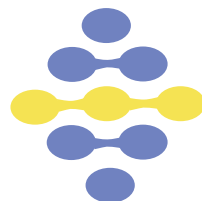# Ready4EHR Value Added Reseller Program

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READY4
EHR
A Service of EHR Scope, LLC

Ready4EHR VAR Program

JOIN OUR TEAM AND GAIN A COMPETITIVE ADVANTAGE BY PARTNERING WITH EHR SCOPE, ONE OF THE COUNTRY'S LEADING EHR EXPERTS

As the competition rapidly increases in the Health Information Technology sector, it is critical that you position yourself as an **Industry Expert**. One easy way to position yourself as an expert is to offer all of the appropriate solutions for this segment. As a Certified Ready4EHR Value Added Reseller (VAR), you will enhance your existing business, expand your product line and increase revenues immediately by offering a pre-EHR (electronic health record) **bundled solution**.

Whether you are looking to add one or two line items to your offerings, or are interested in dramatically increasing your presence in the industry, we have the tools and resources to help you arrive at your goal.

EHR Scope has the necessary tools and presence in the industry to lead you to success.

- Unlimited resources available, regardless of your clients' readiness stage

- Comprehensive training to quickly enhance your business

- Sales training to quickly close sales

- Web, print and other marketing materials, including frequent Webinars to end-users, to assist you in promoting your expertise to your clients and prospects

Ready4EHR is the only comprehensive EHR vendor-neutral program that assists physicians with essentially every aspect of the transition into a paperless practice.

Becoming an EHR Scope Ready4EHR Certified Reseller has many advantages. We provide you with a wide selection of products and services so that you can, with one central point of contact, provide an entire range of products and services to your clients.

Starting with Dragon® Medical, an excellent lead-in to a medical office because of its incredible reputation, wide-reach and well known ability to save transcription costs, you should be able to quickly gain the confidence of new prospects. So, instead of presenting yourself as a provider of a product, be perceived as a solutions provider, analyzing the varied needs of a medical practice, with the understanding that you'll be able to provide state of the art solutions regarding a large span of medical practice issues. As a result, you will be more knowledgeable and gain your clients' trust while increasing your revenues.

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Reseller Program Advantages

- Discounted pricing on all products and services

- Excellent Profit Margins and improved opportunites for Professional services (training) revenues

- Increase in sales revenue per practice based upon the increased number of product offerings

- Streamlining the Sales cycle as a result of the massive ability to provide add-on products and services to your existing customer base

- Aids in streamlining practices

- Lead with the world-wide industry leader in clinical documentation automation- Dragon Medical

- Assistance in streamlining the Nuance Dragon® Medical Certification process, potentially allowing you to start selling-Dragon Medical to your existing client base almost immediately

About EHR Scope

EHR Scope's mission is to streamline the process from paper to electronic in medical practices, both large and small. Our packages have been developed for rapid deployment, so a practice can seamlessly integrate many of our products and solutions into their current workflow.

Since 2004, more than 12,000 practices have sought our advice to streamline their EHR decision-making process. As a vendor neutral company, we are positioned to provide the most accurate information and solutions.

We have been in the HIT industry for more than a decade. In 1994, orthopedic surgeon, Eric Fishman, MD founded 1450, Inc.; now the largest distributor of Dragon ® Medical speech recognition software. And for the last six years he has concentrated exclusively on the Electronic Healthcare industry, now bringing decades of practical medical experience and practice management expertise in the field.

Getting Started

GET STARTED TODAY. PROVIDE BETTER SERVICE. EARN MORE MONEY.

Starting the process is easy. Either call EHR Scope at **888.519.3100 ext 124**, or complete the online form located at **www.ehrscope.com/ready4ehr**. Depending upon which products and services you want to provide, there may be an opportunity to get started immediately.

Benefits at a Glance

- Broad range of practice-critical products and solutions
- Recurring revenue business models
- Results-driven market development
- Excellent margins

Ready4EHR Suite

- Speech Recognition
- Forms Management
- Scanning & Routing
- Revenue Cycle Management
- Outsourced Billing
- Referral Manager
- Interconnected Digital Devices
- Workflow Management

Please note: Depending upon the specific areas of interest there may be modest fees or training requirements.

If you are interested in becoming a Ready4EHR VAR, please contact:

Michael Tranchina | Business Process Specialist | miket@ehrscope.com | 888.519.3100 ext 124

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