

Use Cases



Quote: *“With the help of ArcoInfo, we were able to reduce 5 facilities with 8 software licenses, and they continue to help my locations remove headaches by allowing us to get rid of obsolete hardware.”*

Company: ABC Healthcare
Name, Title: John Doe, Record Manager
Industry: Healthcare

Business Challenge #1: For Location 1, ABC Healthcare had data stored in **Meditech EHR**, but no longer wanted to renew that license. The location provided a complete folder structure of the files they wished to house on their site. The site allows for any folder structure and can be modified on the fly with the correct user permissions. The folder structure was imported to the site and OCR'd during the import process.

ArcoInfo Solution: ABC Healthcare – Location 1 was able to cancel **Meditech EHR** by implementing ArcoDATFlow, which led to an estimated 3-year savings of \$85,000.

Business Challenge #2: Location 2 supplied a SQL database export of the **McKesson** product, and supplied a local license of the McKesson product in perpetuity. A virtual machine (VM) was created specifically for the installation of McKesson and SQL Server. The VM remains in an off-line state and is only accessed when a record is requested.

ArcoInfo Solution: ArcoInfo allowed Location 2 to stop paying support and maintenance fees to **McKesson**. Estimated 10-year savings of \$320,000 in maintenance and ½ FTE.

Business Challenge #3:

Location 3 provided folder structure backups of **MedRec, Omnicell, and Presidio** systems for 3 separate locations. They were ingested and OCR'd. For **NovaRad**, the customer provided **DICOM** images in a folder structure. This structure was copied, but the DICOM images were converted to TIF and the metadata associated with the DICOM images was converted to CSV. This was imported to the site as well. **Imagine** was provided as a SQL database backup, with no associated images. The correct tables were identified in the database and linked together. A separate search screen was created on the site, and when a match is found, a custom tabbed Excel report is created with all mentions of the patient.

ArcoInfo Solution:

Installation of ArcoDATFlow allowed Location 3 to shut down several obsolete EMR/Finance systems. ArcoInfo exported archive data from their billing and DICOM systems as well. The data remains searchable and accessible. Estimated cost savings for 3 years is \$245,000 with years 4-10 of \$400,000. FTE reduction of 1 ½.

Business Challenge #4:

Customer 4 desired to off-load approximately 33TB of old PST email files stored on **Exchange servers** (2007, 2010 and 2013) due to aging of the hardware. We are sending a server to the customer to back-up the PST data directly to the device it will be stored on. It will then be "imported" to our locally hosted site, available via VPN connection.

ArcoInfo Solution:

ArcoInfo made sure that Customer 4 could get rid of the hardware while ensuring that the huge amount of data remains available. We estimated a cost saving of \$70,000 / year for the next 2 – 7 years (depending of the server).

Business Challenge #5:

The fifth location of ABC Healthcare has a **RISC 6000**. They are paying \$160000/year in maintenance fees to IBM and **SunQuest** for it to house data in a state, most likely even unworkable data. The customer has engaged IBM for one last support (DASD is failing) to do a backup of the data directly to our SFTP site. ArcoInfo can ingest it and store it on a site. If the support-assisted backup fails, we will use their tape backups that we can convert.

ArcoInfo Solution:

Storing the data on ArcoDATFlow will allow location 5 to greatly reduce costs to have more reliable access to data when requested. Estimated annual savings of \$50,000 for a minimum of 3 years.

Business Challenge #6:

Small health care provider has sold his practice to the larger health care provider. The system that they had in place is called **Greenway Health**. The system's architecture and difficulty of use forced the buyer to look for a solution outside of the existing provider that wanted \$35,000 to convert the system to a web-based product. With an additional \$12,000 per year in hosted expense.

ArcoInfo Solution:

Storing the data on ArcoDATFlow will allow location 6 to greatly reduce costs. In addition, because of Covid19 the client has limited resources available for retrieval of data. Arco now provides all the ROI retrievals for the client and delivers the data for them. Estimated savings of \$65,000 for a minimum of 5 years.