BUSINESS CHALLENGES

The initial drive to reduce the usage of film and to increase digitization along with “departmental” purchasing cultures has caused healthcare providers and imaging companies to create siloed Picture Archiving and Communication Systems (PACS) to support their various imaging needs. This decreases efficiency, increases costs, and forces companies to remain in vendor relationships that are no longer beneficial.

The drive toward digitization was undertaken to reduce costs. The U.S. spends far more per capita than any other country on medical imaging, and the imaging costs were and still are increasing rapidly. The demand for imaging is growing at an astronomical rate, evidence of this trend is that the workload per average radiologist grew by 34 percent from 1992 to 2007. The development of fragmented, vendor proprietary imaging environments is not only inefficient and costly, it also limits the ability for imaging providers to create new revenue streams such as personal health records and telehealth.

Today's providers of imaging need to find a way to build a vendor-neutral platform for secure and efficient sharing of images. They need to build efficient workflows that allow them to scale to support the ever increasing demand for services.

SERVICE DESCRIPTION

EMC® Consulting crafts a vendor-neutral imaging platform to provide efficient access, distribution, viewing, and storage of image data in consistent open systems formats like DICOM. We also integrate with hospital messaging formats like HL7 to ensure providers can leverage existing investments. We are able to build an integrated universal work list that unifies technologies at multiple imaging domains and facilities. This enables the utilization of subspecialty expertise and a workload balance among all experts, regardless of location. We can automatically route cases to the appropriate specialist, based upon clinical and business rules. Our deep experience with a broad spectrum of workflow, analytics, and integration appliance companies allows us to evaluate and tailor solutions to meet your business goals.

EMC Consulting facilitates the building of robust image importing capabilities based on a platform that is open, flexible, and vendor agnostic. The solution is capable of working with the various vendor PACS solutions and multiple image formats to build a truly vendor-neutral archiving and viewing platform. We wrap analytics around the solution to enable performance monitoring and continual improvement.
SERVICE VALUE

EMC’s deep industry knowledge, system integration expertise, and vendor relationships provide the unique capability to assist clients in converting images to vendor-neutral image formats, enabling the integration and distribution of images and allowing the automated distribution of workload. We have found that customers who adopt this approach can build out automated workflow to increase radiologist productivity by 10 percent. We have found that automated lifecycle management reduced annual operating costs by 20 percent. By deploying a distributed imaging program capability, one customer has the opportunity to grow telehealth services revenue growth by 200 percent.

EMC combines deep industry knowledge, market share leadership for medical imaging solutions across hospitals in the U.S., system integration expertise and vendor relationships to build vendor-neutral imaging platforms.

LET EMC CONSULTING HELP YOU REALIZE YOUR AMBITIONS

As part of EMC Corporation—the world’s leading developer and provider of information infrastructure technology and solutions—EMC Consulting provides strategic guidance and technology expertise to help organizations exploit information to its maximum potential. With deep industry insight, EMC Consulting guides and delivers innovative and proactive thinking to help clients unlock the value of their information and accelerate IT transformation. EMC Consulting drives execution for clients, including more than half of the Global Fortune 500 companies, to transform information into actionable strategies and tangible business results.