

ALL CHILDREN PEDIATRIC ASSOCIATES, PLLC



“With Aprima, we’ve been able to dramatically increase our revenues, plus more efficiently run our practice’s three offices. We were stunned that we obtained ROI in less than one year.”

— Jeffrey K. Burton, MD, All Children Pediatrics

One day, while the office manager for All Children Pediatrics in Louisville, Kentucky, was attending a technology road show, she contacted one of the practice’s pediatricians with an urgent message. “Our office manager called in the middle of the day and told us that we had to come to see this one EMR,” Dr. Jeffrey Burton recalled. He and another pediatrician from the practice went that day to look at Aprima.

After spending three hours interacting with the software, the pediatricians were really impressed. “We found it was so intuitive,” said Dr. Burton. “We looked at three to four other vendors, but Aprima won out.” In the summer of 2007, the practice, which included five pediatricians and two nurse practitioners, began using Aprima.



INCREASED REVENUES

All Children Pediatrics was stunned to see the practice’s revenues increase so drastically in the first year of using Aprima, “Even though we were doing the same amount of work, our revenues went up 20%,” Dr. Burton said. What was the reason for this dramatic rise in revenues? “We were able to capture our charges more accurately,” stated Dr. Burton.

When the first 12 months on Aprima were compared to the previous 12 months on paper, we learned that with Aprima:

- We had 7% more visits
- An increase in revenues of more than 20%, due to better charge capture and documentation

With Aprima, they were able to capture charges more easily and therefore get paid for all services they had provided. “No one worries about audits anymore because the documentation is there,” said Dr. Burton.

The practice’s sister division, Pediatric Associates of Louisville, whose six-provider practice merged with All Children Pediatrics in January 2014, has also seen significant improvement in their revenues.



Bright Futures™
prevention and health promotion for infants,
children, adolescents, and their families™

CUSTOMIZED FOR PEDIATRIC PRACTICES

One of the most distinctive and desirable aspects of Aprima for pediatricians is the integration of the American Academy of Pediatrics’ Bright Futures program into the solution. “Bright Futures is a big time improvement for Pediatrics that I think everyone will benefit from,” said Dr. Burton. Through Aprima’s EHR, Pediatric practices have easy access to Bright Futures’ guidelines, including developmental milestones, screenings and assessments by age.

Another Aprima feature Dr. Burton appreciated is the immunization certificate. Plus, he found Aprima’s referral tracking capability “very helpful and much easier than the old way of creating a spreadsheet.”

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APRIMA IS RATED #1
KLAS Research has awarded Aprima its Best in KLAS award

BEST IN KLAS
SMALL PRACTICE AMBULATORY EMR/PM (10-99 PRACTICES)
2018

PROBLEM ?

After one failed EHR implementation, the practice went back to paper. After about a year, the practice decided to give the latest EHRs a fresh look. They wanted to:

- Capture charges more effectively
- Locate charts and notes more quickly
- Find a company and solution that could adapt to their specific needs

PURCHASE FACTORS \$

The practice noted:

- The intuitive way of interacting with the EHR
- Flexibility that allowed physicians to work the way each individual preferred
- Customizable, rather than template-driven
- Wanted a solution where all support was US-based

RESULTS !

- Dramatic increase in revenue
- Versatility to make quick changes to the system while working
- Reduced overhead costs
- Turned area that held paper charts into four revenue-producing exam rooms
- Increased efficiency by automating immunization certificates, school/work notes and more...



Faster way to locate charts and notes

One of the key reasons All Children Pediatrics chose Aprima was the time-savings they would realize when trying to find charts and notes. Dr. Burton raved, “It was much easier to find information, such as immunization records. Everything was more organized. And I can chart a patient visit and customize a finding.”

This also helped to increase revenues. “Our office manager said we were no longer losing out on receiving payment for immunizations. Previously, these sometimes got lost on our paper charts,” recalled Dr. Burton. The impact this has had on the practice cannot be overstated. Currently, All Children Pediatrics sees approximately over 850 patients each week in their three offices.

Flexible, nimble and versatile

All Children Pediatrics especially appreciated that Aprima offers physicians the versatility to make quick changes as they work. Plus, they were pleased with how easy it was to use the system.

“Other solutions were all template-driven,” said Dr. Burton. “We liked the fact that Aprima could be customized easily to match physician preferences. The program offers so much flexibility — doctors can work the way they want to work.”



PRACTICE PROFILE



All Children Pediatrics has a total of 14 providers — 11 physicians and 3 nurse practitioners. The practice sees approximately over 850 patients each week.

I love that all of Aprima’s development and support is based in the U.S. We’ve benefited from numerous avenues to learning the system, including webinars, built-in tutorials, boot camps, go-to-meetings and Aprima’s Annual User Conference. Plus, Aprima helped our three offices make a smooth transition to ICD-10.

— Jeffrey K. Burton, MD, All Children Pediatrics

ABOUT APRIMA MEDICAL SOFTWARE, INC.



Aprima provides innovative electronic health record, practice management, population health and revenue cycle management solutions for medical practices and has been named the **2018 Best in KLAS in the Small Practice Ambulatory EMR/PM Category (1-10 physicians)**. Aprima serves physicians in primary care and more than 70 specialties with a fast, flexible design that adapts automatically to a physician’s workflow and sets the benchmark for ease-of-use, speed and flexibility, and is one of the few companies with a **20-year track record** of success, including a long history of meeting each and every government certification since its inception. Based in Richardson, Texas, the company **performs all development, support and implementation from within the U.S.**



To learn more about how Aprima can help your practice:

- VISIT www.aprima.com
- CALL 844 4APRIMA (844-427-7462)
- EMAIL info@aprima.com
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