

# Health Information Technology

## Consultant Directory

Compiled by Colorado Medical Society/Component Societies



*This information current as of June 2010*

## Colorado Medical Society/Component Society

### Health Information Technology Consultant Directory

Selecting and implementing an electronic health record (EHR) system is one of the biggest investments you will make in your practice. While Colorado Medical Society and your component medical societies have posted several resources online, we know you may want more one-on-one help.

The health information technology (HIT) consultants included in this directory are available to help physician practices at an individually negotiated rate. Each company has completed a questionnaire so you can find out more about them.

We compiled this list using referrals, and consultants only were included if their references provided us with positive reviews. However, we recommend you do your own due diligence before signing a contract with any consultant. If you have questions, comments or concerns, please contact CMS at 720-858-6313.

You may scroll through this directory or click on the company name below to go directly to that company's questionnaire.

**ALN Medical Management**

**Istonish**

**Beacon Partners**

**Matuli @ssociates, LLC**

**Eaglecrest Consulting**

**Pricare Inc.**

**Grapevine IT Consulting**

**QSE Technologies**

**Hayes Management Consulting**

**Wolfson Consulting, Inc.**

**Innovative Consulting Group**

*Note: Many primary care physicians qualify for free HIT assistance through the Colorado Regional Extension Center, or CO-REC. For more information, visit [www.corhio.org/REC/REC.html](http://www.corhio.org/REC/REC.html) or call 720-285-3245.*

ALN Medical Management

<b>PHYSICIAN OFFICE CONSULTING SERVICES</b>	<b>ALN Medical Management</b>
Contact Name and Credentials	Cindy Logan, MSA, CHBME
Company Name	ALN Medical Management
First Year of HIT/HIM Consulting for Physician Offices	2001
Mailing Street	1221 W Mineral Ave, Suite 201
Mailing City, State, Zip	Littleton, CO 80129
eMail Address	<a href="mailto:clogan@alnmm.com">clogan@alnmm.com</a>
Website	<a href="http://www.alnmm.com">www.alnmm.com</a>
Office Phone	720-382-7440
Mobile Phone	970-567-6070
CMS Corporate Sponsor Discount (yes/no)	No
Consultant Belongs to Professional Associations (list)	MGMA, CMGMA, HBMA, CHSM
<b>Consulting Strengths: 0 = not available, 1 = minimal to 5 = expert</b>	
Budget - Comprehensive, Payment Cycles, ROI Opportunities	0
Contracts - Negotiations, Review, Operational Issues, Warranty	0
Devices - Needs, Quantities, Capabilities	Provide specifications for IT infrastructure
Education of Users - Expectations, Options, Priorities	5
Legal/Stark/Disputes - Multi-party language, Enforcement	0
Needs Assessment - Capabilities, Changed/Unchanged	5
Network Setup - Topology, Bandwidth, Options, Servers	0
Security - Firewalls, Access, Audits, Authentication	Provided for hosted EMR applications
Software Selection - Corporate Attributes, Technology, Functionality	5
Staff-Team Building - Skills, Communications, Mediation	0
Workflow - Current, Options, Unchanged Issues, Technology	3
<b>Vendor/Other Relationships (yes/no)</b>	
Independent (no fees or commissions from EMR vendor)	No
Accepts fee or commission from EMR vendor	Yes
Re-seller of another vendor's EMR	Yes
Certified Trainer for another vendor's EMR	Yes
<b>Availability of Services (yes/no)</b>	
Single Region of Colorado (If yes, please describe)	No
Throughout Colorado	Yes

ALN Medical Management

National, some regions	Yes
National, all regions	No
Bill by Hourly or Daily Rate	Yes
Bill by the Workplan or Project Milestones	Yes
<b>Practices Using Consultant's Services (often/seldom/never)</b>	
Primary Care with 3 or fewer physicians	often
Primary Care with 4-10 physicians	often
Primary Care with 11-25 physicians	seldom
Primary Care with more than 26 physicians	often
Specialist with 3 or fewer physicians	often
Specialist with 4-10 physicians	often
Specialist with 11-25 physicians	seldom
Specialist with more than 26 physicians	seldom
Community Health Centers/Safety-Net Clinics	never
Hospital-owned Ambulatory Practices or Clinics	never
<b>Additional information: Provide any information/comments not included above. (Maximum of 150 words).</b>	
<p>ALN is a certified channel partner for Centricity by GE Healthcare and CareTracker by Ingenix. Consulting, training, and implementation services are rendered in connection with providing these solutions in a hosted, software as a service environment.</p>	

Beacon Partners Inc.

