



Let's Make Healthcare
Better Together

Integrate Solutions That Deliver Results

The digital transformation of healthcare is forcing change faster than ever. For EHRs and other health IT vendors, the ever-shifting landscape presents many challenges—and opportunities.

In this complex, fiercely competitive market, more than 290 EHRs depend on DrFirst to help solve their customers' challenges, accelerate innovation, and comply with new regulations.

What Our Partnership Does for You

By partnering with DrFirst, you can innovate at the rapid pace the market demands while generating new revenue streams for your core business. Leave development and compliance to us, and you'll gain back product and technical resources for strategic initiatives that differentiate your company from the competition. Our 20+ years of experience means you can rest assured we have the people, processes, and proven technologies for a strong partnership.

What Our Partnership Does for Your Customers

With the latest solutions tightly integrated in your EHR, you can empower customers with in-workflow solutions that make real-time patient data available at the point of care to support clinical decision-making, avoid medication errors, and provide price transparency. And with innovative initiatives to reach patients where they are—on their mobile devices—your customers will lead the way in patient education and adherence efforts that improve the health of their patient populations.



“Our work with DrFirst to expedite connections to PDMPs is part of our ongoing commitment to relentlessly seek **breakthrough innovation to shape the healthcare of tomorrow.**”

—Eva Karp
Sr. VP and Chief Clinical &
Patient Safety Officer, Cerner

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“Our DrFirst integration is a great value add to our care management platform. Welkin supports innovative healthcare programs, and a piece of that puzzle for many of our clients is having a trusted medication management system. Our built-in **integration makes the prescribing process straightforward so our providers deliver streamlined, quality care.**”

—Michelle Pampin
CEO, Welkin

MEDICATION MANAGEMENT SOLUTIONS

Our end-to-end approach to medication management ensures the right information gets to the proper provider at the appropriate time to make informed care decisions. It all starts with Rcopia, the revolutionary e-prescribing software built on our experience serving over 324,000 healthcare professionals and delivering more than 1 billion medication transactions.

Rcopia includes a complete medication management platform—integrated into your EHR via APIs—keeping your customers in their familiar workflow and saving the cognitive burden of toggling between separate systems.

What Our Solutions Deliver for Your Customers:

- ✓ Legend drug and controlled substance e-prescribing
- ✓ Web-based and mobile integrated clinical workflows
- ✓ In-workflow access to state PDMP databases
- ✓ 12 months of patient medication history data
- ✓ Real-time formulary and benefit information
- ✓ Automated patient messaging to support adherence

E-Prescribing & PDMP:



Medication Reconciliation:



Price Transparency:



Medication Adherence:



CARE COLLABORATION PLATFORM

One challenge affects every healthcare stakeholder: physicians, pharmacies, hospitals, emergency medical services, payers, patients, and caregivers all need to collaborate efficiently. And they need to share protected health information (PHI) in a HIPAA-compliant way.

Backline keeps your providers and their care team connected, no matter where they are. This care collaboration platform goes beyond telehealth to enable numerous functions on one secure platform. A provider simply sends an invitation to Backline via text message or email, and the recipient taps the link to connect instantly via computer, smartphone, or tablet—no need to sign up or download an app. APIs let your customers build customized integrations that deliver in-workflow efficiencies across their entire ecosystem—making your solution indispensable.

What Our Solutions Deliver for Your Customers:

- ✓ Telehealth services
- ✓ Private, group, and Patient-Centered ChatSM modes
- ✓ Real-time delivery status indicators and timestamps
- ✓ Secure text message encryption for providers
- ✓ Transfer of electronic forms and signatures
- ✓ Support for attachments, including photos, videos, audio files, and documents

Care Collaboration, Telehealth & Secure Messaging:



AI-POWERED DATA INTEGRITY

Varying terminology for prescription instructions, disparities in formulary service vendors, and obsolete national drug codes all prevent a clean conversion of data from separate systems onto one enterprise platform. Often, patient information is left behind, burdening clinicians with the job of manually entering missing information in the new system. Imagine if your customers could view your EHR as their trusted source of truth when they need to consolidate data sources, or make data accessible across health systems and ambulatory practices.

