



Focus Reports

Focus Reports is advanced reporting software for your Medisoft system. Two versions of Focus Reports are available that include as many as 220 reports to enhance the business side of any healthcare practice.

Purchase Focus Reports through Southern Medical Solutions and rest assured that you will have the outstanding guidance, service and support that hundreds of practices have come to rely on day in and day out. Whether it's installation, training, technical support, or developing customized reports, we'll help you to get the most from Focus Reports.

If you have any questions about what Focus Reports can do for your practice, we invite you to contact us.

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Focus Reports Professional Version

Powerful Reports Have Never Been Easier!

Focus Reports is a reporting system built to give healthcare practices to-the-point business information from MediSoft software systems. *Focus Reports Professional* includes a wide variety of reports to give unparalleled information on managed care plans, in-depth financial information, marketing statistics, and much more.

Focus Reports Professional includes over 220 reports, charts and graphs, with 24 data export and data analysis templates.

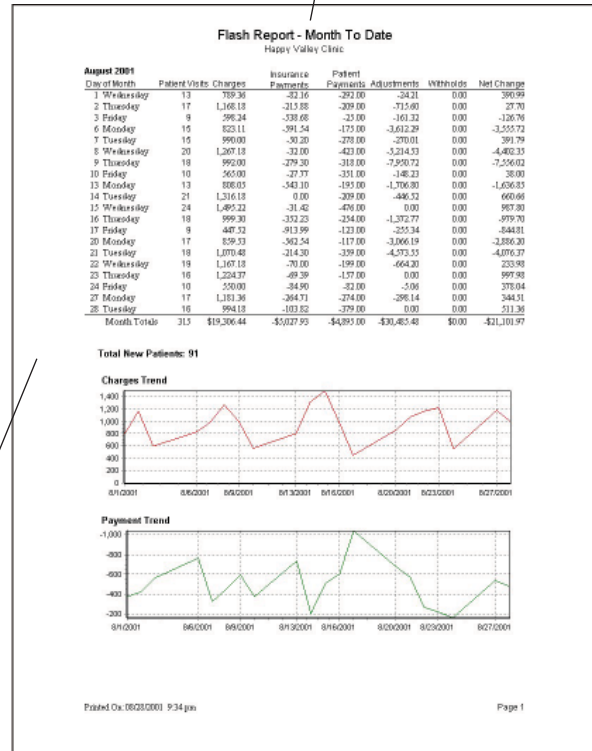
Focus on Managed Care

Focus on Managed Care includes eight reports, charts and graphs that give a physician or practice manager the facts they need for important business decisions: Should the practice remain contracted in a managed care plan? Should the practice join a new plan? Decision makers use Focus on Managed Care to know when to accept new patients, renegotiate a contract or adjust fees.

Focus on Financials

Comprehensive, timely financial information is vital whether a healthcare practice incorporates one or many providers. Focus on Financials includes sixteen reports, charts and graphs that help unlock information in MediSoft software to aid in understanding a practice's financial condition on a day-by-day basis. This information is important because timely financial information leads to good business decisions.

The daily one page all-in-one report. Daily totals of charges by type, payments by source, adjustments, and graphs for daily charge and payment trends.



Stay in constant touch with a practice's most important financial indicators.

Analyzes all procedures billed to an insurance carrier or plan.

Procedure Payments By Carrier
Happy Valley Medical Clinic

Procedure	Capitalized		Fee For Service				Patient Payments
	Units	Services	Units	Charges	Ins Payments	Adjustments	
Aetna							
92000	1	45.00	0	0.00	0.00	0.00	0.00
96000	1	0.00	0	0.00	0.00	0.00	0.00
99214	1	45.00	0	0.00	0.00	0.00	0.00
DS	1	40.00	0	0.00	0.00	0.00	0.00
Totals for plan:	4	\$130.00	0	\$0.00	\$0.00	\$0.00	\$0.00
Totals for Carrier: Aetna	4	\$130.00	0	\$0.00	\$0.00	\$0.00	\$0.00
Blue Cross Blue Shield 225							
99700	0	0.00	1	10.00	0.00	0.00	0.00
99280	0	0.00	1	30.00	0.00	0.00	0.00
99213	0	0.00	1	60.00	0.00	0.00	-10.00
Totals for plan:	0	\$0.00	3	\$100.00	\$0.00	\$0.00	-\$10.00
Totals for Carrier: Blue Cross Blue Shield 225	0	\$0.00	3	\$100.00	\$0.00	\$0.00	-\$10.00
Blue Cross Blue Shield 231							
96000	0	0.00	1	6.00	0.00	0.00	0.00
99213	0	0.00	1	60.00	0.00	0.00	-10.00
DS	0	0.00	1	40.00	0.00	0.00	0.00
Totals for plan: Health Choice	0	\$0.00	3	\$106.00	\$0.00	\$0.00	-\$10.00
Totals for Carrier: Blue Cross Blue Shield 231	0	\$0.00	3	\$106.00	\$0.00	\$0.00	-\$10.00
Cigna							

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Note: Unsupplied payments are not included on this report.

Made for MediSoft
Report Editing with Training
Report Scheduling and Delivery
Data Analysis
Fingerprint Login
Includes Over 220 Reports!

Reports capitated and fee for service charges, payments and adjustments by carrier. This report gives an overview of a plan's overall financial performance.



• Focus on Marketing and Promotion

17 reports, charts and graphs for MediSoft designed to help physicians and practice managers analyze key marketing and promotion information.

