

67% of Physician Offices Do Not Use Electronic Medical Records Software

SK&A Market Research Reveals Opportunities for HIT Vendors

IRVINE, Calif. - April 9, 2009 - With the recently passed "American Recovery and Reinvestment Act of 2009" offering big incentives to physicians to adopt EMR systems in their offices, a new research survey released today by SK&A reveals 67% of medical offices with four or more physicians do not currently use EMR software. The survey results point to substantial sales and marketing opportunities for healthcare technology vendors and service providers. SK&A has assumed the role of identifying the physician offices that will most likely be implementing new EMR solutions over the next few years.

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SK&A's new "Physician Office Usage of Electronic Medical Records Software Report," which is summarized and segmented by office size, practice size, 20 site specialties and patient volume, reveals valuable trends on future EMR adoption. For example:

- In smaller practices with four to five physicians, 31.6% have EMR software, while in larger practices with 26-plus physicians, 39.24% have EMR systems.
- In physician offices with volumes of one to 50 patients per day, 30.2% have EMR software, while in large practices with daily patient volumes of over 100 patients, 39.2% have EMR systems.

The report also highlights SK&A's top 20 physician specialties by acceptance percentages for EMR software adoption. The specialties with the highest adoption rates include anesthesiology, emergency medicine and internal medicine. Those areas with the lowest adoption rates include urology, psychiatry and plastic surgery.

In addition, SK&A is able to identify the IT-purchasing decision makers at the practice and group level.

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