SmartProcessor's patented AI uses clinical and statistical context to normalize medication, allergy, and immunization data. This reduces manual entry and errors, and gives clinicians data they can trust at the point of care. Our expertise in AI and managing medication data uniquely positions us to deliver consistent medication history records—in batches from legacy systems, and in real time when continuity of care documents (CCDs) are passed between providers.

What Our Solutions Deliver for Your Customers:

- ✓ Complete patient medication, allergy, and immunization data
- ✓ Less manual data entry
- ✓ More efficient medication reconciliation workflows
- ✓ Fewer medication errors and adverse drug events (ADEs)
- ✓ Better patient safety and outcomes
- ✓ Interoperability with large health system EHRs

Data Migration:



INTEGRATION EXPERTISE

Selecting the right solutions is crucial to your business. But it's even more important to choose a partner that not only builds powerful solutions but also makes them work seamlessly with your systems.

The DrFirst integration team collaborates with our partners to identify your business, clinical, and technical vision and ensures that we achieve your interoperability goals. We help solve your current challenges with integrations that support your future roadmap. We understand that the solutions you offer need to add value—but not complexity. Because when providers embrace your system as valuable to their everyday workflows, they can meet patient needs while you can realize strategic business goals.

What Our Integrations Deliver:

- ✓ An experienced team of engineering, business, regulatory, and clinical experts
- ✓ Compliance with healthcare standards and industry and regulatory certifications
- ✓ A dedicated team to guide you through every stage of integration
- ✓ Project certification ensuring best practice compliance, achievement of project goals, and quality checks



STRATEGIC PARTNERSHIP PROGRAM

You can't do everything on your own—and be good at all of it. Our network of industry partners, connections, and solutions strengthens your ability to solve your customers' biggest problems.

When you rely on our experienced team, you can focus on expanding your core technology, retaining customers, and sparking new sales of your systems. We stay up to date on industry and regulatory certifications so you can remove that burden from your team. And our technical expertise and understanding of best practices guide your IT projects so you can increase speed to go live. Our partnerships with over 300 EHR, HIT and software partners, 2,000 hospitals and health systems, and more than 260,000 prescribers allow us to work with major stakeholders (payers, pharmacies, pharma, etc.) so you can deliver untapped features and generate new revenue streams.

Let our 20+ year history with hundreds of successful integrations help you power the next generation of healthcare innovation.



What Our Partnership Delivers:

A 2021 Techvalidate survey reveals what our partners say about working with DrFirst:

88% Say integrations improved regulatory compliance and quality measures

83% Say our partnership enriched their company mission and product value

72% Say our solutions boosted their product strategy and innovation

75% Say APIs reduced their development burden



“We’ve enjoyed working with everyone at DrFirst and appreciated the opportunity to be the first pharmacy practice management vendor to integrate your AI technology. We see the DrFirst SmartSuite services as the next wave of the future as we continually seek to help our pharmacy clients **maximize their workflow while also safeguarding patient wellness**. We’ve all enjoyed a tremendous learning experience and look forward to the many possibilities to come.”

—Chuck Welch
Executive VP & Chief Technology Officer
Speed Script

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“Overall, DrFirst has provided us with a **robust solution** that [behavioral healthcare] providers like. The highest compliment for an e-prescribing solution is that the IT staff does not hear complaints from doctors, and DrFirst has broadly achieved that.”

—Alex Attinson
Integrations Manager
Foothold Technology

Learn more about how a DrFirst partnership delivers value for your company and your clients at drfir.st/partners.

About DrFirst

Since 2000, DrFirst has pioneered healthcare technology solutions and consulting services that securely connect people at touchpoints of care to improve patient outcomes. We create unconventional solutions that solve care collaboration, medication management, price transparency, and adherence challenges faced in healthcare. We unite the Healthiverse—the interconnected healthcare universe—by providing our clients with real-time access to the information they need, exactly when and how they need it, so patients get the best care possible. DrFirst solutions are used by nearly 260,000 prescribers, 71,000 pharmacies and pharmacy systems, 300 EHR, HIT and software partners, and 2,000 hospitals and healthcare systems in the U.S. and Canada. To learn more, visit www.DrFirst.com and follow @DrFirst.

www.drfirst.com



DrFirst
Unite the Healthiverse