

# EHR IMPLEMENTATION CHALLENGES



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# Sales:

1. Doctors don't understand it.
2. Doctors don't want to understand it.
3. Doctors want the financial rewards.
4. Doctors don't want to spend money towards those financial rewards.

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# Training:

1. Trainers must understand I.T.
2. Trainers must understand Healthcare.
3. Trainers must understand Medical Billing.
4. Trainers must be prepared for a large percentage of unhappy students.

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## Support:

Support personnel need to handle support calls ranging from:

“Why are my billing code modifiers not appearing on my 1500?”

to

“Why won't my printer print? Does this 'Out of Paper' message have anything to do with it?”

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