

Leveraging a Managed Services Strategy in

ENTERPRISE IMAGING

for OPTIMAL PERFORMANCE and OUTCOMES

Elements for success and a future-proof, complete enterprise imaging strategy

KEY TRENDS SHAKING UP PROVIDER ORGANIZATIONS IN IMAGING



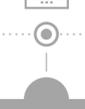
CONSOLIDATION OF THE PROVIDER INDUSTRY

The expanded presence of large multi-state networks will shift the current landscape of about 1,600 multi-state hospital organizations to 400-600 organizations.¹



GROWING FOCUS ON VALUE-BASED CARE

Automation, simplification of workflow and care coordination to enable more time spent with patients and on patient care for improved outcomes.



GROWING STORAGE NEEDS FOR STRUCTURED AND UNSTRUCTURED DATA

Secure and scalable storage, enterprise approach, fast and flexible access to applications and analytics.



TECHNOLOGY SOLUTIONS WHICH ENABLE OPTIMAL CARE AT ALL TIMES

Desires for remote and managed services solutions for flexible and preventive approaches to IT.

PROVIDERS NEED A STRATEGY TO INTEGRATE DISPARATE IT SYSTEMS WHICH STORE PATIENT DATA IN SILOED ARCHIVES GIVEN M&A AND SYSTEM CONSOLIDATION CREATING LARGER NETWORKS AND HEALTH SYSTEMS.

Lack of a unified imaging platform hinders optimal clinical decision making and patient outcomes.

In many healthcare organizations, **imaging data is stored in silos** tethered to department or modality imaging archives.

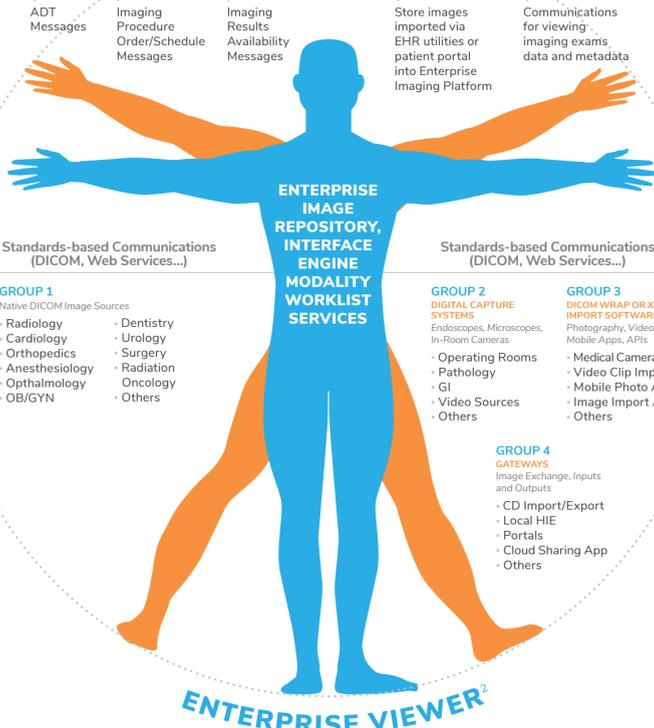
Traditional PACS approaches have limitations in dealing with non-DICOM data, and interoperability between systems.

New protocols promote assessing the whole patient via a longitudinal health record including imaging within the EHR. Digitalization of specialist imaging has made it more complex and **difficult to store and distribute imaging content across the enterprise.**²

CREATING A COMPLETE VIEW OF THE PATIENT

Enterprise Imaging harmonizes diagnostic imaging, reports, and medical records, enabling providers to create longitudinal health record accessible virtually anytime, anywhere across the enterprise, creating a complete 360 degree view of the patient.

EHR



WHAT HAS GONE WRONG IN ENTERPRISE IMAGING?