<b>PHYSICIAN OFFICE CONSULTING SERVICES</b>	Beacon Partners, Inc.
Contact Name and Credentials	Sample Consultants - over 150 on staff
Company Name	Beacon Partners, Inc.
First Year of HIT/HIM Consulting for Physician Offices	1989
Mailing Street	97 Libbey Pkwy., Ste. 310
Mailing City, State, Zip	Weymouth, MA 02189
eMail Address	<a href="mailto:awarren@beaconpartners.com">awarren@beaconpartners.com</a>
Website	<a href="http://www.beaconpartners.com">www.beaconpartners.com</a>
Office Phone	781-681-7477
Mobile Phone	415.265.8012
CMS Corporate Sponsor Discount (yes/no)	No
Consultant Belongs to Professional Associations (list)	ACHE, HFMA, MHA, HIMSS, CHIMSS, CHIME, MGMA, AMGA
<b>Consulting Strengths: 0 = not available, 1 = minimal to 5 = expert</b>	
Budget - Comprehensive, Payment Cycles, ROI Opportunities	5
Contracts - Negotiations, Review, Operational Issues, Warranty	5
Devices - Needs, Quantities, Capabilities	5
Education of Users - Expectations, Options, Priorities	5
Legal/Stark/Disputes - Multi-party language, Enforcement	5
Needs Assessment - Capabilities, Changed/Unchanged	5
Network Setup - Topology, Bandwidth, Options, Servers	5
Security - Firewalls, Access, Audits, Authentication	5
Software Selection - Corporate Attributes, Technology, Functionality	5
Staff-Team Building - Skills, Communications, Mediation	5
Workflow - Current, Options, Unchanged Issues, Technology	5
<b>Vendor/Other Relationships (yes/no)</b>	
Independent (no fees or commissions from EMR vendor)	yes
Accepts fee or commission from EMR vendor	no
Re-seller of another vendor's EMR	no
Certified Trainer for another vendor's EMR	no
<b>Availability of Services (yes/no)</b>	
Single Region of Colorado (If yes, please describe)	yes
Throughout Colorado	yes

Beacon Partners Inc.

National, some regions	yes
National, all regions	yes
Bill by Hourly or Daily Rate	yes
Bill by the Workplan or Project Milestones	yes
<b>Practices Using Consultant's Services (often/seldom/never)</b>	
Primary Care with 3 or fewer physicians	often
Primary Care with 4-10 physicians	often
Primary Care with 11-25 physicians	often
Primary Care with more than 26 physicians	often
Specialist with 3 or fewer physicians	often
Specialist with 4-10 physicians	often
Specialist with 11-25 physicians	often
Specialist with more than 26 physicians	often
Community Health Centers/Safety-Net Clinics	often
Hospital-owned Ambulatory Practices or Clinics	often
<b>Additional information: Provide any information/comments not included above. (Maximum of 150 words).</b>	
Beacon Partners is recognized industry-wide as the largest independent healthcare management consulting firm in North America. We are uniquely qualified to help organizations navigate the challenges of this new era in the HEALTHCARE COMMUNITY and optimize their potential to deliver the highest possible level of patient care supported by an IT strategy.	

Eaglecrest Consulting

<b>PHYSICIAN OFFICE CONSULTING SERVICES</b>	<b>Eaglecrest Consulting</b>
Contact Name and Credentials	Stephen Beck, MSIS
Company Name	Eaglecrest Consulting
First Year of HIT/HIM Consulting for Physician Offices	2006
Mailing Street	228 Scott Drive
Mailing City, State, Zip	Florissant, CO 80816
eMail Address	sbecksr@eaglecrest-consulting.com
Website	NA
Office Phone	719-689-5592
Mobile Phone	719-332-5458
CMS Corporate Sponsor Discount (yes/no)	No
Consultant Belongs to Professional Associations (list)	HIMSS; Colorado HIMSS (ex-Treasurer for CO HIMSS)
<b>Consulting Strengths: 0 = not available, 1 = minimal to 5 = expert</b>	
Budget - Comprehensive, Payment Cycles, ROI Opportunities	4
Contracts - Negotiations, Review, Operational Issues, Warranty	1
Devices - Needs, Quantities, Capabilities	5
Education of Users - Expectations, Options, Priorities	4
Legal/Stark/Disputes - Multi-party language, Enforcement	0
Needs Assessment - Capabilities, Changed/Unchanged	5
Network Setup - Topology, Bandwidth, Options, Servers	5
Security - Firewalls, Access, Audits, Authentication	3
Software Selection - Corporate Attributes, Technology, Functionality	5
Staff-Team Building - Skills, Communications, Mediation	3
Workflow - Current, Options, Unchanged Issues, Technology	5
<b>Vendor/Other Relationships (yes/no)</b>	
Independent (no fees or commissions from EMR vendor)	Yes
Accepts fee or commission from EMR vendor	NO
Re-seller of another vendor's EMR	NO
Certified Trainer for another vendor's EMR	NO
<b>Availability of Services (yes/no)</b>	
Single Region of Colorado (If yes, please describe)	No
Throughout Colorado	Yes
National, some regions	Yes
National, all regions	No
Bill by Hourly or Daily Rate	Yes
Bill by the Workplan or Project Milestones	No
<b>Practices Using Consultant's Services (often/seldom/never)</b>	
Primary Care with 3 or fewer physicians	Often

