



Consulting Services for the MEDITECH Community

Consulting Services Exclusively Designed for the MEDITECH Community.

The MEDITECH Solutions Group within Dell Services is committed to helping our clients plan, assess, implement, and optimize their MEDITECH HCIS while considering the culture, budgets, and resource constraints within each organization. Our group currently employs a team of 90+ full-time consultants comprised of former CIOs, RNs, Pharmacy Technicians, Laboratory Managers, Supply Chain Managers, and others with years of healthcare and MEDITECH experience. Their deep levels of experience in the implementation and optimization of the clinical, financial, and administrative MEDITECH modules and hands-on experience in MEDITECH hospitals ensures your success.

The consulting services offered by the MEDITECH Solutions Group within Dell are designed specifically for the MEDITECH community. Our rich background with MEDITECH's application portfolio, combined with our leadership in the design and integration of technology and infrastructure solutions, helps healthcare organizations improve the efficiency and quality of their operations.

We in the MEDITECH Solutions Group differentiate ourselves from other consultancies on the basis of our focused dedication to MEDITECH hospitals and our ability to provide a comprehensive solution optimizing people, process, and technology to achieve your goals.

Our Consultants Are Highly Experienced In The Following Areas:

- Project Management and General Thought Leadership
- Patient Care and Departmentals (including Advanced Clinical Systems)
- Physician Services
- Revenue Cycle
- Enterprise Resource Planning and Bar Code/Mobile Computing

- Technology Management and Healthcare Operational Continuity/Disaster Recovery

Project Management and General Thought Leadership

Whether your immediate goals are to improve patient care, reduce expenses, enhance revenue, or address other strategic areas such as provider satisfaction or market differentiation, we can help you plan and execute a strategic IT plan that will get you there. Our services include:

- EHR/ARRA (Electronic Health Record/American Recovery and Reinvestment Act) Related Services
- 6.0 Readiness Assessments
- Project Management
- Process Redesign
- Strategic Planning
- Executive Advisory Services

Patient Care and Departmentals

Our consulting team works closely with MEDITECH to prepare and perfect consulting solutions that are specifically designed to ensure the success of MEDITECH hospitals embarking on the implementation of one or more applications within the Advanced Clinical System (ACS) portfolio, such as:

- Readiness Assessments to prepare for Advanced Clinical Implementations
- Pre-Implementation Planning Assistance
- Application Design and Build Assistance
- Application and Workflow Optimization
- Project Management
- Training
- Clinical Bar Code/Mobile Computing

Physician Services

Physician buy-in is critical to your organization's success and requires physician leadership and decision making that effectively integrates the clinical information system into the context of the physician workflow. Our physician consulting services are designed to facilitate physician collaboration, a flexible learning culture, and a commitment to change. Our physician services include:

- Change Management
- Clinical Decision Support
- Physician Governance and Leadership
- Health Information Exchange (HIE)
- Electronic Health Record/Electronic Practice Management (EHR/EPM)

Revenue Cycle

Our Revenue Cycle Solutions help drive long-term revenue cycle results through such things as a sustainable annual increase in net cash and reduction in business office expenses. We understand that the revenue cycle is the engine that drives a healthcare system's financial success. We can help you achieve this success through:

- Application Design and Build Assistance
- Pre Go-Live Readiness Assessment
- Application and Workflow Optimization
- Centralized Business Office Services
- Revenue Cycle Transformation
- Project Management
- Training

Enterprise Resource Planning and Bar Code/Mobile Computing

Through seamless integration to MEDITECH's Materials Management/Supply Chain Management Module, We enable healthcare organizations to reduce inventories and labor costs, capture and track patient charges, eliminate charge labels, and significantly improve workflow processes through automation and strategic planning. Our services include:

- Project Management
- Materials Management Implementation Readiness Assessment
- Materials Management Application Implementation
- Application and Workflow Optimization
- Training
- Bar Code/Mobile Computing

Technology Management and Healthcare Operational Continuity/Disaster Recovery

We can't guarantee against disasters, but we'll help you develop a business continuity strategy to minimize their impact and keep you functioning as efficiently as possible. We offer a variety of technology solutions and services including:

- Virtualization Assessment and Implementation
- Risk Assessment
- Disaster Recovery/Business Continuity Strategic Planning, Design, and Deployment
- Fully-Managed Disaster Recovery Services (JSite)
- Self-Hosted Disaster Recovery Solutions
- Fully-Managed Hosting Services (MSite)
- Storage Consolidation
- Downtime Procedures
- Ongoing Support, Testing, and Recovery Services

[For more information about solutions for your business or organization, contact your MEDITECH Solutions Group account representative or visit \[dell.com/meditechsolutions\]\(http://dell.com/meditechsolutions\).](#)