

VENDOR SELECTION

How to Choose the Right EMR *Partner*



SWIPE



When you're switching EMRs, choosing a vendor isn't just about features—it's about finding a partner who understands your clinic's goals and gives you the tools to grow.

Use this framework to evaluate platforms based on the capabilities that matter most.



All-in-One Platform (No Add-Ons Required)

A true all-in-one EMR should include everything you need—scheduling, documentation, billing, patient engagement, reputation management, AI note generation, compliance tracking, and more—without third-party tools or hidden fees.

“It’s all in one place now. We used to juggle three different systems to manage intake, documentation, and billing. With Stride, we’ve dropped our admin time drastically.”



Amanda G., Front Office Manager



Attract More Patients

Your EMR should help you grow—not just manage patients you already have. Look for platforms that include online scheduling, digital marketing, and reputation tools.

“With automated reviews and text reminders, our no-shows are way down and new patients are finding us online faster.”



– Steve R., Clinic Director



Fill Your Schedule With Ease

You shouldn't need to manually chase down cancellations. Intelligent waitlists and rebooking workflows keep your calendar full.

"The smart waitlist fills empty slots without us lifting a finger. It's like adding a virtual scheduler to our team."



– Clinic Owner, Midwest PT



Set Up Every Appointment for Success

The system should handle insurance card capture, benefits verification, and pre-visit forms—all before the patient arrives.

“Patients are surprised how easy it is. They don’t have to call or print anything—everything’s done ahead of time.”



– Kate P., Front Desk Lead



Unburden Your Therapists

If your therapists are burning out, it's time to question your EMR. Look for AI-powered documentation, built-in compliance coaching, and tools that reduce clicks and repetitive data entry.

"My notes are done before I leave for the day. That hasn't happened in years."

– Emily R., PT





Get Paid More, Faster

Your system should reduce denials, automate charge capture, and streamline collections. Stride users reduce denials by 37% and speed up payments by 30%.

"We've cut A/R over 60 days in half. Clean claims go out faster and come back paid."



– Alicia C., Billing Manager



Grow With Actionable Insights

You need real-time dashboards that show how your business is doing. From therapist productivity to collections to plan of care compliance, your system should show you where to optimize.

"We're making better decisions because we finally have data we trust—without downloading and cleaning spreadsheets."



– **Brian M., Clinic Owner**



Create Raving Fans

Your platform should support two-way communication, texting, personalized messaging, NPS surveys, and automated review collection. Happy patients return and refer.

"Our reviews doubled in 3 months. Patients love the ease of texting and we love the automated follow-up."



– **Melissa J., Marketing Manager**

Pro Tip:

Don't settle for a "deal" that locks you into a system that's aging out.

Some legacy EMRs offer reduced-price, long-term contracts to hold onto users while cutting investment in product development.

Choose a platform that's investing in AI, automation, and real outcomes—not maintenance mode.



NEXT:

Download the [EMR Vendor Evaluation Checklist](#)

to score your options based on these criteria and more.



Stride is a new generation of EMR - a single-system practice management platform built to meet the real-world needs of outpatient therapy clinics.

Stride delivers a truly complete solution—bringing together online practice marketing, fully digital workflows, and embedded AI that supports every stage of the patient and clinic lifecycle and powers the entire platform.

From automating clinical documentation to filling open appointments and streamlining day-to-day operations, Stride replaces outdated manual processes with intelligent automation that reduces administrative burden.

The result? Faster, more personalized care, fewer clicks for staff, and a system that enables growth without added complexity—delivering real ROI from day one.

Schedule a Demo

to see the impact Stride EMR will have on your practice, your staff, your patients and your bottom line.

[GET A DEMO](#) →