Eaglecrest Consulting

Primary Care with 4-10 physicians	Often
Primary Care with 11-25 physicians	Often
Primary Care with more than 26 physicians	Never
Specialist with 3 or fewer physicians	Often
Specialist with 4-10 physicians	Often
Specialist with 11-25 physicians	Often
Specialist with more than 26 physicians	Never
Community Health Centers/Safety-Net Clinics	Never
Hospital-owned Ambulatory Practices or Clinics	Seldom

**Additional information: Provide any information/comments not included above. (Maximum of 150 words).**

Eaglecrest Consulting has successfully implemented EMR systems in 21 separate clinics over the past 2 years. In addition, we have managed numerous other successful HIT projects. We are experts in Requirements Analysis, Workflow Analysis, System Selection, Hardware/Network Analysis, Project Management, and System Implementation for physician practices.



Grapevine IT Consulting, LLC

<b>PHYSICIAN OFFICE CONSULTING SERVICES</b>	<b>Grapevine IT Consulting, LLC</b>
Contact Name and Credentials	Marie Medenbach, FHIMSS, PMP, CPHIMS
Company Name	Grapevine IT Consulting, LLC
First Year of HIT/HIM Consulting for Physician Offices	2005
Mailing Street	4005 Plateau Drive
Mailing City, State, Zip	Colorado Springs, CO 80921
eMail Address	<a href="mailto:Marie@Grapevineitconsulting.com">Marie@Grapevineitconsulting.com</a>
Website	N/A
Office Phone	719/359-2592
Mobile Phone	719/359-2592
CMS Corporate Sponsor Discount (yes/no)	No
Consultant Belongs to Professional Associations (list)	<ul style="list-style-type: none"> <li>* Board of Directors; Colorado Chapter of HIMSS</li> <li>* Committee Chair: CPHIMS National committee (part of HIMSS)</li> <li>* Member: AHIMA</li> <li>* Toastmasters</li> </ul>
<b>Consulting Strengths: 0 = not available, 1 = minimal to 5 = expert</b>	
Budget - Comprehensive, Payment Cycles, ROI Opportunities	4
Contracts - Negotiations, Review, Operational Issues, Warranty	3
Devices - Needs, Quantities, Capabilities	4
Education of Users - Expectations, Options, Priorities	5
Legal/Stark/Disputes - Multi-party language, Enforcement	3
Needs Assessment - Capabilities, Changed/Unchanged	5
Network Setup - Topology, Bandwidth, Options, Servers	2
Security - Firewalls, Access, Audits, Authentication	4
Software Selection - Corporate Attributes, Technology, Functionality	3
Staff-Team Building - Skills, Communications, Mediation	4
Workflow - Current, Options, Unchanged Issues, Technology	4
<b>Vendor/Other Relationships (yes/no)</b>	
Independent (no fees or commissions from EMR vendor)	Independent
Accepts fee or commission from EMR vendor	Never
Re-seller of another vendor's EMR	Never

Grapevine IT Consulting, LLC

Certified Trainer for another vendor's EMR	No - but have trained hundreds nurses/physicians on Epic/Cerner/Meditech.
<b>Availability of Services (yes/no)</b>	
Single Region of Colorado (If yes, please describe)	No
Throughout Colorado	Yes
National, some regions	Yes
National, all regions	No
Bill by Hourly or Daily Rate	Hrly: \$110.00 + travel expenses, if applicable
Bill by the Workplan or Project Milestones	Bill by project milestones (once met)
<b>Practices Using Consultant's Services (often/seldom/never)</b>	
Primary Care with 3 or fewer physicians	Seldom
Primary Care with 4-10 physicians	Often
Primary Care with 11-25 physicians	Often
Primary Care with more than 26 physicians	Seldom
Specialist with 3 or fewer physicians	Often
Specialist with 4-10 physicians	Often
Specialist with 11-25 physicians	Often
Specialist with more than 26 physicians	Seldom
Community Health Centers/Safety-Net Clinics	Often
Hospital-owned Ambulatory Practices or Clinics	Often
<b>Additional information: Provide any information/comments not included above. (Maximum of 150 words).</b>	
<p>A HIMSS Fellow, PMP and CPHIMS certified consulting professional with over nine years of Information Technology Project Management experience - seven of which directly related to the healthcare industry (payer, provider and supply chain). Most recently lead project implementation teams deploying Cerner, Epic, and Meditech Electronic Medical Record (EMR) Application(s) - to include over 35 Outpatient/Ambulatory clinics, 70 InPatient/ICU services, several Emergency Departments, Surgical/Operating Departments, and Urgent Care Facilities. Solid experience with third-party interface systems. Managed and lead project teams in migrating system applications for two major payer (insurance) organizations deploying the use of Facets Managed Care System (on the Payer side of healthcare).</p>	

