

# Keys to EMR Success

**Selecting and Implementing an  
Electronic Medical Record**

**Ronald B. Sterling, CPA, MBA**



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# KEYS TO EMR SUCCESS

## Selecting and Implementing an Electronic Medical Record

Ron Sterling, CPA, is President of Sterling Solutions, Ltd., Silver Spring, MD. [www.sterling-solutions.com](http://www.sterling-solutions.com). A nationally recognized expert on practice-based computer tools, he has authored four books on the topic and he has helped many medical practices evaluate whether an EMR investment makes sense (and for some practices, it *doesn't!*). From there, he helps them define requirements, choose the right system, get physician and staff buy-in, and take the system “live” as smoothly as possible. Now, in **Keys to EMR Success**, Ron Sterling translates his experience into a step-by-step process any medical practice can follow with ease, from first considering an EMR, all the way through post-implementation training and updates.



There is no question that the selection and implementation of an EMR is a “bet-the-practice” proposition. **Keys to EMR Success** provides a proven path medical practices can follow with ease—and the confidence they’re making the right decisions about features, vendors, integration with the practice management system, and other critical factors.

### Stellar Reviews!

*“As a healthcare consultant, I’ve worked with Ron Sterling for over 20 years. He has always been my “go to” person for advanced technology issues facing my clients. He has an amazing ability to comprehend complex IT and healthcare business issues, and then to communicate them to lay persons in a simple—and often humorous—manner.”*

Barbara J. Grant, CPA, MST, Principal  
Gates, Moore & Company  
Atlanta, GA

*“National initiatives to accelerate the adoption of health IT is directly linked to successful implementation of EHR-EMR systems. This book will guide you to a successful implementation.”*

Vinson J. Hudson  
President/POMIS, Industry Analyst  
Austin, TX

*“This book is an invaluable resource for practices facing the arduous task of choosing and implementing an EMR system. By following Sterling’s methodical and detailed approach, the reader is transformed into a more intelligent buyer. The checklists are terrific.”*

Karen Zupko, President  
Zupko & Associates  
Chicago, IL

*“I found Mr. Sterling’s guide to be one of the most comprehensive reference handbooks available in the market. It should be required reading for every health care administrator and physician champion involved in a selection search for an Ambulatory EMR solution.”*

Michael A. Swim  
Assistant Vice President, Business Development  
NextGen Healthcare Information Systems, Inc.

  
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