



# “DISCLOSURES”

### Special Points of Interest:

- AHIMA Highlights
- Kaiser Southern California MedCorr Upgrade
- Visual Records End-of-Year Wrap up



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## AHIMA 2005 CONVENTION HIGHLIGHTS

San Diego and beautiful weather go hand-in-hand; therefore, the city was an ideal venue for the AHIMA 77th Annual Convention, which was held from October 15 to 19, 2005. Unfortunately, Mother Nature had a mind of her own and the city was hit with rain during the convention. Despite the rain, over 4,000 attendees showed up at the event smiling, laughing and having a good time.

The theme of this year’s convention was “*At the edge of the sea, at the brink of the future.*”



More than 240 exhibitors participated, including Visual Records. Stationed at Booth #544, this was the first time our

company had exhibited at this convention.

With brain teaser puzzles in hand and friendly smiles on our faces, we were able to engage the interest of attendees passing by our booth.

As attendees played with the puzzles, we were able to speak to them about our ROI software, MedCorr, and determine if the software could help them. Attendees were able to view and experience the software “hands-on” through our demo station.



# AHIMA 2005 CONVENTION HIGHLIGHTS (cont.)



Those who did not have time to spend time at the demo station but were interested in MedCorr did not go away empty handed. They left with a MedCorr 2.4 launch disk (a full version of the software) and marketing brochures.



*“At the Edge of the Sea,  
At the Brink of the Future”*

Aside from ROI, many other different medical applications were represented in the Exhibition Hall such as transcription / dictation, voice activation, imaging and electronic patient records.

Visual Records was very pleased to be part of this year’s AHIMA experience and to meet the people that we design our software for.



## A ROUND OF APPLAUSE FOR OUR TEAM BEHIND THE SCENES

Special thanks to all of the people who helped with our AHIMA booth and presentation materials and for their overall support, professionalism and hard work.

- Jenny Farquharson, Creative Spark Designs
- Dan Horner, DH Graphics
- John Miller, John Miller Works
- Lauren Hawes and Allan Bean, Entremedia
- Mike Johnson
- Tom Mulvihill, Vineyard Metal Fabrication
- Paul Bordas, Pacific Sons
- Kathy Boyd, KLA Publishing
- Kathy Marinelli, Xpress Pro
- Christy Spahn and Jackie Bellan, AHIMA
- Paul Joyner and Fawn Lopez, Modern Healthcare
- Greg Gillaspie, Health Data Management
- Brian Ullom, For The Record
- Cynthia Huff, McGraw-Hill
- Ralph Walker, Walker’s Embroidery



We look forward to working with all of you in our future endeavors.





# PARTNER SPOTLIGHT

This page is reserved for our partners, where we will be providing general reviews and news of interest about their activities and our continuing relationships with them. As we respect our partner's right to privacy and security, we do not intend to convey any specifics about software acquisition or implementation plans. Questions about these specifics should be directed to the appropriate project managers.

## Kaiser Southern California is catching up to Kaiser Northern California

Several large and key Kaiser facilities in Southern California are upgrading from MedCorr to MedCorr2, ensuring that their ROI processing in 2006 will be much more efficient and HIPAA compliant.

These facilities have been using the first version of MedCorr since 1999. MedCorr has worked so well for their ROI needs that the move to MedCorr2 was not immediate. However, since MedCorr2 is more scalable and faster,



it was just a matter of time before Kaiser Southern California was ready to catch up to Kaiser

Northern California, who first started using MedCorr2 in 2005.

During 2006, we look forward to working with users throughout the state regarding enhancements and new modules. Stay tuned for our upcoming announcements about new features to be released during the first and second quarter of 2006.

## Happy Holidays to All of Our Partners and Software Users: Visual Records Yearly Recap

2005 is almost gone and 2006 is just around the corner. This year, Visual Records is pleased to announce that we have continued to be very productive. Here is a recap of this year's highlights:

- MedCorr, our ROI application, continues to be strong in the healthcare industry (see above related story). Our latest additions include Imaging and Enterprise Reporting.
- Premia, our insurance accounting product, has been newly launched and is in live operation by a Third Party Insurance firm to manage health and welfare as well as association

plans. The Premia product launch will continue in 2006 with the completion of our enterprise platform upgrade.



- Storm Tracker, our storm ticket tracking software, was a big help in the storm clean up project in Tyler County,

Texas. The County was hit by Hurricane Rita and suffered major damage.

- Traveler, our travel advisory software, is "in the works" and is scheduled to be completed in the next few months.

We look forward to continually building the success of our current products as well as working on new ones for 2006.

We want to wish a very Happy Holiday to all of our partners and our many software users. We hope to continue our prosperous partnerships with all of you during the next year and for many more to come.





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*“Developing innovative products for your industry.”*

**QUOTE OF THE DAY**

“Generosity is giving more than you can, and pride is taking less than you need.”  
 – [Kahlil Gibran](#)

**THE VISUAL RECORDS STORY**

Visual Records specializes in developing innovative and high-quality software products and systems for all industries. By partnering with entrepreneurs and visionaries, we launch new and successful software products.

Headquartered in Temecula, California, Visual Records combines research, experience and value with integrity and respect. For over 20 years, we have kept the following commitments:

1. **Vision:** Designing beyond what is considered "standard."
2. **Flexibility:** Working closely to deliver solutions in a timely and cost-effective manner.
3. **Integrity:** Making long-term partners through honesty, tenacity and consideration.
4. **Support:** Ensuring that our customers remain completely satisfied.

If you have any comments or suggestions about the VR newsletter, please e-mail Rebecca Phan at [rebecca@visualrecords.com](mailto:rebecca@visualrecords.com).

If you'd like to pass this newsletter along to a friend, it's easy. Just send an e-mail to [rebecca@visualrecords.com](mailto:rebecca@visualrecords.com). Please also visit our website.

**UPCOMING EVENTS**

Visual Records has been invited to speak at the DeVry Institute, West Hills campus, to share our knowledge and experience about the electronic record (ROI specifically), HIM/HIT profession and the implementation process.



Please stay tuned: More specific details to come after the New Year.

**INDUSTRY “BUZZ”**

**December 19, 2005:** New Microchip Technology For Medical Imaging Biomarkers Of Disease

**December 2, 2005:** Computer Aided Evaluation May Improve Accuracy In Breast MRI Interpretation

**November 21, 2005:** New technology to help children with cerebral palsy, New Jersey Institute of Technology

**November 3, 2005:** Patient Information Awards at the BMA Medical Book Competition 2005

**OPINION POLL**



What type of software do you need for 2006?

- A. ROI
- B. EMR
- C. Transcription
- D. Imaging
- E. CRM
- F. Legal Scheduling

Please send your answers to [rebecca@visualrecords.com](mailto:rebecca@visualrecords.com)