Hayes Management Consulting

<b>PHYSICIAN OFFICE CONSULTING SERVICES</b>	<b>Hayes Management Consulting</b>
Contact Name and Credentials	Ben Michelson, Senior Director, Business Development
Company Name	Hayes Management Consulting
First Year of HIT/HIM Consulting for Physician Offices	1993
Mailing Street	1320 Centre Street
Mailing City, State, Zip	Newton Center, MA. 02459
eMail Address	<a href="mailto:info@hayesmanagement.com">info@hayesmanagement.com</a>
Website	<a href="http://www.hayesmanagement.com">http://www.hayesmanagement.com</a>
Office Phone	617.559.0404
Mobile Phone	602.321.9167
CMS Corporate Sponsor Discount (yes/no)	No
Consultant Belongs to Professional Associations (list)	HIMSS, MGMA, HCCA, HFMA, HBMA, American Academy of Professional Coders, Project Management Institute
<b>Consulting Strengths: 0 = not available, 1 = minimal to 5 = expert</b>	<b>Hayes Management Consulting</b>
Budget - Comprehensive, Payment Cycles, ROI Opportunities	5
Contracts - Negotiations, Review, Operational Issues, Warranty	5
Devices - Needs, Quantities, Capabilities	3
Education of Users - Expectations, Options, Priorities	5
Legal/Stark/Disputes - Multi-party language, Enforcement	4
Needs Assessment - Capabilities, Changed/Unchanged	5
Network Setup - Topology, Bandwidth, Options, Servers	3
Security - Firewalls, Access, Audits, Authentication	3
Software Selection - Corporate Attributes, Technology, Functionality	5
Staff-Team Building - Skills, Communications, Mediation	5
Workflow - Current, Options, Unchanged Issues, Technology	5
<b>Vendor/Other Relationships (yes/no)</b>	<b>Hayes Management Consulting</b>
Independent (no fees or commissions from EMR vendor)	Yes
Accepts fee or commission from EMR vendor	No
Re-seller of another vendor's EMR	No
Certified Trainer for another vendor's EMR	Yes

Hayes Management Consulting

Availability of Services (yes/no)	Hayes Management Consulting
Single Region of Colorado (If yes, please describe)	No
Throughout Colorado	Yes
National, some regions	Yes
National, all regions	Yes
Bill by Hourly or Daily Rate	Yes
Bill by the Workplan or Project Milestones	Yes
Practices Using Consultant's Services (often/seldom/never)	Hayes Management Consulting
Primary Care with 3 or fewer physicians	Seldom
Primary Care with 4-10 physicians	Seldom
Primary Care with 11-25 physicians	Seldom
Primary Care with more than 26 physicians	Often
Specialist with 3 or fewer physicians	Seldom
Specialist with 4-10 physicians	Seldom
Specialist with 11-25 physicians	Often
Specialist with more than 26 physicians	Often
Community Health Centers/Safety-Net Clinics	Often
Hospital-owned Ambulatory Practices or Clinics	Often
<b>Additional information: Provide any information/comments not included above. (Maximum of 150 words).</b>	
<p>Hayes works with healthcare organizations across the country to solve mission-critical operational challenges. Our solutions improve quality, efficiency and the bottom line. Our work leads to greater clinician, staff and patient satisfaction. We are 100% focused on healthcare and 75% of our business is repeat client business. The foundation for Hayes' success is found in our culture and the approximate 100 full time staff. It is built around collaboration, knowledge sharing, passion for our work, dedication to our employees and commitment to our clients – values that are easy to say, but which Hayes delivers daily.</p> <ul style="list-style-type: none"> <li>• Hayes is ranked among the Top 100 healthcare information technology (HIT) providers by Healthcare Informatics magazine.</li> <li>• Hayes is ranked in the Inc. 5000 list of fastest growing companies in America.</li> <li>• Hayes has been ranked the #1 Overall Professional Services Firm by KLAS for the past three years (2007-2009).</li> </ul>	

