

Simplify physician recruitment
and credentialing with
Microsoft Dynamics CRM.



Simplify physician recruitment and credentialing with Microsoft Dynamics CRM.

The ePartnersMD Physician Recruitment and Credentialing solution for Dynamics CRM is the perfect solution for physician management groups, hospitals and other healthcare providers seeking to streamline operations and improve their bottom line.

Our solution not only provides robust physician tracking and credentialing, but also provides a cost-effective platform for cross-departmental collaboration, advanced activity management, scheduling and automated workflows to simplify the user experience.

The Benefits of Relationship Management in Healthcare

More than ever, healthcare organizations are improving staff, partner and patient relationships by leveraging user-friendly Microsoft technologies to replace inefficient manual tracking processes. The ePartnersMD Physician Recruitment and Credentialing solution was designed using Microsoft's award-winning xRM platform and provides an impressive array of benefits:

- Familiar and intuitive user interface via Microsoft Outlook or Internet Explorer
- Sophisticated data management capabilities for collecting critical information regarding facilities and physicians
- Ability to track placement opportunities for multiple recruits across multiple positions for one or many facilities
- Rich document management functionality for managing CVs, resumes, certifications, licenses, etc.
- Easily manage physician licensure, board certifications and continuing education requirements for multiple state agencies
- Streamline administrating physician privileges and contracts for multiple facilities
- Automated workflow and alerts help ensure recruitment and credentialing deadlines are never a surprise
- Reduction of manual data entry of state licensure and verification applications via automated form completion
- Maximize user productivity through Microsoft Office Integration, including Outlook, Excel and Microsoft Word
- Save time with advanced search capability and shared schedules
- Enhance records management with custom HR, billing and accounts receivable integration

Enhancing Existing Solutions

Microsoft Dynamics CRM offers secure local and remote access to data entry and extensive searches displayed right in Microsoft Outlook, your browser, or mobile device.

The ePartnersMD Physician Recruitment and Credentialing solution not only provides rich functionality and simple customization, but enhances technologies you already have in place, such as physician and nurse scheduling systems, billing solutions, accounting applications and HR/Payroll solutions. Information can be shared directly with these applications or rolled up with data from multiple sources and displayed in simple user portals that help reduce training time and eliminate unnecessary steps.

Key Healthcare Solutions

Created to deliver tangible benefits and rapid return on investment, Microsoft Dynamics CRM has also been engineered to provide an ideal platform for integrating new innovations that will emerge to help healthcare organizations in their quest to provide high-quality, affordable healthcare.

Built on proven Microsoft technologies, the Microsoft Dynamics platform enhances business value and provides an integrated environment that can be extended across systems and platforms.

Microsoft®

Microsoft Windows Server™:

This is the foundation of Microsoft Dynamics. It delivers reliability, security, and scalability, along with efficient management, ease of use, and support for the latest advances in networking and server hardware.

Microsoft SQL Server™:

A data management and analysis engine with extensive, enterprise-level management, development, and business intelligence capabilities, SQL Server delivers timely business information tailored to healthcare organization needs. Microsoft Dynamics utilize the full scalability and performance power of SQL Server for data management and analysis.

The Microsoft Office System:

The business productivity software that healthcare professionals are more familiar with, the Microsoft Office System is a tightly integrated system of applications that deliver easier access to critical information, and better collaboration between healthcare providers and across healthcare teams. The Microsoft Office System includes Microsoft Office InfoPath® 2003, which makes it easier to capture and share data, and eliminates the problem of repeated manual data entry, reducing costs, and minimizing errors.

Microsoft Office SharePoint Portal Server:

Enables hospitals to develop portals that integrate data from various systems into a single solution, helping doctors, nurses, and administrators share information quickly and easily.

Feature List

Bringing the Power of the Microsoft Platform to the Healthcare Industry.

ePartners and Microsoft provide comprehensive offerings for healthcare organizations.

Key Features	Description & Business Need		
Healthcare Business Entities	Physician Tracking Model Entity relationships to activities, certifications, training, medical facilities, credentials, state licenses	Medical Facility Profiling Model Entity relationships to activities, physicians, contacts, associations, other facilities (hospitals, urgent care centers, treatment centers), provider & insurance companies	Medical School Profiling Model Entity relationships to activities, certification programs, state affiliations, residents, physicians
Extended Activity Management for Physicians, Medical Facilities & Provider Insurance Companies	<ul style="list-style-type: none"> Extended core Microsoft Dynamics CRM activity management to all Healthcare Business Entities Automatic workflow for task, meeting, call assignments Reduce & eliminate manual paper processes and data entry 		
Dynamic Worksheets and Pivot Tables	<ul style="list-style-type: none"> Dynamic real time reporting with Microsoft Dynamics CRM information Interactive tables to view patterns, trends, relationships 		
Executive Dashboards	Physician Management Dashboard <ul style="list-style-type: none"> Proactive and predictive reporting on physician sourcing 	Hospital Management Dashboard <ul style="list-style-type: none"> Census Data, occupancy, billing trends, hospital profitability, physician profitability 	
Business Intelligence & Analytics	<ul style="list-style-type: none"> Tracking all key performance indicators (KPIs) using Microsoft's SQL Analysis Server and Reporting Services Ad-Hoc reporting within Microsoft Dynamics CRM Queries – physicians, medical facilities, training, credentials 		
Physician Sourcing	<ul style="list-style-type: none"> Increasing physician lead pool Automating physician lead process (online intelligence, information capture) Tracking physician lead sources (schools, conferences, publications) 		
Extended Physician Qualification	Tracking physician certifications, board certifications, facility certifications, expiration thresholds & notifications, state license requirements		
Physician Resume and Application Management	Ability to attach resume and application documents / packages to physician records as well as automatic submission for provider enrollment. <ul style="list-style-type: none"> Digital tracking Email routing Microsoft Word, Adobe PDF, .TXT, HTML 		
Medical Facility – Physician Tracking	<ul style="list-style-type: none"> Track medical facility demographics, certification requirements Tracking onsite working physicians and billing activity Time management Medical facility sheets 		
Merge & De-Duplication Processing	<ul style="list-style-type: none"> Online physician information comparison Easy, visual display and merge capability De-duplication of physician information (address, phone, email) 		
Email Integration	<ul style="list-style-type: none"> Seamless email integration with Microsoft Outlook Email notifications, physician expiration dates Email follow up calls, activities, task assignments, alerts Email blasts for marketing campaigns and targeted sourcing 		
Form Generation, Rendering & Distribution	<ul style="list-style-type: none"> Automatic form generation with Microsoft Word Digital form rendering and template rendering Automatic form & package distribution Form printing, shipping & tracking 		
Advanced Lookup	<ul style="list-style-type: none"> Eliminates complex SQL queries Medical facility, physician views generate real time reports with pre-filtered data 		
Map Point Integration	<ul style="list-style-type: none"> Auto searching of nearby hospitals in a 50 mile radius of selected facility 		
Remote Accessibility / Wireless Connectivity	<ul style="list-style-type: none"> Installs as an Outlook plug-in to allow users full access to data - anywhere, any time Web accessible from mobile devices 		
Flexibility	<ul style="list-style-type: none"> Rapid implementation and low total cost of ownership Highly scalable, customizable, and configurable 		

To learn more,
call us at: **888-883-9797**
or visit us online at:
www.ePartnersMD.com