



MediXcel and Fast Growing Diagnostic Chains

HOW MEDIXCEL HELPED ONE OF INDIA'S TOP DIAGNOSTIC CHAIN GROW

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Client Profile

XXXX is a leading Imaging Diagnostics provider in India and has 6 centers.

Business Requirement

XXXX were having a footfall of over 500 patients per day. They would outsource their Pathology Services component to a 3rd party provider.

Over-time they realized that providing the Pathology services in-house would allow them to grow and scale their business along with providing a wellness component. Also their volume of lab tests being outsourced had grown large enough to warrant an investment.

MediXcel was already deployed at the client location and was being used to manage their entire billing, inventory and Radiology reporting workflow.

They wanted to now manage their entire Lab workflow also on MediXcel and ensure they can apply for NABL certification in the shortest possible time frame.

Key requirements stated by client were:

- Have a full fledged LIMS solution
- Interface the final solution with their Equipments for faster turn-around
- Reporting and Workflows as per NABL guidelines
- Follow the workflows designed by their Pathology Panel in terms of Verifications and Quality Control(QC)
- Quick turn-around time and deployment to launch along with Lab
- Maintain Single Medical record for both the Imaging and Pathology services

- Provide clear and distinct MIS Reports for each side of the business even if it is a single solution
- Handle Micro-biology reporting panels and workflows

Client Growth Estimates

The Client planned to start the Lab within 3 months of communicating the same to Plus91. The client aimed to deploy the following machines within these 3 months.

- Stago 4 Channel Coagulometer
- Lisaquant-IT
- Clinitek STATUS (Uni)
- Advia 2120 Haematology System
- Dimension® EXL™ 200 Integrated Chemistry System
- MEDICA EasyElectrolytes
- The ADVIA Centaur® XP Immunoassay System
- Vitek 2 Compact
- BacT/ ALERT 3D

They also estimated that within the first 6 months they would be seeing a throughput of 150 samples per day and expected to touch 500 samples per day within one year.

As of January 2017 MediXcel is handling 250+ samples on a daily basis with a peak of 500 samples per day. This is in addition to the patients using the services from the radiology side of the business.

How did MediXcel's flexibility and scalability help the Client setup its Labs in the shortest possible time?

MediXcel has a full fledged LIMS component which was enabled for the Client.

Pre deployment, MediXcel was mapped to their set of LIMS requirements and found to be covering 95% of their requirement set with zero customization and only implementation effort. Despite many stand-alone LIMS vendors reviewed by the Client they felt LIMS within the MediXcel platform was by far the easiest to use and yet contained every possible features that the standalone vendors offered.

The deployment, setup, roll-out and training was done without any downtime for the client's currently running operations in the Imaging departments.

The Client was ready to start the pathology operations within 1 month of confirmation to Plus91. MediXcel saved the client a whole 2 months as against the planned technology roll out goal. The major reasons were:

- MediXcel has an in-built permission manager which allowed them to map their users with no / view / edit level access rights to each function and page in the LIMS workflow.
- MediXcel allowed the client to upload their Test Service List, Rates, Samples mapping to tests and Parameter mapping to Tests with reference ranges, formulae and highlight rules with a simple Excel upload option and an easy to use UI to manage the finer refinements.
- MediXcel User Interface ensured the staff in their new pathology department were able to go live with just 7 days on online and 3 days of onsite training. The staff were able to manage their own roles with each from Work Order generation, Sample Collection / Accession, Test Data Entry and Verification, Signing of reports and Despatch via E-mail or Print.

MediXcel was able to do bi-directional interfacing with 6 equipment provided and uni-directional with 2 equipment provided. All equipment were live and transferring real-time data with 2 months of going live.

Within 1 year of deployment the Lab was able to apply for NABL certification.

Benefits of MediXcel LIMS deployment for the Client:

- The Client was able to save over 1000+ man-hours in terms of re-training staff
- The Client was able to save over 400+ man-hours and on-going if they had invested into a stand alone LIMS which would be interfaced with the existing MediXcel application
- The Client was able to present to their patients a single interface in the Patient Portal to view and manage their reports.
- The Client was able to save over 100 man-hours and a significant of expenditure if a stand alone LIMS was procured and had to be interfaced with MediXcel for practice management and patient record maintenance.
- The Client was able to generate, view and analyze a holistic picture of their patients' health profile as all medical data was a on a single platform, their first step to offering Wellness programs and initiatives.
- The Client was able to fulfil all their stated requirements in terms of timeline to go live, workflow managements, NABL certification target, etc.

Contact Plus91

For further information please visit <http://www.plus91.in> or email medixcel@plus91.in

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