Innovative Consulting Group

<b>PHYSICIAN OFFICE CONSULTING SERVICES</b>	<b>Innovative Consulting Group</b>
Contact Name and Credentials	Carolyn Weinig, Director of Business Development
Company Name	Innovative Consulting Group
First Year of HIT/HIM Consulting for Physician Offices	2002
Mailing Street	6996 S. Chapparral Circle West
Mailing City, State, Zip	Centennial, CO 80016
eMail Address	<a href="mailto:cweinig@innovativecg.com">cweinig@innovativecg.com</a>
Website	<a href="http://www.innovativecg.com">www.innovativecg.com</a>
Office Phone	303-459-2771
Mobile Phone	303-883-4856
CMS Corporate Sponsor Discount (yes/no)	No
Consultant Belongs to Professional Associations (list)	HIMSS/ CHIMSS
<b>Consulting Strengths: 0 = not available, 1 = minimal to 5 = expert</b>	
Budget - Comprehensive, Payment Cycles, ROI Opportunities	2
Contracts - Negotiations, Review, Operational Issues, Warranty	4
Devices - Needs, Quantities, Capabilities	4
Education of Users - Expectations, Options, Priorities	4
Legal/Stark/Disputes - Multi-party language, Enforcement	1
Needs Assessment - Capabilities, Changed/Unchanged	5
Network Setup - Topology, Bandwidth, Options, Servers	4
Security - Firewalls, Access, Audits, Authentication	4
Software Selection - Corporate Attributes, Technology, Functionality	4
Staff-Team Building - Skills, Communications, Mediation	4
Workflow - Current, Options, Unchanged Issues, Technology	5
<b>Vendor/Other Relationships (yes/no)</b>	
Independent (no fees or commissions from EMR vendor)	yes
Accepts fee or commission from EMR vendor	no
Re-seller of another vendor's EMR	no
Certified Trainer for another vendor's EMR	yes
<b>Availability of Services (yes/no)</b>	
Single Region of Colorado (If yes, please describe)	
Throughout Colorado	yes

Innovative Consulting Group

National, some regions	yes
National, all regions	yes
Bill by Hourly or Daily Rate	yes
Bill by the Workplan or Project Milestones	yes
<b>Practices Using Consultant's Services (often/seldom/never)</b>	
Primary Care with 3 or fewer physicians	seldom
Primary Care with 4-10 physicians	seldom
Primary Care with 11-25 physicians	seldom
Primary Care with more than 26 physicians	often
Specialist with 3 or fewer physicians	seldom
Specialist with 4-10 physicians	seldom
Specialist with 11-25 physicians	seldom
Specialist with more than 26 physicians	often
Community Health Centers/Safety-Net Clinics	often
Hospital-owned Ambulatory Practices or Clinics	often
<b>Additional information: Provide any information/comments not included above. (Maximum of 150 words).</b>	

## Istonish

<b>PHYSICIAN OFFICE CONSULTING SERVICES</b>	<b>Istonish</b>
Contact Name and Credentials	Carl Kunkleman, Chief Marketing Officer
Company Name	Istonish
First Year of HIT/HIM Consulting for Physician Offices	2005
Mailing Street	6400 S. Fiddlers Green Circle, Suite 1750
Mailing City, State, Zip	Greenwood Village, CO 80111
eMail Address	<a href="mailto:ckunkleman@istonish.com">ckunkleman@istonish.com</a>
Website	<a href="http://www.istonish.com/beahero">www.istonish.com/beahero</a>
Office Phone	720.529.4536
Mobile Phone	720.201.2766
CMS Corporate Sponsor Discount (yes/no)	No
Consultant Belongs to Professional Associations (list)	HIMSS (national and state), Colorado Rural Health Center, CSIA, WyHIO
<b>Consulting Strengths: 0 = not available, 1 = minimal to 5 = expert</b>	
Budget - Comprehensive, Payment Cycles, ROI Opportunities	3
Contracts - Negotiations, Review, Operational Issues, Warranty	4
Devices - Needs, Quantities, Capabilities	5
Education of Users - Expectations, Options, Priorities	5
Legal/Stark/Disputes - Multi-party language, Enforcement	2
Needs Assessment - Capabilities, Changed/Unchanged	5
Network Setup - Topology, Bandwidth, Options, Servers	5
Security - Firewalls, Access, Audits, Authentication	5
Software Selection - Corporate Attributes, Technology, Functionality	5
Staff-Team Building - Skills, Communications, Mediation	5
Workflow - Current, Options, Unchanged Issues, Technology	5
<b>Vendor/Other Relationships (yes/no)</b>	
Independent (no fees or commissions from EMR vendor)	Yes
Accepts fee or commission from EMR vendor	No
Re-seller of another vendor's EMR	No
Certified Trainer for another vendor's EMR	No

