



## Med-Scribe Announces Back-End Speech Adoption Guarantee

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Naples, FL. – (December 2014) – Med-Scribe Information Systems / (<http://www.medscribe.com>) announced an aggressive new approach designed to lower documentation costs that are on the rise as a result of increased transcription levels related to the on-set of ICD-10 coding requirements. As early adapters of back-end speech technology, Med-Scribe has combined over 20-plus years of committed U.S. labor with advances in speech recognition to take the guesswork out of promised ROI's that seem to elude most facilities.

Outline of MedScribe's Approach:

### **Step 1: Start with two competitive service rates for the 1st 90 Days.**

- 9.5 cents per 65-character line for back-end editing
- 12.5 cents per 65-character line for transcription

### **Step 2: Capped service rate applied after initial 90-days based on 50% back-end speech adoption and blended service levels.**

- After 90 days, Med-Scribe caps the rate based on a service mix of 50% back-end speech adoption ..... even if the level of back-end speech adoption is still below 50%.

### **Step 3: Apply any additional discount based on actual back-end speech adoption levels.**

- As back-end speech adoption grows, exceeding the guaranteed adoption level of 50%, additional discounts are applied, lowering the billing rate as indicated by the below table and applied against the following monthly invoice period.

Speech Recognition Adoption	0%	10%	20%	30%	40%	50%	60%	70%	80%	90%	100%
Traditional Transcription Service Rate	0.125	0.125	0.125	0.125	0.125	0.125	0.125	0.125	0.125	0.125	0.125
Back-End Speech Recognition Editing Service Rate	0.095	0.095	0.095	0.095	0.095	0.095	0.095	0.095	0.095	0.095	0.095
Med-Scribe Speech Adoption Guarantee Cap Billing Rate with speech adoption discount potential	0.11	0.11	0.11	0.11	0.11	0.11	0.107	0.104	0.101	0.098	0.095

**\* 50% Speech adoption guarantee explanation**

MedScribe's effective billing Cap Rate never exceeds .11 per 65-character line after initial 90-days. After the initial 90 days, if back-end speech adoption exceeds 50%, MedScribe will discount the guaranteed cap rate based on the exact percentage of back-end speech adoption for the preceding month. For example, if back-end speech adoption was 82% for the month of June, all July invoices would be discounted by .0096 cents per 65- character line to a billed effective rate of 10.04 cents per 65-character line.

To learn more or have a no-obligation ROI customized for your facility, please visit [www.med-scribe.com](http://www.med-scribe.com) or contact Mike Irwin, VP of Sales and Marketing, [mirwin@med-scribe.com](mailto:mirwin@med-scribe.com), 1-800-329-1601 ext. 290.

