

DATA SHEET

# OpenText™ EMR-Link™ Solves Clinical Integration Challenges

EMR integration becomes achievable and affordable when clinical laboratories and imaging centers leverage OpenText people, processes and technologies to manage diagnostic data workflows and interoperability requirements.



**Connect** once,  
reach any EMR



**Automate**  
workflow to speed  
data exchange



**Optimize** workflow  
of physician and lab



**Validated,**  
streamlined  
electronic ordering  
and results

To remain competitive, clinical laboratories and imaging centers must have the right technology in place to integrate their applications with customer EMRs. The difficulty laboratories and imaging centers face is that each EMR has its own interface and connectivity requirements. Adding to this is the reality that providers, who typically use multiple labs on a regular basis, are unable to support the connectivity needed on their end, as they don't maintain dedicated IT staff. In addition to EMR integration, laboratories and imaging centers must continually rethink how and why they share data in light of ongoing government initiatives across the care continuum. Clinical laboratory and imaging centers must create agile and scalable connections to integrate their data with EMR systems, however industry research reveals that:

- 71% of decision makers say they are undergoing digital transformation, but **integration is one of the biggest challenges** (Forrester)
- The **expense** of developing and maintaining patient health information interfaces remains high and **interoperability talent is in short supply** (Gartner)
- 60% of health organizations report **IT vacancies** (HIMSS)
- 85% of health systems experience occasional to frequent **project delays** from integration challenges (HIMSS Media)
- Almost 50% of health systems that experienced project delays indicated those challenges **negatively impacted patient care** (HIMSS Media)

Integration challenges, delays, and subsequent impacts to care stem primarily from a lack of resources, expertise, and processes, including:

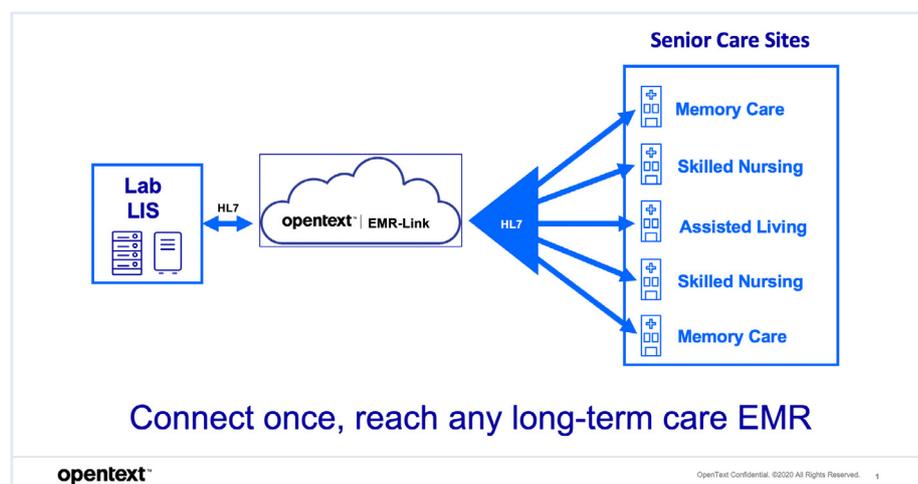
- Accommodating the unique requirements of hundreds of disparate EMR Solutions
- Lack of expertise of EMR workflow, data processes and integration requirements
- Many lab and imaging departments are forced to share IT resources which limits timely integrations
- Current point-to-point connectivity requires significant resources and connections are easily broken
- Dated interface engine technology does not support the downstream need of intelligent ordering or data collection, impacting downstream workflow
- Physician integration projects may not be considered high priority in comparison to other health system IT projects, resulting in delays and backlogs

A solution many forward-thinking clinical laboratories and imaging centers have adopted is to make one connection from their application to a platform that can distribute data to an unlimited number of EMRs. Such an integration platform reduces implementation time, facilitates order processing and provides a scalable strategy for the long term by offering:

- A modern, unified cloud integration platform
- A one-to-many connection model, reducing and streamlining connectivity
- Full-service integrations provided as a managed service so diagnostic service teams can focus on other priorities
- EMR expertise, including ambulatory and long-term care, to create and manage the integration process with each customer
- Rules-based, validated, smart ordering and data collection at the point of care
- Access to technology updates, performance monitoring and ongoing support to ensure consistent, uninterrupted connections

## EMR-Link Benefits

- **Connect once, reach any EMR** – supporting HL7 or full point-of-care interoperability
- **Managed services delivery** – provides initial implementation, outreach connections and ongoing monitoring and support, reducing IT burden
- **Automated data exchange** – rules-based, validated ordering and data collection at the point of care to ensure clean and complete data, minimizing waste, delays and errors
- **Enhanced registration workflows** – electronic orders are held until all required information is available and low-touch or no-touch workflows expedite the registration process
- **Improved patient care** – automation and optimization improves organization, efficiency and turnaround times to better support physician decision-making
- **Decreased costs and increased revenue** – improved efficiency and TAT reduces staffing costs and attracts more physicians to outreach program



Contact us at: [EMRLink-Sales@opentext.com](mailto:EMRLink-Sales@opentext.com) to learn more about simplifying lab and imaging data exchange with long-term care and ambulatory providers.