Istonish

<b>Availability of Services (yes/no)</b>	
Single Region of Colorado (If yes, please describe)	No
Throughout Colorado	Yes
National, some regions	Yes
National, all regions	No
Bill by Hourly or Daily Rate	Yes
Bill by the Workplan or Project Milestones	Yes
<b>Practices Using Consultant's Services (often/seldom/never)</b>	
Primary Care with 3 or fewer physicians	Often
Primary Care with 4-10 physicians	Often
Primary Care with 11-25 physicians	Often
Primary Care with more than 26 physicians	Often
Specialist with 3 or fewer physicians	Often
Specialist with 4-10 physicians	Often
Specialist with 11-25 physicians	Often
Specialist with more than 26 physicians	Seldom
Community Health Centers/Safety-Net Clinics	Often
Hospital-owned Ambulatory Practices or Clinics	Often
<b>Additional information: Provide any information/comments not included above. (Maximum of 150 words).</b>	
<p>Istonish is EMR agnostic. We intentionally are not aligned with any EMR vendor. Our solution includes: EMR selection, Vendor negotiations, implementation, adoption and IT managed services (help desk, desktop support, on-site support, network, backups, restoration, etc. - a full-line managed services organization). See <a href="http://www.istonish.com/beahero">www.istonish.com/beahero</a> to see our S2S offering (selection, implementation, adoption and long-term IT support). We are currently teaming with CCGC and CRHC to provide, among other services, the IT support component for their REC (and other)Clients.</p>	



<b>PHYSICIAN OFFICE CONSULTING SERVICES</b>	<b>Matull and @ssociates</b>
Contact Name and Credentials	Mike Matull
Company Name	Matull and @ssociates
First Year of HIT/HIM Consulting for Physician Offices	2001
Mailing Street	15417 Lantern Hill Lane
Mailing City, State, Zip	Lake Elsinore, Ca. 92530
eMail Address	<a href="mailto:mmatull@verizon.net">mmatull@verizon.net</a>
Website	
Office Phone	(951) 674-2795
Mobile Phone	(951) 795-3803
CMS Corporate Sponsor Discount (yes/no)	No
Consultant Belongs to Professional Associations (list)	HIMSS
<b>Consulting Strengths: 0 = not available, 1 = minimal to 5 = expert</b>	
Budget - Comprehensive, Payment Cycles, ROI Opportunities	5
Contracts - Negotiations, Review, Operational Issues, Warranty	5
Devices - Needs, Quantities, Capabilities	5
Education of Users - Expectations, Options, Priorities	5
Legal/Stark/Disputes - Multi-party language, Enforcement	2
Needs Assessment - Capabilities, Changed/Unchanged	5
Network Setup - Topology, Bandwidth, Options, Servers	5
Security - Firewalls, Access, Audits, Authentication	4
Software Selection - Corporate Attributes, Technology, Functionality	5
Staff-Team Building - Skills, Communications, Mediation	5
Workflow - Current, Options, Unchanged Issues, Technology	4
<b>Vendor/Other Relationships (yes/no)</b>	
Independent (no fees or commissions from EMR vendor)	yes
Accepts fee or commission from EMR vendor	no
Re-seller of another vendor's EMR	no
Certified Trainer for another vendor's EMR	no
<b>Availability of Services (yes/no)</b>	

Single Region of Colorado (If yes, please describe)	no
Throughout Colorado	yes
National, some regions	yes
National, all regions	yes
Bill by Hourly or Daily Rate	Both, depending on project
Bill by the Workplan or Project Milestones	Sometimes
<b>Practices Using Consultant's Services (often/seldom/never)</b>	
Primary Care with 3 or fewer physicians	Seldom
Primary Care with 4-10 physicians	often
Primary Care with 11-25 physicians	often
Primary Care with more than 26 physicians	often
Specialist with 3 or fewer physicians	Seldom
Specialist with 4-10 physicians	Never
Specialist with 11-25 physicians	Never
Specialist with more than 26 physicians	Never
Community Health Centers/Safety-Net Clinics	often
Hospital-owned Ambulatory Practices or Clinics	often
<b>Additional information: Provide any information/comments not included above. (Maximum of 150 words).</b>	
<p>The mission of Matull and @ssociates is to help CCHC's, and other HCO's, make informed decisions about the application of technology to their practice, and assist them during their journey toward meaningful use.</p> <p>Mike, the principal consultant for Matull and @ssociates, has over 20 years experience managing IT and large projects using the latest technology. Emphasis is placed on providing the best possible products and services to clients, and their patients, at the lowest costs possible through effective planning, organizing, and implementation of mission critical work.</p> <p>Mike communicates technical concepts to non-technical people in a manner that promotes a clear understanding of relevant issues. Matull and @ssociates is aligned with many technology partners who also focus on IT services for health care organizations who provide services to the vulnerable and underserved people of California, and across the US.</p> <p>Specialties:Mike has extensive experience in health care systems, technology evaluation, work flow analysis, work management, strategic planning, budgeting, and negotiation.</p>	

Pricare Inc.