• Aging Power Pack

13 reports that help improve management of collection activities.

• Plus Pack

Contains a variety of 40 useful reports like *Collection Summary by Procedure*, *Patient Account Summary*, patient remainder statements, employer statements and more.

• Facility Financials

Reports in this group include familiar MediSoft reports with grouping and totaling by service facility.

• Data Analysis

These reports can point out discrepancies that can cause presentation of erroneous information, prevent claims from being filed, prevent claims from being paid, or prevent statements from being produced.

• Focus on Chiropractic

Focus on Chiropractic's 26 reports, charts and graphs help doctors and practice managers analyze the key financial, production and referral statistics for their practice.

• Focus on Data

Focus on Data exports MediSoft data into common data interchange formats. Delimited ASCII output formats are built-in for using information in other database and spreadsheet programs.

• Report Printing and Editing with Training

Includes software for printing and editing reports and look-alike versions of the standard, uneditable reports in MediSoft.

• Produce and Deliver Reports On a Schedule

Schedule and deliver any included report to a network printer, by email, or through the included archive/viewer software.

• Fingerprint Login

Improve security by logging in with a quick touch in MediSoft, Office Hours and Focus Reports.

Provider-specific listing of monthly charges, adjustments, payments and withholds. Includes monthly net change in accounts receivable.

Provider Financial Report
Happy Valley Medical Clinic

J.D. Mallard, M.D.		Insurance		Insurance		Patient		Net Change
For the Year: 2000		Charges	Write-offs	Net Charge	Payments	Withholds	Payments/adjustments	in A/R
June		428.00	0.00	428.00	0.00	0.00	-30.00	0.00
July		60.00	-17.50	42.50	-106.75	-5.62	-10.00	0.00
Totals for the Year: 2000		\$488.00	-\$17.50	\$470.50	-\$106.75	-\$5.62	-\$40.00	\$0.00
Totals for Provider:		\$488.00	-\$17.50	\$470.50	-\$106.75	-\$5.62	-\$40.00	\$0.00

Mathew Moore, D.C.		Insurance		Insurance		Patient		Net Change
For the Year: 2000		Charges	Write-offs	Net Charge	Payments	Withholds	Payments/adjustments	in A/R
June		177.00	0.00	177.00	0.00	0.00	-48.00	0.00
July		0.00	-6.50	-6.50	-8.00	0.00	0.00	0.00
Totals for the Year: 2000		\$177.00	-\$6.50	\$170.50	-\$8.00	\$0.00	-\$48.00	\$0.00
Totals for Provider:		\$177.00	-\$6.50	\$170.50	-\$8.00	\$0.00	-\$48.00	\$0.00

Robert E Lee, M.D.		Insurance		Insurance		Patient		Net Change
For the Year: 2000		Charges	Write-offs	Net Charge	Payments	Withholds	Payments/adjustments	in A/R
May		75.00	0.00	75.00	0.00	0.00	0.00	75.00
June		682.00	-42.50	639.50	-106.00	0.00	-30.00	0.00
July		120.00	0.00	120.00	0.00	0.00	0.00	120.00
Totals for the Year: 2000		\$877.00	-\$42.50	\$834.50	-\$106.00	\$0.00	-\$30.00	\$0.00
Totals for Provider:		\$877.00	-\$42.50	\$834.50	-\$106.00	\$0.00	-\$30.00	\$0.00

William Henry, M.D.		Insurance		Insurance		Patient		Net Change
For the Year: 2000		Charges	Write-offs	Net Charge	Payments	Withholds	Payments/adjustments	in A/R
May		70.00	0.00	70.00	0.00	0.00	0.00	70.00
June		130.00	0.00	130.00	0.00	0.00	-30.00	0.00
July		0.00	0.00	0.00	0.00	0.00	0.00	0.00
Totals for the Year: 2000		\$220.00	\$0.00	\$220.00	\$0.00	\$0.00	-\$30.00	\$155.00
Totals for Provider:		\$220.00	\$0.00	\$220.00	\$0.00	\$0.00	-\$30.00	\$155.00

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Monthly and annual summaries facilitate production, billing and collection comparisons among providers.

Marketing Analysis - Referring Provider (Year To Date)

Happy Valley Chiropractic
1/1/2002 - 8/8/2002

Referring Provider	New Patients	Patients	Visits	Charges	Receipts
Pierce, Hawkeye (PIER)	2	3	5	184.00	-87.00
May	1	1	1	0.00	-50.00
August	2	2	2	403.00	-374.00
Totals	5	6	8	\$4,330.00	-\$8,511.00

Referring Provider	New Patients	Patients	Visits	Charges	Receipts
Tropper, John (TRA00)	0	1	1	35.00	0.00
April	0	1	2	728.00	-50.00
June	0	0	0	0.00	-50.00
August	0	1	1	10.00	0.00
Totals	0	3	4	\$793.00	-\$100.00

Referring Provider	New Patients	Patients	Visits	Charges	Receipts
Washington, George (WASHG)	1	1	1	0.00	0.00
January	1	1	2	200.00	0.00
April	1	1	12	1,734.00	-67.00
May	1	1	3	674.00	-120.00
June	1	1	1	100.00	0.00
August	1	1	4	11,654.99	-12,327.99
Totals	6	6	23	\$14,489.99	-\$12,544.99

Referring healthcare providers frequently represent a large proportion of new patients in some practices. This report summarizes new patients, existing patients, total patient visits with resulting financial effect by month for each referring provider. Versions of the report are included to report on current and prior year periods.

