

# Ocean Medical Imaging Implements ImageGrid™ RIS/PACS Appliance at a Fraction of the Cost of Competing Solutions

## The Customer

Ocean Medical Imaging, located in Milton, Delaware is a new state-of-the-art imaging practice, founded by Dr. Jonathan Patterson. Ocean Medical Imaging held its grand opening on March 27<sup>th</sup>, 2009 and began operations on April 1<sup>st</sup>. Dr. Patterson's vision was and continues to be the very best in diagnostic medical imaging services in a patient-focused and open environment. Dr. Patterson is a renowned radiologist and has practiced in Delaware since 1996, after having completed his fellowship in Interventional Radiology at Mt. Sinai Hospital in New York City.

As the owner and Medical Director of Ocean Medical Imaging, Dr. Patterson has full control over the entire patient care process, from the first phone call to the final report. His commitment to guaranteeing quality care to all patients is manifested through the meticulous attention to workflow excellence and the high standards that he has established. In a short amount of time, the name Ocean Medical Imaging has become synonymous with service, availability and quality imaging.

Ocean Medical Imaging modalities include a Siemens SOMATOM 16-Slice CT, Siemens 1.5 T Emotion MRI, Siemens Novation Digital Mammography, Ultrasound and Digital X-ray.

## The Challenge

Faced with the cost of building a brand new facility and acquiring new modalities for a total cost of approximately \$4 Million, Dr. Patterson was looking for a feature-rich, reliable High Resolution picture of Ocean Medical Imaging and yet cost-effective RIS/PACS solution. Having had significant experience with large-scale enterprise RIS and PACS systems, Dr. Patterson had the expertise to evaluate various solutions and make sure that the features and functionalities matched his vision for excellence at Ocean Medical Imaging. Dr. Patterson also knew that a fully featured RIS/PACS for a multi-modality outpatient imaging facility could cost anywhere from \$250,000 to \$500,000. In addition, expensive annual maintenance contracts as well as the need for an on-site IT resource to manage the RIS/PACS, had to be kept in mind and budgeted for. Making the right RIS/PACS decision was also becoming more important in light of falling reimbursements, as well as the negative impacts of the recession.

## The Solution

Dr. Patterson had heard of Candelis, Inc. and its highly cost-effective and yet feature-rich ImageGrid™ RIS/PACS appliance. He was provided with an extensive on-site demonstration and was quickly impressed with ImageGrid's capabilities, its proven reliability and its price point, which was a fraction of other solutions. Dr. Patterson selected the ImageGrid RIS/PACS Appliance with a fully integrated RAID 5 archive of 9 terabytes in raw capacity. There are no additional fees to connect new modalities or workstations to ImageGrid and new modalities can be easily connected to ImageGrid at no additional charge. ImageGrid's powerful routing engine enables automated routing of studies to workstations or other DICOM-compliant destinations on the LAN.



*“Candelis has provided a fully featured and robust RIS/PACS implementation that enables us to compete with far larger institutions at a fraction of the cost of other vendor offerings.”*

Jonathan L. Patterson, M.D., Medical Director

## Location

Milton, Delaware

## Services

16-slice CT, MRI, Digital Mammography, Ultrasound, Digital X-ray

## Key Business Challenges

Reliable, cost-effective and feature-rich RIS/PACS

Multi-modality and multi-workstation capability to handle radiologists needs

Integration with Billing for efficient revenue capture

## ImageGrid™ RIS/PACS Appliance Key Benefits

Scalable, reliable, feature-rich and most cost effective solution in today's market

Fully integrated PACS Engine, Archive, Router and Web-enabled Viewers

Fully integrated RIS/PACS on a single database streamlines workflow

The ImageGrid RIS is designed to streamline and improve the radiology workflow and ensure the timely and accurate dissemination of information to appropriate personnel. As a web-enabled application residing on the ImageGrid storage/server system, the RIS module allows radiologists, technologist and staff to better manage and access patient data and information from a single platform. ImageGrid RIS can be accessed from any workstation on a Local Area Network. As a comprehensive workflow-driven solution, ImageGrid RIS is tightly integrated with ImageGrid PACS and captures every process from patient registration to final report delivery. An optional Voice-Recognition module (powered by SpeechMagic™) enables radiologists to dictate studies and generate reports in a very efficient and timely manner. An optional Mammography Tracking Module captures specific workflow issues and requirements of Mammography, such as exam results, pathology results, follow-ups and statistical reports.

The ImageGrid Mammography Viewer is a web-enabled application residing on the ImageGrid PACS appliance, and allows Dr. Patterson to view and read mammography studies and dictate reports.

Patient data on ImageGrid can easily be backed up to a tape library using the ImageGrid ILM (Information Lifecycle Management) software module. The tape library can also be used as part of an ILM strategy, whereby aged studies can be solely maintained on tape.

ImageGrid's web-enabled referring physician viewer allows Ocean Medical Imaging to cost effectively provide viewing access to referring physicians and improve patient care through better communication.

The total cost of the ImageGrid RIS/PACS solution for Ocean Medical Imaging was approximately \$130,000 and consisted of: i) RAID 5 archival with 9 TB in raw capacity, ii) RIS for 4 concurrent users, iii) Voice Recognition module for 2 users, iv) FDA 510(k) cleared Mammography Viewer and workstation hardware, v) tape library and data back-up software and vi) web-enabled referring physician viewer.

### The Results

The ImageGrid RIS/PACS Appliance was installed and configured over a two day period and Ocean Medical Imaging staff was trained during the ensuing two days.

ImageGrid RIS/PACS is the core of Ocean Medical Imaging's operations and workflow. Dr. Patterson and his team are able to access and view patient studies and information from any workstation in the facility and render diagnosis in a timely manner.

Ocean Medical Imaging has not incurred IT personnel costs as a result of implementing ImageGrid. "From a system architecture perspective, ImageGrid is superior to other solutions I have come across and does not require an on-site IT resource," says Dr. Patterson. "Other PACS solutions require multiple pieces of hardware, which add complexity and lead to higher IT administrative costs. ImageGrid is truly a system that can help an imaging center achieve profitability".

Dr. Patterson and his team have also been impressed with Candelis' focus on customer satisfaction and support. "From my interaction with Candelis, I can see that they are truly a 24/7 organization," says Dr. Patterson. "No matter what time of day or night I contact them, their response is immediate. ImageGrid and Candelis have rightfully been able to garner the attention of the medical imaging community."

ImageGrid's inherent cost advantages mean that Ocean Medical Imaging will realize a significant Return on Investment (ROI), giving it the ability and the flexibility to devote financial resources to invest in the latest modalities for better patient care. "Candelis has provided a fully featured and robust RIS/PACS implementation that enables us to compete with far larger institutions at a fraction of the cost of other vendor offerings," says Dr. Patterson.



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