-vendor sourcing, automated inventory control and no long-term contract, this program provides an attractive, low-risk ancillary service opportunity.

### **Simple, Powerful Online Software System**

- **Totally paperless claims handled by MGIS/MedX**
- **Inventory management system makes ordering/restocking a breeze**
- **Variety of reports keep you in control**

### **Complete Offering — All Payor Types**

- **Medicare**
- **Commercial private pay**
- **Cash and carry**
- **Worker's Compensation**
- **PIP and Medpay— auto related**

### **Low Risk**

- **Multiple vendor sources means a more sure supply**
- **FDA approved generic drugs— safe, high quality**
- **No long-term contracts**
- **Low up-front cost**

## **SMART CHOICE**

Ancillary services are a fast-growing, high profit sector of healthcare delivery. Many practices nationwide are realizing significant patient satisfaction and financial benefits by offering additional services that complement their core specialties.

According to a recent survey by the MGMA, practices offering ancillary services realize significantly higher profitability—on average \$169,475 (171%) more annually per physician in net medical revenue after operating costs than those who don't offer ancillary services (2009 MGMA Cost Study).

The three ancillary services that patients most frequently receive from their primary care physician are:

**Lab services 38%**  
**Drug dispensing 36%**  
**Radiology 34%**

Advantstar Research

The top three reasons cited by physicians for offering ancillary services include:

**Patient convenience 64%**  
**Consistency of care 58%**  
**Increase revenue 53%**

Advantstar Research

**For the same amount of work, you can earn an additional \$25–\$30,000 per year**



For information on how to bring the benefits of MGIS HealthOffice Physician Dispensing to your practice, please contact your MGIS broker. Or, you can reach us directly at **800-969-6447 x154** or on the web at [www.mgis.com/heo/physicians](http://www.mgis.com/heo/physicians).

## MGIS HEALTHeOFFICE

HealtheOffice by MGIS provides physician groups with a selection of carefully screened products and services that improve the operating and business side of medical practice. Through an extensive due diligence process, our experts find the very best partners, products, and solutions that enhance the efficiency, cost savings, and profitability of running a medical practice—from a solo practice to a multi-specialty group. HealtheOffice provides solutions that are simple, cost effective, and proven, and are backed by our 40+ year history of excellence in servicing physician groups.



1849 West North Temple | Salt Lake City, UT 84116-0110  
800 969-6447 toll-free | 801 990-2400 phone | 801 990-2401 fax  
[www.mgis.com](http://www.mgis.com)