<b>PHYSICIAN OFFICE CONSULTING SERVICES</b>	<b>Pricare Inc.</b>
Contact Name and Credentials	Barbara Drury, BA, FHIMSS
Company Name	Pricare Inc.
First Year of HIT/HIM Consulting for Physician Offices	1982
Mailing Street	1614 Cinnamon Road
Mailing City, State, Zip	Larkspur, CO 80118
eMail Address	<a href="mailto:bdrury28@earthlink.net">bdrury28@earthlink.net</a>
Website	none
Office Phone	303-681-3117
Mobile Phone	303-550-6367
CMS Corporate Sponsor Discount (yes/no)	No
Consultant Belongs to Professional Associations (list)	Healthcare Information and Management Systems Society, HL7 Records Management and Evidentiary Support Work Group
<b>Consulting Strengths: 0 = not available, 1 = minimal to 5 = expert</b>	
Budget - Comprehensive, Payment Cycles, ROI Opportunities	5
Contracts - Negotiations, Review, Operational Issues, Warranty	5
Devices - Needs, Quantities, Capabilities	3
Education of Users - Expectations, Options, Priorities	5
Legal/Stark/Disputes - Multi-party language, Enforcement	4
Needs Assessment - Capabilities, Changed/Unchanged	5
Network Setup - Topology, Bandwidth, Options, Servers	3
Security - Firewalls, Access, Audits, Authentication	3
Software Selection - Corporate Attributes, Technology, Functionality	5
Staff-Team Building - Skills, Communications, Mediation	5
Workflow - Current, Options, Unchanged Issues, Technology	5
<b>Vendor/Other Relationships (yes/no)</b>	
Independent (no fees or commissions from EMR vendor)	yes
Accepts fee or commission from EMR vendor	no
Re-seller of another vendor's EMR	no
Certified Trainer for another vendor's EMR	no

Pricare Inc.

<b>Availability of Services (yes/no)</b>	
Single Region of Colorado (If yes, please describe)	yes
Throughout Colorado	yes
National, some regions	yes
National, all regions	yes
Bill by Hourly or Daily Rate	either
Bill by the Workplan or Project Milestones	yes
<b>Practices Using Consultant's Services (often/seldom/never)</b>	
Primary Care with 3 or fewer physicians	often
Primary Care with 4-10 physicians	often
Primary Care with 11-25 physicians	often
Primary Care with more than 26 physicians	often
Specialist with 3 or fewer physicians	often
Specialist with 4-10 physicians	often
Specialist with 11-25 physicians	often
Specialist with more than 26 physicians	often
Community Health Centers/Safety-Net Clinics	often
Hospital-owned Ambulatory Practices or Clinics	seldom
<b>Additional information: Provide any information/comments not included above. (Maximum of 150 words).</b>	
COPIC EMR Risk Manager, Consultant to Colorado Medical Society on multiple EMR/HIT projects.	

QSE Technologies Inc.

<b>PHYSICIAN OFFICE CONSULTING SERVICES</b>	<b>QSE Technologies, Inc.</b>
Contact Name and Credentials	Marion K. Jenkins, PhD, CEO
Company Name	QSE Technologies, Inc.
First Year of HIT/HIM Consulting for Physician Offices	2002
Mailing Street	359 Inverness Drive South, Suite K
Mailing City, State, Zip	Englewood, CO. 80112
eMail Address	<a href="mailto:marion.jenkins@qsetech.com">marion.jenkins@qsetech.com</a>
Website	<a href="http://www.qsetech.com">www.qsetech.com</a>
Office Phone	303 283 8400
Mobile Phone	303 918 8854
CMS Corporate Sponsor Discount (yes/no)	Yes
Consultant Belongs to Professional Associations (list)	CMS, MGMA, CMGMA, CASCA, CHSM, HIMSS, AHIMA, CSIA and ASC/ASF
<b>Consulting Strengths: 0 = not available, 1 = minimal to 5 = expert</b>	
Budget - Comprehensive, Payment Cycles, ROI Opportunities	5
Contracts - Negotiations, Review, Operational Issues, Warranty	5
Devices - Needs, Quantities, Capabilities	5
Education of Users - Expectations, Options, Priorities	5
Legal/Stark/Disputes - Multi-party language, Enforcement	3
Needs Assessment - Capabilities, Changed/Unchanged	5
Network Setup - Topology, Bandwidth, Options, Servers	5
Security - Firewalls, Access, Audits, Authentication	5
Software Selection - Corporate Attributes, Technology, Functionality	5
Staff-Team Building - Skills, Communications, Mediation	2
Workflow - Current, Options, Unchanged Issues, Technology	5
<b>Vendor/Other Relationships (yes/no)</b>	
Independent (no fees or commissions from EMR vendor)	Yes
Accepts fee or commission from EMR vendor	NO
Re-seller of another vendor's EMR	NO
Certified Trainer for another vendor's EMR	NO

QSE Technologies Inc.

