



We Understand Healthcare IT!

Technology should help you run your practice, not serve as a hindrance

Our staff at BEI is familiar with critical healthcare applications such as practice management (PM) and electronic medical records (EMR). We



know that your EMR is the life-blood of your business, that if your EMR goes down your practice can't function. BEI engineers have successfully deployed IT solutions for multi-location, multi-specialty practices to keep them up and running 24/7/365. Because we understand the healthcare business model and how IT impacts critical areas such as reimbursement and scheduling, we are uniquely qualified to provide IT support to your healthcare practice.

Let us manage your IT while you run your practice

The unique challenges presented by Healthcare IT—We understand the workflow through a medical practice, how the various functions impact your billing cycle, and we know the application vendors.

An expert team taking the pressure and workload off of you—

Our investment in training and certifications keeps our people at the top of their game, current with the latest technologies and qualified to work with the leading vendors in your industry. Our **Microsoft Gold Certification** assures you that we have a significant level of experience providing services, software, and support for Microsoft-based technologies and that we are reliable, experienced, and endorsed by Microsoft. **Our experience with application vendors such as GE, ALLscripts, Sage and others** helps us ensure that your network infrastructure fully supports your application, and that when you do have issues we work efficiently and effectively—without pointing fingers.



Government EMR Incentives

Selection, funding, installation and ongoing support—all of these issues are critical to running your practice. If you have not installed an EMR yet, you probably will soon. With the Federal Government offering tens of thousands of dollars to purchase and install an EMR, you can hardly avoid that decision! But there are lots of questions – which EMR and how will we implement it? Who will support it? How do we get the promised money from the government? At BEI we've helped others through this, we know the players and we're ready to help you.

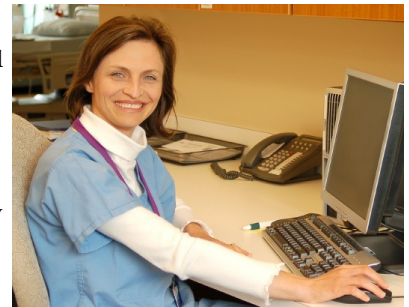
BEI Microsoft Awards (2009-2010)

- 2010 East Region Small/Medium Business Online Services Partner of the Year
- East Region Breadth Partner of the Year (2009)
- Mid-Atlantic Small & Medium Business Partner General Manager's Award (2009)
- Microsoft Worldwide Partner Conference Awards Finalist:



Watching your network 24 x 7—We've invested significantly in tools (Remote Monitoring, Service Order Processing, Network Auditing, Testing Facilities and more) that enable us to work proactively and effectively—and keep your technology working for you without interruption.

Your long-term partner—Our business is professionally run by business people with many years' experience managing technology companies both large and small. We value our employees and work hard to hire the best, treat them well, and provide a rewarding career path. All of our staff are full-time employees with a generous benefit program.



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We're independent from your software vendors— So we provide an unbiased point of view—aided by our many years of experience in Healthcare IT.





The rapidly changing health care environment, particularly in the area of information technology, requires experience and expertise. Virginia Surgery Associates, PC has found this with BEI. The leadership and staff at BEI



Dr. John Moynihan of Virginia Surgery Associates, PC, as pictured in the April 2008 issue of Washingtonian Magazine's Top Doctors

have provided guidance, support and planning to assist our practice as we have grown from two to six locations and implemented an electronic medical record system. They serve as a ready resource to our physicians and staff and will remain our partner as we continue to advance our IT capabilities.

Virginia Surgery Associates, PC

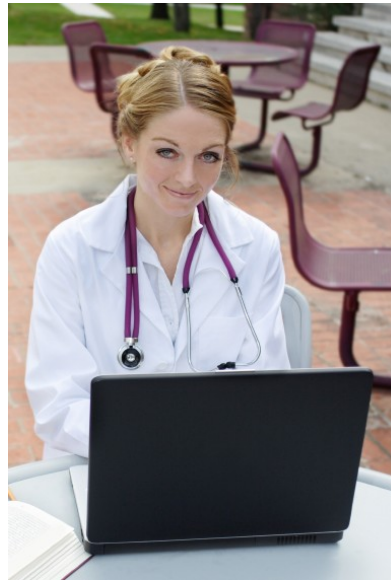
More comments from our clients at www.beinetworks.com

Evaluation and Consulting

Having worked with hundreds of practices over the last twenty years, we've gained an enormous amount of knowledge about what will work well in different environments. Reviewing your practice's workflow, business plans and goals will help guide the process. We'll work with you closely to determine your specifications and evaluate potential solutions.

Project Management

Implementing practice management and EMR applications and integrating them into the heart of a healthcare practice is a complicated process—demanding knowledge of the applications, business practices and network infrastructure. We'll put a plan together, check the validity of your assumptions and work with you and your other vendors to closely monitor progress—making sure that your investment pays off in the end.



Implementation

This is where the anxiety can really come into play—and it is very common for practices to underestimate the effort required during this phase. You're counting on the success of this project, which has already required a huge financial commitment and investment of time. Your staff is busy running your practice—and chances are they have neither the skill set nor the time to implement your solution. The application vendors typically don't have the expertise required to work with your existing network infrastructure and make sure that your implementation is successful. We can be your advocate, help you navigate the "tech speak," get all the vendors to listen and work together—and make you look like a hero!

You know how to hire and train medical staff. Do you know how to hire and train IT staff?

We do!

At BEI we design, install and service Microsoft-based networks for healthcare practices and other businesses throughout the Metro D.C. area. In business since 1987, our clients trust us to advise them, help them invest wisely, and leverage their computer networks so they can focus on what's really important - practicing medicine.

BEI is a member of the VMGMA (Virginia Medical Group Management Association), the MD MGMA (Maryland Medical Group Management Association), HIMSS (Healthcare Information and Management Systems Society) and MS-HUG (Microsoft Health Users Group).

