## Vendor Program Overview

NextGen is a full-service organization serving the needs of physician practices, hospitals, health centers, and other healthcare providers.  NextGen provides electronic health record and practice management systems, connectivity solutions, and billing services for hospitals and ambulatory practices of all sizes and specialties.

With an integrated line of software products, business services, and strategic consulting, we help healthcare entities:

- Succeed in providing high-level care
- Optimize their revenue
- Manage their information
- Grow and thrive as a business

## Key Products

**Electronic Health Record (EHR)**

- Pre-built clinical templates and workflow for over 25 specialties ensure complete, accurate documentation stored in a standard format.
- Disease management templates capture discrete data at the point of care to meet clinical reporting guidelines for pay-for-performance programs.
- ePrescribing that automatically checks prescriptions against a patient's medications and allergies.
- Integration with the NextGen product suite to enable consistent, real-time clinical and administrative workflow among providers, hospitals, and patients.

**Enterprise Practice Management (EPM)**

- WorkLog Manager, a feature that monitors and instantly responds to events occurring in the system by sending tasks in real time to designated staff members with instructions on what to do next; how to do it; and when to do it.
- Instant productivity transparency by tracking completed and outstanding tasks to measure operations and performance.
- Labor-intensive reports and business tasks can be scheduled to run automatically at a specified time.
- Integration with the NextGen product suite to enable consistent, real-time clinical and administrative workflow among providers, hospitals, and patients.

**Community Health Solution (CHS)**

- Easy exchange of data for all community participants, including practices with non-NextGen EHRs or none at all.
- A single-point connection, eliminating the need for point-to-point interfaces, to share lab or test results, ER visits, referrals, medications, allergies, and more, in real time.
- The ability to access – within workflow – only the patient information needed or new to the record.
- A foundation to help ensure eligibility of [ARRA incentives](#) under 'meaningful use' criteria.

## Authorization Requirements
**NextGen Reseller Program**

The NextGen Reseller Program enables experienced solution providers to sell licenses of all NextGen solutions including the Electronic Health Record (EHR), Enterprise Practice Management (EPM), Community Health Solution (CHS), NextMD patient portal, and the Revenue Management Service (RCM).  This program requires pre-qualification, completion of NextGen training and passing a certification program.

This program requires a onetime, upfront, pre-payment investment of $25,000 paid to Ingram Micro for NextGen Licenses. NextGen requires a Reseller agreement and the passing of the NextGen Certification (NCP) test.   Ingram Micro requires a signed agreement acknowledging the process used to buy-down the $25,000 credit when NextGen license are sold to the HC providers.  All Solution Providers will be pre-qualified before entering into the program.  All Solution Providers will sell NextGen EHR in an exclusive manner.

**NextGen Alliance Program**

The NextGen Alliance Program enables solution providers a way to offer NextGen solutions without going through the full certification process of the NextGen Reseller Program.  Solution providers participating in the Alliance Program will work alongside NextGen field sales representatives or authorized Ingram Micro VAR's to install the hardware infrastructure and services required to implement the EHR system.   This program is based on referrals, deal registrations, and participating solution providers will receive a commission proportionate to the overall software installation.

To request more information regarding the IMHealth & NextGen Programs, please complete the solution provider survey and an Ingram Micro representative will contact you to help you get started.

## Ordering Requirements
Currently known requirements include reseller authorization and onsite visits to the EU before any deal can move forward.

## Pricing Programs
There are currently no specific pricing programs tied to NextGen.  Pricing is based on client infrastructure, practice profile, and various other situational factors.  To assist on the complicated quote process, NextGen has provided a tool/template called Proposal Master.