

Special Referral Edition

Practices Made Perfect®

- Medical Office IT, Hardware, Software, & Network News -

Inside this issue:

Great Programs for our PSSA Clients

Please Share Your Secret With Others

"We work hard so you don't have to." The little Scrubbing Bubbles guys from the Dow Bathroom Cleaner TV ad had it right. All of you know how hard MPT works to keep your system up and running. You depend on us, and now, we'd like you to get that secret out.



You've seen articles in previous issues about our referral program for PSSA clients. Well, this Special Edition of our newsletter is devoted entirely to opportunities for both Medical Practice Technologies and our clients to benefit not only from the referral program, but from a couple of other ideas too.

We'll outline the referral program

again, on page 2, and we'd like you to take a look at some other options to save your practice some money, as well as help to increase our client base. We feel that as partners in this endeavor, we will all come away smelling like roses.

As you may know, the computer network in your office connects all of the PCs, terminals, printers, etc. to the server so that they can all communicate and perform the necessary functions inherent in running a medical office. The more efficiently they communicate with one another, the better the overall benefits to the client and the patients. The same holds true for us. Medical Practice Technologies would like to take the same approach with our clients to extend our network of contacts, which will benefit you in the short term, and

us in the long term.

The medical community is a vast network of providers, administrators, staff, and vendors. MPT would like to be more involved in that network and we're willing to show our appreciation for that privilege.

We'd be grateful for the opportunity to present our company within the medical network, and with a few ways to accomplish it, we are confident of a mutually beneficial arrangement with our clients.

As you read over the articles in this issue, we're sure that you'll find a situation available that will benefit you, and at the same time help MPT grow!

HERE'S THE SECRET



For more than five years, Medical Practice Technologies has been the industry leader in providing World Class service and support to dozens of medical offices nationwide.

- Complete Turnkey System Installations
- Server, Workstation, Software upgrades
- Proactive bi-monthly maintenance & reporting
- Support available day & night
- Coordination with PM & EMR companies
- Practice System Support Agreements (PSSA)
- Hundreds of satisfied physicians around the country

Practices you know can benefit from the proven IT solutions provided by Medical Practice Technologies. Here are just a few of the services, along with the MPT philosophy, that has made us the premier provider of medical specific computer and network sales, service, and support.

MPT's Referral Program



Our PSSA clients are the foundation of our company, and Medical Practice Technologies would like to reward their efforts in bringing new customers to our business.

For every new client referred to Medical Practice Technologies, who signs a new PSSA agreement, MPT will give a \$500.00 credit to the referring practice on their next PSSA renewal. The great thing about the program is that with only a few referrals, you could save most, if not all, of your PSSA renewal costs. In effect, **you could get absolutely free service and support for a year!**

Many practices are located in medical office buildings comprised of numerous specialties, services, etc. It's almost impossible not to run into a member of another practice's staff. And how often does some issue with your computer system that absolutely drives you crazy come up in conversation? Probably more often than you realize. Well here's an opportunity to turn that conversation into significant savings for your practice, and help a colleague too.

Very often at trade shows and conferences, when talking to physicians, office managers, and administrators, we hear "we have a guy" that handles their IT equipment and problems. Maybe you've heard the same from folks you talk to. The big question is: Does that 'guy' work proactively to protect the equipment and network infrastructure, including software, or is he simply reactionary when something goes wrong? Are they always in their office ready to take your call? This is where Medical Practice Technologies sets itself apart from every other IT company that handles medical offices.

Having a company always available, who works behind the scenes to ensure reliability (and provides bi-monthly reports to document the process), is what every medical practice in the country needs and deserves.

If there is a practice that you know of that is either unhappy with the IT service and support that they are now getting, or one that doesn't have any consistent, reliable arrangement with someone, turn them on to Medical Practice Technologies. We can even provide you with all the detailed literature to pass on to them. Just give us their name and phone number, and we'll do the rest. And hopefully put some money back into your office as well.

Just as you refer your patients to other specialists, refer the practices you know to Medical Practice Technologies.



A Great Way To Cut The Cost Of Your PSSA Renewal



For Doctors, P.A.s, Nurse Practitioners

One of the best ways we have found for getting the Medical Practice Technologies name out into the medical community is participation and sponsorship in trade shows, user conferences, and the like. We currently participate in shows and conferences put on by medical software companies and their vendors, such as those by GE Healthcare and their VARs, and the Dermatology Managers Association of Georgia. But there are many more functions out there that we would like to have the opportunity to participate in.

Do you know of regular meetings of physicians or administrators at which we could be a guest speaker? Do you attend or have information about medical conferences? Medical equipment seminars? Any function at which primary medical administrators or physicians attend?

If you have information about some of these events that you could pass on to us, we would love to participate or possibly even help sponsor. Not only would it give us an opportunity to market our company and services, but any new clients that would sign a PSSA with us, would also count as a referral for your practice.



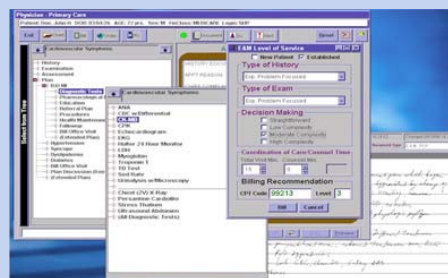
Bi-monthly Proactive Maintenance, Unlimited Support, Peace of Mind.

Medical Software Companies and VARs

Every practice utilizes medical software, whether for billing and scheduling, electronic patient records or both. These software companies frequently have partnerships with computer hardware and network companies to facilitate the implementations for their clients. For example, Medical Practice Technologies has such a partnership with HealthSystems, a GE Healthcare (Centricity) VAR. This relationship mutually benefits both companies as we are able to provide world class products and services to medical offices across the Southeast.

There are dozens of medical software companies serving the growing needs of new and existing physician's offices nationwide. Medical Practice Technologies recognizes the benefits of a close partnership with these software companies, and would like to increase our presence in this area. Here's how you can help, and benefit in the process.

Put us in contact with a representative of the medical software company that you use. If one of the medical software company's clients signs a PSSA with us, your practice will credit on your next PSSA renewal. This is big, because one company can generate multiple client leads, resulting in many you (up to the full price of your PSSA)!



get the referral referral to a software referral credits for

...And We'll Save You The Money!



So, How Do I Do It?

Contact Medical Practice Technologies Monday through Friday, 8:30am to 5:00pm. with the referral information that you have. Speak to Dan White at extension 10, or e-mail creditmypssa@medpractech.com. We'll take the contact information from you and go from there. When the referral results in a signed PSSA for a new client, we will notify you and credit your next PSSA renewal in the amount of \$500.00.

If you would prefer to speak to someone in another practice about our products and services first, we'll be more than happy to provide you with all the information you will need to pass on to them. Just let us know when you call us.

This is a great opportunity for practices to save lots of money on the support services they use, and for Medical Practice Technologies to increase our customer base, all the while putting us in the best position possible to continue and expand the world class service and support that our current PSSA clients have come to expect.

It's as easy as a phone call. Let us know who could benefit from the security and peace of mind you now enjoy, and save your practice \$500.00 or more.

Call us at (678) 455.7191 x10 (Metro Atlanta Area)

Outside Atlanta, Call (888) 506.9186

creditmypssa@medpractech.com

Practices Made Perfect®



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\$500 PSSA CREDIT

“What a pleasure the last year and a half has been regarding your services and support. To actually have someone help you immediately upon calling with the very few problems we have had is awesome! If you ever need a recommendation, don't ever hesitate to call THIS office!”

Lynn Hutcheson, Coliseum Pediatrics, Macon, Georgia