<b>Availability of Services (yes/no)</b>	
Single Region of Colorado (If yes, please describe)	State wide
Throughout Colorado	Yes
National, some regions	National (current/completed projects in 31 states)
National, all regions	National (current/completed projects in 31 states)
Bill by Hourly or Daily Rate	Can bill by hour or by project
Bill by the Workplan or Project Milestones	Can bill by hour or by project
<b>Practices Using Consultant's Services (often/seldom/never)</b>	
Primary Care with 3 or fewer physicians	Often
Primary Care with 4-10 physicians	Often
Primary Care with 11-25 physicians	Often
Primary Care with more than 26 physicians	Seldom
Specialist with 3 or fewer physicians	Often
Specialist with 4-10 physicians	Often
Specialist with 11-25 physicians	Often
Specialist with more than 26 physicians	Seldom
Community Health Centers/Safety-Net Clinics	Seldom
Hospital-owned Ambulatory Practices or Clinics	Often
<b>Additional information: Provide any information/comments not included above. (Maximum of 150 words).</b>	
<p>QSE Technologies specializes in helping medical practices, surgery centers and physician clinics with the design, installation and ongoing support for IT infrastructure projects (servers, network systems, data storage systems, LAN/WAN engineering, network circuits, managed services, HIPAA Security, desktops/laptops/tablet PCs, etc.) QSE is a Preferred Vendor Partner with CMS and has been a corporate sponsor for the CMS annual conferences for many years. QSE is also a Microsoft Certified Gold Partner, and has completed well over 140 healthcare IT projects throughout Colorado and 30 other states. QSE is vendor-neutral and works with all major EMR/PM software and systems. QSE's expertise is based on 20-plus years of experience in large corporate IT environments. Our approach is based on a four step "medical model" - 1) diagnose the problem; 2) prescribe a solution; 3) treat the condition; 4) long-term follow up and "well-patient" preventative care.</p>	

Wolfson Consulting, Inc.

<b>PHYSICIAN OFFICE CONSULTING SERVICES</b>	<b>Wolfson Consulting, Inc.</b>
Contact Name and Credentials	Robert Wolfson, MD, MSHA
Company Name	Wolfson Consulting, Inc.
First Year of HIT/HIM Consulting for Physician Offices	1998
Mailing Street	355 So. Teller St., Suite 200
Mailing City, State, Zip	Lakewood, CO
eMail Address	<a href="mailto:bhwolfson@wolfsonconsulting.com">bhwolfson@wolfsonconsulting.com</a>
Website	<a href="http://www.wolfsonconsulting.com">www.wolfsonconsulting.com</a>
Office Phone	303-293-3754
Mobile Phone	720-331-6546
CMS Corporate Sponsor Discount (yes/no)	No
Consultant Belongs to Professional Associations (list)	American College of Surgeons, HIMSS (Health Informatics Management Systems Society), MGMA (Medical Group Management Association)
<b>Consulting Strengths: 0 = not available, 1 = minimal to 5 = expert</b>	
Budget - Comprehensive, Payment Cycles, ROI Opportunities	5
Contracts - Negotiations, Review, Operational Issues, Warranty	5
Devices - Needs, Quantities, Capabilities	5
Education of Users - Expectations, Options, Priorities	5
Legal/Stark/Disputes - Multi-party language, Enforcement	3
Needs Assessment - Capabilities, Changed/Unchanged	5
Network Setup - Topology, Bandwidth, Options, Servers	3
Security - Firewalls, Access, Audits, Authentication	3
Software Selection - Corporate Attributes, Technology, Functionality	5
Staff-Team Building - Skills, Communications, Mediation	5
Workflow - Current, Options, Unchanged Issues, Technology	5
<b>Vendor/Other Relationships (yes/no)</b>	
Independent (no fees or commissions from EMR vendor)	Yes
Accepts fee or commission from EMR vendor	No
Re-seller of another vendor's EMR	No
Certified Trainer for another vendor's EMR	No

<b>Availability of Services (yes/no)</b>	
Single Region of Colorado (If yes, please describe)	
Throughout Colorado	Yes
National, some regions	Yes; Colorado, Wyoming
National, all regions	
Bill by Hourly or Daily Rate	Yes
Bill by the Workplan or Project Milestones	Yes
<b>Practices Using Consultant's Services (often/seldom/never)</b>	
Primary Care with 3 or fewer physicians	Often
Primary Care with 4-10 physicians	Sometimes
Primary Care with 11-25 physicians	Sometimes
Primary Care with more than 26 physicians	Seldom
Specialist with 3 or fewer physicians	Often
Specialist with 4-10 physicians	Sometimes
Specialist with 11-25 physicians	Seldom
Specialist with more than 26 physicians	Seldom
Community Health Centers/Safety-Net Clinics	Sometimes
Hospital-owned Ambulatory Practices or Clinics	Sometimes
<b>Additional information: Provide any information/comments not included above. (Maximum of 150 words).</b>	
<p>Wolfson Consulting, Inc. provides services in the following areas: Medical Practice Management, Practice Management Information Systems - including EMR, HER - evaluation, selection and implementation; HIPAA Compliance; HITECH Act Compliance; Practice Policies and Procedures.</p>	