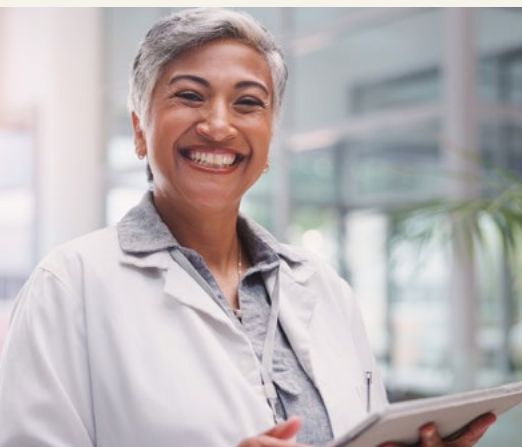
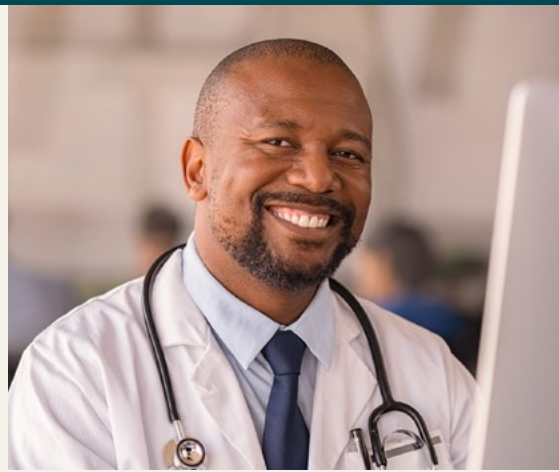


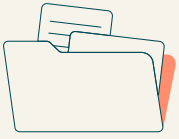
How to introduce AI to your clients

Curiosity about AI is at an all-time high, and your clients are eager to understand how it can make their daily workflows easier. With Tebra AI Note Assist, you can be the one to show them. Fully integrated into Tebra's EHR, it automatically turns patient conversations into structured notes during each visit. This cuts documentation time in half, reduces after-hours charting, and keeps providers focused on patients, not computer screens.



Things to listen for—and what to say

Listen for topics that can open the door to a conversation about the need for AI.



They're talking about documentation overload

According to the American Medical Association, physicians spend 5.8 hours on EHR documentation for every eight hours of patient care, often extending into nights and weekends. It's no wonder documentation is one of their biggest complaints.

HOW TO RESPOND:

"You can cut your documentation time by 50% with Tebra AI Note Assist. It's fully automated and HIPAA compliant, with pre-built templates. And it's all effortlessly integrated with Tebra's EHR, with no extra logins and no copy-paste chaos."

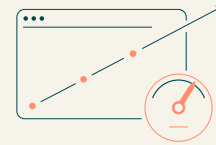


They're talking about being short-staffed, hiring a scribe, and/or addressing patient experience

When providers are stretched thin, patient experience takes a hit. Many providers admit they spend more time in the exam room looking at their screens than focusing on patients.

HOW TO RESPOND:

"Tebra AI Note Assist lets you be more present with your patients. You can feel secure in knowing that the notes will be automatic, complete, and accurate. All you have to do is start a note, pay attention to the visit, and later review and approve the note."



They're talking about lost revenue from denials

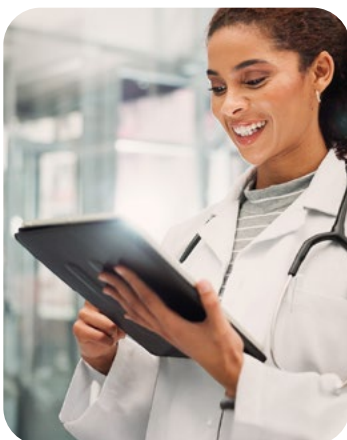
Payers are quicker to deny claims when there's incomplete information or missing codes, resulting in slower reimbursements and hurting the bottom line.

HOW TO RESPOND

"Tebra AI Note Assist automatically suggests relevant diagnosis codes for your review and approval. This means cleaner claims and faster reimbursements."

Know your clients' current challenges

88% of providers say repetitive documentation is their biggest time-waster. It pulls attention away from patients and drains time that could be spent improving operations or reducing costly denials.



Your clients are thinking about how to:

- + Deliver effective patient interactions while managing burnout
- + Balance technical savviness with bedside manner
- + Keep up with practice marketing and reputation management
- + Manage excessive manual tasks like scheduling and recare follow-ups
- + Reduce appointment no-shows and collect payments on time
- + Juggle multiple vendors, compliance requirements, and documentation

These challenges are real, but solvable. This is where AI-driven solutions like Tebra AI Note Assist, part of the broader Tebra platform, create measurable impact.

Partnering with Tebra to help independent practices thrive

Your services, paired with Tebra's complete platform, help clients manage their practices more efficiently than ever. Tebra's digital tools support independent practices in attracting new patients, delivering modern care, getting paid faster, and operating smoothly.

- + 2015 Edition CEHRT
- + 140K providers
- + 90M patients
- + 45+ specialities served
- + Secure (HIPAA, HITRUST, PCI DSS, more)

The benefits

Modern care delivery

Intelligent automation and real-time insights drive efficiency through provider scheduling, clinical notes, flowsheets, telehealth, e-prescriptions, and e-labs.

Connected patient experience

Nearly 80% of patients would switch doctors for more convenience. Empower your clients with online scheduling, appointment reminders, digital intake forms, text messaging, and a secure patient portal.



Reach new patients

Help clients make a strong first impression, attract new patients, and nurture existing ones with an SEO-optimized website, search marketing tools, automated reputation management and trending, refined web profiles, and social media management.

Speed to revenue

Nearly 50% of providers can't collect a patient balance within 30 days, and 71% of consumers are confused by medical bills. Improve profitability with billing and payment solutions including intuitive practice management, intelligent automation, and modern patient payment tools.

Better data management

Reduce operating costs and make more informed business decisions with Tebra data and insights solutions, including practice growth and revenue analytics, HIPAA-compliant data cloud storage, and APIs that integrate with third-party applications.

Get to the heart of your practice's needs

Follow this path to uncover pain points and show how AI-powered solutions can help your clients thrive.



1 Seek a need-based question

Start with questions that surface challenges:

- + How much time are you spending on documentation?
- + Are you staying late?
- + Are you feeling burned out by documentation?

3 Understand the cost to their business

Ask questions to quantify the pain points:

- + How often do incomplete notes or missing codes lead to denials?
- + What is the cost of hiring scribes, paying overtime, or adding staff?

Every client conversation is an opening to introduce AI. Check in regularly, listen for pain points, ask the right questions, and be ready when the opportunity arises. By positioning Tebra's AI Note Assist as a way to cut down on documentation time, reduce denials, and protect revenue, you'll deliver value that grows both your client relationships and your business.

[Talk to your Tebra representative](#) to learn more about bringing AI to your clients.

2 Probe further

Ask follow-ups that uncover workflow and staffing issues:

- + Do you need a scribe?
- + Are you understaffed?
- + Do you feel unable to have engaged conversations with patients?
- + Are you looking at a screen rather than the patient?

4 Segue into features

Get specific about how incorporating AI can help solve their issues. For example:

- + "I'll show you how Tebra's AI Note Assist uses ambient listening technology to transcribe and structure clinical notes as you go, so you can focus on the patient, then simply review and approve the note."
- + "Let's look at how Tebra's AI Note Assist Fully supports common note types like SOAP, Therapist, H&P, and Psych (Initial and Progress)."