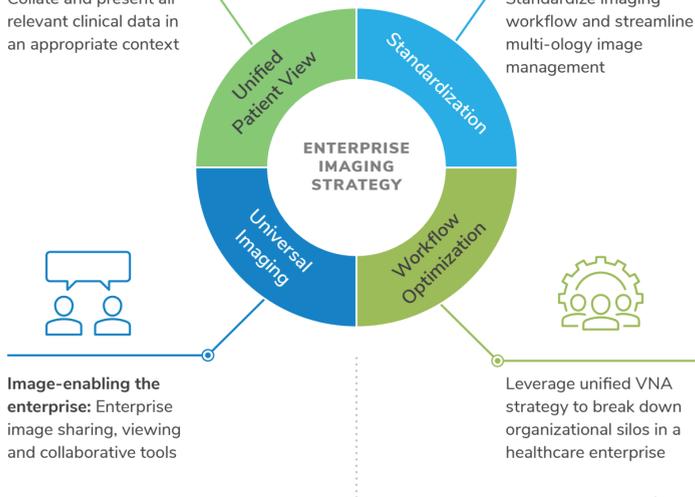
Over the last 10 years, provider organizations have made various mis-steps in their optimal roadmap and journey to shift to enterprise imaging. These include misjudging complexity, process issues, and not selecting solutions which can best scale and work for them to deliver on the goals of optimal delivery of care, operational and workflow enhancements, cost improvements, and patient outcomes



“ If the Enterprise Imaging architecture and implementation is not well thought out and caters to only short term needs of the organization, it can lead to many challenges in the future.

BEING SUCCESSFUL – A COMPLETE ENTERPRISE IMAGING STRATEGY

A complete enterprise imaging strategy provides a single source of truth without the challenges of siloed data



Future-proof your EI Strategy

- Work with solution provider with expertise across the EI paradigm vs. at a module level.
- Institutions have to plan for exponential increase in storage requirements as more 'ologies' become EI-ready.
- The design philosophy should consider the future plug-in of clinical and operational analytics applications.
- EI platform should be AI-ready and should be able to embed a large number of AI algorithms in the workflow with minimal intervention and disruption.

According to Frost & Sullivan research, we are currently in an acceleration phase for adoption of cloud-based imaging informatics and a-a-S models.³

ENTERPRISE IMAGING – ON-PREMISE OR CLOUD?

Cloud offers certain distinct advantages as compared to an on-premise model. Cloud enables as-a-service models wherein the customer pays for every instance of service usage via an OPEX model, given they do not invest in/own any infrastructure. It frees the client from the responsibility of maintaining and servicing physical infrastructure. Cloud also offers the advantage of elasticity that enables organizations to rapidly scale-up and scale-down operations and pay only for what services are consumed.

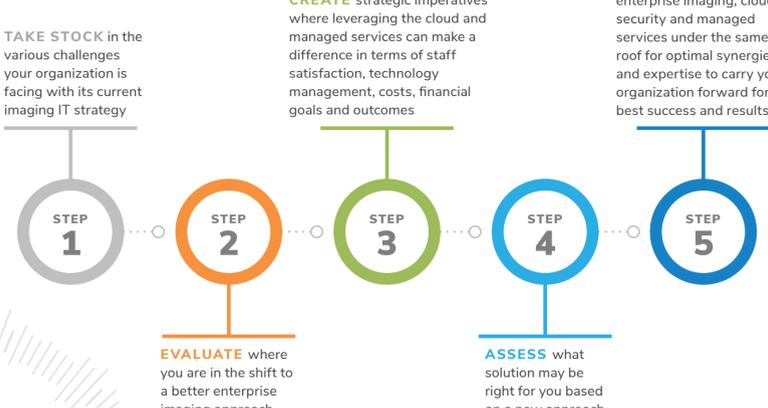
“as-a-SERVICE” VS ON-PREMISE MODEL

| | SaaS (Cloud-based) | On-premise |
|----------------------------|--------------------|------------|
| Expenditure visibility | Strong | Weak |
| Client-vendor relationship | Strong | Weak |
| Financial efficiency | Strong | Weak |
| Operation efficiency | Strong | Weak |
| KPIs monitoring | Strong | Weak |

BENEFITS OF ADOPTING CLOUD-BASED IMAGING³



KEY STEPS IN DRIVING YOUR ENTERPRISE IMAGING JOURNEY



Sources
 1. American Hospital Association and Frost & Sullivan.
 2. Journal of Digital Imaging 2016 Oct; 29(5): 530-538.
 3. Growth Opportunities in the Global Radiology-as-a-Service Market, Report ME3E, Frost & Sullivan, July 2019
 ECM-25409 Rev 1.0
 All rights reserved © 2020 Frost & Sullivan