ATLAS MEDICAL®

Trivergent Health Alliance®
Management Services Organization

Trivergent Health Alliance®

> "Atlas Medical ran with our vision. They never said, 'We can't do that.' With other companies we talked to, we were kind of hitting a brick wall. We have just begun. We are in our infancy. Now that we have these connections and as the project continues, there is no holding back. There are no limitations."
>
> - Bruce Williams, corporate director of Laboratory Services, Trivergent Health Alliance.

Client Overview:

Management services organization including three regional hospitals in Maryland:

- Frederick Regional Health System, Meritus Health, and Western Maryland Health System.
- $1 million reduction in reference lab costs expected year two.
- $2.5 million savings expected over three-years.

Existing Technology:

- MEDITECH LIS
- Data Innovations'® Instrument Manager™ middleware

ATLAS Solution:

Coordinated Diagnostics® Platform

- Multi-Lab Networking

Challenge:

In creating the Trivergent Health Alliance, leaders of the three Maryland-based hospitals envisioned each hospital lab continuing to operate on its own.

Together, the three hospital labs annually perform about 6.5 million tests. The lab leadership team articulated these goals:

- Share tests among the three hospital labs;
- Maintain (not replace) the existing LIS for each hospital;
- Send specimens between the labs with instrument-ready barcode labels available at time of collection;
- Reduce reference lab costs by $1 million annually in the second year by insourcing 60 to 70 different tests, representing 50,000 patient tests orders.

Solution:

ATLAS, in partnership with Data Innovations, made instrument interfaces and test routing possible among three hospital labs and their diverse equipment. Multi-Lab Networking, powered by the ATLAS Coordinated Diagnostics Platform, is designed for healthcare systems seeking to build and manage diagnostic testing networks, automate test sharing, and reach other alliance or consolidation goals. Data Innovations, a laboratory middleware company, offers Instrument Manager, which aims to improve a lab's workflow and efficiency by enabling connections to interface automation, instrumentation, and information systems.

Goals achieved: test sharing, high capacity equipment usage, batch lists, instrument-ready specimens, insourcing, reduced reference lab costs, faster turnaround times, and the ability to expand offerings to include molecular diagnostics.

Success Story