

LEADERSHIP



As the Founder and President of Medical Risk Institute (MRI), Michael J. Sacopulos, JD, has devoted his near 20-year legal career to advising the healthcare community on where liability risks originate and how to avoid these risks.

Prior to forming MRI, Michael served as a partner with Sacopulos, Johnson & Sacopulos in Terre Haute, Indiana. His practice focused exclusively on

helping healthcare providers develop strategies and techniques to avoid medical liability claims. He also assisted physicians with cyber law issues, such as online defamation.

For the past decade, Michael has served as General Counsel for Medical Justice Services, Inc., a national organization that offers services and methods to protect physicians' practices and reputations. Additionally, Michael serves as Legal Analyst for *Plastic Surgery Practice* and *Dental Products Report*.

Michael is an accomplished public speaker and author, routinely contributing columns to national medical and legal trade publications, including the *Journal of Legal Medicine* and *Outpatient Surgery Magazine*, as well as national mainstream news outlets *Wall Street Journal* and *Forbes.com*. He has also appeared on Fox Business News.

In 1995, Michael graduated magna cum laude from Harvard College before doing graduate work at the London School of Economics. He received a law degree with honors from Indiana University Purdue University Indianapolis.

Michael currently resides in Terre Haute, Indiana with his wife and their two sons.

He may be reached at: msacopulos@medriskinstitute.com.

Associations and Distinctions

- Nominated for Who's Who in Medicine and Healthcare 2011-2012
- Listed in 2009-2012 as a Best Lawyers in America of Corporate Law
- Listed as 2010 Indiana Rising Stars, Indiana Super Lawyer, February 2010 issue
- Listed as a Super Lawyer in Indiana 2008 & 2009 for Corporate Law, Indiana Business, June 2008 & 2009

*EMR systems are powerful tools.
Be safe...be smart...be proactive.*

WHY MRI?

No one better understands the opportunities offered by EMR systems. Unfortunately, there can be professional liability risks (data breaches, third-party claims, etc.) that arise, when these systems are not used properly. MRI has spent years studying these issues, conducting private research surveys, and instructing healthcare providers on electronic liability.

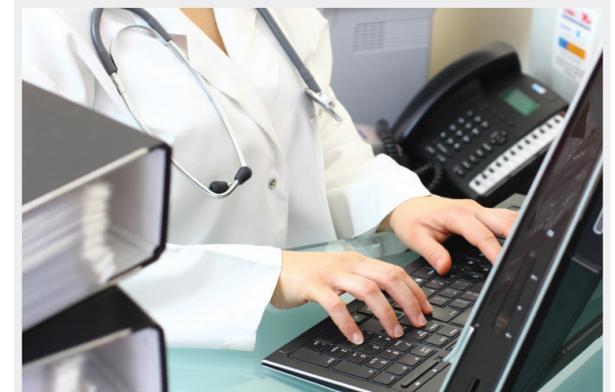
MRI will help you:

- Instruct staff on Phase II Meaningful Use and latest research on patient-chart interaction
- Review practice EMR software and develop strategies to proactively reduce liability exposure
- Work with software provider and/or IT department as needed to coordinate software revisions
- Evaluate current network risk coverage and if necessary assist in securing proper coverage for the practice
- Training of staff on unique risks from EMR systems and how to chart problematic situations
- Work with EMR software provider, staff and third party providers to implement comprehensive strategy to reduce liability exposure



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Preventive Strategies. Proactive Counsel.



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*Electronic Medical Records:
Reducing Your Exposure in the Digital Age*

Proactive education and strategy provide the tools to reduce exposure to malpractice litigation.

WELCOME

Our healthcare facilities and providers suffer from chronic litigation.

Courtrooms are flooded with plaintiffs suing physicians and hospitals. The cases range from ordinary claims of medical negligence to exotic allegations of cyber discrimination, administrator negligence, medical battery, predatory lending and even negligent misrepresentation via something as simple as a letter of recommendation.

The good news is proactive education and strategy provide the tools to reduce exposure to malpractice litigation. With a little training of staff on appropriate procedures, a medical practice or hospital can go a long way to protect itself from these and related claims.

Medical Risk Institute is a firm formed exclusively to provide proactive counsel to the healthcare community to help providers:

- a) understand where liability risks originate; and
- b) reduce or remove these risks.

We invite you to learn more about our mission, expertise and service offerings, and would welcome the opportunity to serve you.

Sincerely,

Michael J. Sacopolos
President and Founder
Medical Risk Institute



Understanding where liability risks originate and reducing or removing these risks.

EMR - THE ISSUE AT HAND

The past several years have seen explosive growth in the adoption of EMR systems. These systems allow the ability for all on a healthcare team to coordinate care. Among many other attributes, EMR systems promote patient safety and practice efficiency. Unfortunately, malpractice litigation across the country now involves questions of medical chart audit trails, including but not limited to:

- The time elapsed from examination to record creation
- The identities, dates, and times of every individual that has accessed a patient's chart
- The precise portion of a patient's chart that was created by auto-fill formation - and the number of additional times that week the physician utilized this function
- The number of system alerts generated in a 24-hour period

This data can become part of a claim against you. MRI is here to help guide you through the process of using electronic medical records and guard you from any potential claims.

METHODOLOGY

MRI works with both healthcare providers and EMR service providers. While the goals of client protection, privacy and functionality remain the same, our approach varies. Each client is unique. However, every client has a demanding schedule. When assisting a client with EMR issues, we typically recommend this process:

1. We suggest starting with an introductory meeting by phone to assess your interests, goals, and professional liability exposure. By fully understanding your unique nature, we are better able to assist you.
2. Next, we will craft a proposal for your consideration that offers flexibility of options and clarity of detail.
3. Finally, we will visit your facility and conduct a customized program that includes group discussion, one-on-one counsel, and the helpful educational materials you need to be successful.

MRI takes great pride in the long-term medico-legal security of its clients. As new concerns and opportunities in the EMR world arise, MRI keeps its clients informed and on the forefront.

PROGRAM OVERVIEW

We use a variety of techniques and strategies to determine your EMR liability issues, train your staff and provide ongoing monitoring. It does little good to identify problems without offering solutions. Completion of MRI's program will help avoid liability risks, promote patient communication, fulfill compliance requirements and most importantly give your organization peace of mind. Here is how we do it:

Digging In:

- Remote initial evaluation of EMR system and functionality
- Review of employee and practice policies such as Business Associate Agreement and Social Media Policies
- Remote initial audit of a variety of electronic charts
- Telephone interviews of staff and physicians regarding EMR and charting questions and concerns

On Site Training:

- MRI will help explain weaknesses and remedies to policies
- Staff and physicians will be trained on charting risks and opportunities via hands-on examples
- Charting tips generated from proprietary research will be taught to mitigate risks
- All instructors are accomplished national speakers that have spent years perfecting their teaching and communication skills

Compliance:

- EMR audits and staff instruction are fully documented to satisfy HIPAA requirements
- This program also serves to meet a practice's annual risk assessment audit required under federal law
- This program assists with the process to obtain the HHS 'Safe Harbor' Certification

CERTIFICATION AND ADDITIONAL BENEFITS

- Healthcare providers that complete our EMR Program receive the Medical Risk Institute Certification of Electronic Record Safety
- Program completion lays the ground work for a premium discount offered by some professional liability insurance carriers

ON-GOING BENEFITS

- Clients of MRI receive telephone hotline support for EMR issues
- Proactive updates are provided to keep pace with dynamic liability issues
- Quarterly remote audits ensure system and staff compliance and early problem detection