

Clinical Pathology Laboratories, Inc.

Austin, Texas

“Corepoint Health has proven they understand our business, deliver on requirements, solve issues in a timely manner, and provide the most cost-effective and on-time integration solution in the market.”

Clinical Pathology Laboratories (CPL) has served the medical community for over fifty years and is an industry leader in quality, customer service and innovation. CPL is proud to be known as the Southwest’s largest, full-service independent reference laboratory. All testing is facilitated by a computer system that is fully integrated with a variety of automated testing platforms. The clinical testing operations of CPL offer an extensive in-house test menu with testing being done daily.

Healthcare Interfacing Challenges

- The laboratory market is very competitive. CPL is committed to build on our current competitive edge in the market by quickly interfacing with a broad range of customers.
- Demand for electronic interfaces is exploding. The CPL integration platform needed to be very efficient to serve our customers (e.g., hospitals, clinics, laboratories, etc.) productively.
- CPL needed a balanced approach to interfacing. Essentially, we needed to cost effectively manage the growing number of interfaces with customers while continuing to exceed the laboratory’s high quality standards.
- CPL is growing fast as a result of working successfully with customers and also by acquiring other laboratory facilities. CPL needed an interface engine platform that would enable us to extend our interfacing capabilities to other labs while flexibly meeting the different data specifications from various Electronic Medical Record (EMR) systems.

Clinical Pathology Laboratories Insights

Judy Denney is the CIO for CPL and is a proven leader in driving IT performance to support the critical operations of a reference laboratory. Judy’s insights:

“Clinical Pathology Laboratories built a very successful laboratory in a competitive business by meeting high customer expectations for continuous delivery of on-time, high quality results.

Customer Solution

- Implemented Corepoint Integration Engine™ as the interface engine for clinical data exchanges, internally and externally. Internally, Corepoint Integration Engine streamlines data flow between different Laboratory Information Systems (LIS) in various locations. Externally, Corepoint Integration Engine facilitates CPL’s electronic data interaction with client applications, such as EMR systems.
- Corepoint Integration Engine:
 - Provided the interface engine platform to adapt easily to different EMR data specifications and extend robust integration capabilities to newly acquired labs.
 - Enhanced productivity in building and managing the growing number of HL7 interfaces, leading to increased business.
 - Decreased the cost of testing and final delivery of HL7 interfaces to customers using Corepoint Integration Engine’s testing and simulation capability prior to implementation.
 - Reduced the reliance on LIS vendor for interface development, resulting in shorter cycle time to deliver new interfaces.
 - Decreased the number of people involved in building and managing healthcare interfaces, thereby removing resource availability constraints.
 - Integrated effectively with different LIS applications as well as several practice management systems, EMRs, and other healthcare applications as needed.
 - Improved the business case for delivering electronic capability to smaller clinics due to the solution’s lower interface implementation cost.

CUSTOMER SUCCESS

Just as CPL earned our customers' trust, Corepoint Health earned our trust. Corepoint Health has proven they understand our business, deliver on requirements, solve issues in a timely manner, and provide the most cost-effective and on-time integration solution in the market. The Corepoint Integration Engine solution allows us to have speed and control over our interfaces.

With Corepoint Integration Engine, we are able to quickly build quality interfaces for our customers and continue to productively grow our business in a cost-effective manner. Corepoint Integration Engine also places the control of building HL7 interfaces in our hands rather than in the hands of the LIS vendor. The Corepoint Integration Engine solution gives us greater independence and the ability to deliver to our customers on an aggressive time schedule.

The proof is in the numbers. With Corepoint Integration Engine, CPL successfully delivered 48 interfaces in six months, and it took just two people. That's productivity and results!

A core part of our interfacing strategy involves EMRs. To implement this strategy, CPL defined an EMR certification process. Once an EMR system has been certified by CPL, we can build, test, and deploy an interface in 2 weeks or less. Our EMR interfacing process has worked flawlessly with the combination of the CPL EMR certification program and Corepoint Health interface engine capabilities.

Some of the EMR systems that we have interfaced successfully using Corepoint Health include: InteGreat, e-MDs, A4 (Allscripts), eClinicalWorks, Orchard, GE Centricity, Greenway, SOAPware, and MediNotes.

CPL's interfacing capabilities has been well received by our clinics. Our client feedback has been very positive, and it has removed interfacing as an issue in our client relationships. With Corepoint Integration Engine, we now have 65 clinics in production, delivering results electronically, efficiently and successfully.

We are extremely pleased with the results we have seen by using Corepoint Health solutions. Their solutions have enhanced our operations and enabled us to continue to exceed our customer expectations.

Corepoint Integration Engine is a robust, affordable healthcare interface solution with an experienced team of both interface engineers and clinical personnel standing behind it. That is a winning combination for us."

About Corepoint Health

Corepoint Health has the healthcare IT experience and strength to deliver a dramatically simplified approach to internal and external data integration and health information exchange for hospitals, radiology centers, laboratories, and clinics. Our next generation software solutions are transformational and will streamline your IT environment, provide a fast track to achieving your interoperability goals, and create operational leverage within your organization. Corepoint Health's solutions achieve a needed balance of being both intuitive and sophisticated while delivering solid functionality and performance.

www.corepointhealth.com