

Maryland MSO Selects EHR Vendors to Support State Regional Extension Center Effort

Zane Networks (ZaneNet), Maryland's first Candidate Management Service Organization (MSO), has selected electronic health record, personal health record and practice management vendors to help primary care physicians in the state qualify for healthcare IT stimulus funds. EHR vendors chosen by ZaneNet include Medical Informatics Engineering (MIE) and Sevocity, and the PHR vendor is NoMoreClipboard.com. ZaneNet has selected **Resource Partners, LLC** to provide practice management services.

“We have successfully deployed Sevocity, NoMoreClipboard and MIE applications with area practices, hospitals and other care providers,” says Zane Networks Director of Technology Luigi LeBlanc. “Each of these organizations has proven strength in interoperability and they have successfully collaborated with us and our healthcare clients. We are confident that Maryland physicians can achieve meaningful use efficiently and without breaking the bank by working with ZaneNet Connect platform and the vendors we have selected.”

The Chesapeake Regional Information System for our Patients (CRISP) was awarded \$5.5 million by the Office of the National Coordinator to become Maryland's Regional Extension Center. CRISP is entering into contracts with MSOs to provide direct assistance to 1600 Maryland physicians. Each MSO will serve the geographic area and will help physicians select and purchase an EHR and achieve meaningful use in order to receive reimbursements of \$44,000 or more.

“We have selected Software as a Service or SaaS EHR solutions that will help Maryland practices demonstrate meaningful use without having to make significant up-front investments in expensive client-server systems,” added LeBlanc. “Sevocity and MIE focus on affordable, web-based EHR applications that will integrate into our ZaneNet Connect platform, and NoMoreClipboard will help physicians satisfy patient and family engagement meaningful use requirements.”

Resource Partners will work with ZaneNet Connect client practices to meet HER Meaningful Use criteria, qualify for incentive payments, improve revenue cycle management and enhance capacity to provide multi-disciplinary coordinated care. These service packages will include: Clinical and Technical Practice Assessment, HER Implementation and Training, Medical Billing, Credentialing, Revenue Cycle and Document Management, Chronic Disease and Medical Home management services.

ZaneNet Connect will be a one stop platform for providing secure access to a wide range of mission critical applications and connectivity to the statewide HIE. In addition to negotiating reasonable, subscription-based pricing for EHR and PHR applications, ZaneNet will manage the privacy and confidentiality aspects of selected systems. All while offering back office, revenue cycle, and technical implementation support for practice network, wireless, workstation, LAN and WAN configuration needs.

About Zane Networks

Zane Networks, LLC (ZaneNet), located in Silver Spring, Maryland, serves public and private entities by solving complex problems using innovative technologies in the areas of health information technologies (HIT), integrated IT and audiovisual collaborative technologies (including distance learning, telemedicine and telepresence collaborations) and web and database development. We work with federal, state and international agencies, healthcare providers, national associations, businesses and other organizations on system-wide initiatives that involve technical and project management, engineering, programming, web and database design and other expertise to optimize health outcomes. ZaneNet is an SBA Certified 8(a) Small Disadvantaged Business and a Maryland MBE Certified woman-owned business committed to persistence, teamwork and high quality service.