

Presented by

Win-Win Agreements

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Physicians Information Technology Office (PITO) **Fact File**

The BCMA and Ministry of Health in partnership have made Electronic Medical Record (EMR) funding available to you

The Physicians Information Technology Office (PITO) was created as a result of the agreement between the BCMA and the Ministry of Health in 2006. **PITO contributes up to 70% of the funding** to acquire, implement and maintain an EMR application for your practice. Key things PITO has done or can do for you:

- **PITO approved six vendors to provide EMR software under this program (subject to vendor conformance testing)**
- **PITO pays physicians 70% of actual costs up to limits shown here:**
 - **Software acquisition and implementation: \$10,000 per physician (\$7,000 paid to you)**
 - **1st year operating costs: \$4,080 per physician (\$2,856 paid to you)**
 - **Annual support payments 2nd year through March 2012: \$6,420 per physician (\$4,494 paid to you)**
 - **Hardware costs: \$5,000 per physician (\$3,500 paid to you)**
 - **Other Costs: \$2,000 per physician (\$1,400 paid to you)**
- **Local Relationship Manager and implementation support provided by PITO at no additional charge**
- **Secure Private Physician Network and secure email provided at no charge**
- **PITO negotiated standardized terms for current and future functionality, support and service levels**
- **Support and integration to other Provincial healthcare applications now and in the future**

What you must do to take advantage of the PITO program

In order to take advantage of the PITO program offering, a physician or group of physicians must follow a standardized process. This process includes:

- **Decide how to apply: Individual, Group, Community of Practice**
- **Apply for enrolment in PITO program**
- **Wait for acceptance or decide to enter pre-purchase program**
- **Evaluate and select the right EMR vendor for you**
- **Complete financial and contractual negotiations with EMR vendor for licensing, implementation, training, operations and support**
- **Complete financial and contractual negotiations for all 3rd party hardware and services**

The EMR Vendors (and EMR product name)

- | | | |
|-------------------------------------|---------------------------------------|------------------------------------|
| ➤ Clinicare (EliteCare) | ➤ Intrahealth Canada (Profile) | ➤ Osler (Practice Manager) |
| ➤ EMIS (Patient Care System) | ➤ Med Access (Med Access EMR) | ➤ Wolf (Wolf Medical Suite) |

Let Win-Win Agreements represent you. We can provide services to manage your PITO application and conduct the vendor selection process and negotiations to assure that you maximize your benefits under this important and valuable PITO program. By definition, PITO staff must be vendor neutral. PITO cannot perform this service for you.

Win-Win Agreements: Negotiating Agreements That Stand The Test of Time.