

SUCCESS STORY

A Short Take on Success

The Challenge

- ▶ Replace 10-year-old analog X-ray room with digital imaging solution to increase quality outcomes of test results and patient satisfaction
- ▶ Increase efficiency of replacing new equipment by managing a tight implementation schedule and budget

The Solution

- ▶ Guidance and advice from Amerinet Diagnostic Imaging Specialist team
- ▶ Thorough assessment of CR and DR digital imaging equipment
- ▶ Secure a competitive contract

The Outcome

- ▶ Improved patient care by more easily sharing exam results with patients and other treating physicians
- ▶ Greatly reduced film and film-storage costs

“We couldn’t have done this without Amerinet,” said Nelson. “They were our saving grace. The entire process, from discovery and analysis to selection and implementation, was a valuable learning experience.”

Kelly Nelson
Radiology Manager
Illinois State University
Student Health Services

Diagnostic Imaging

Illinois State University Student Health Services Improves Patient Care by Deploying Digital Imaging Solution from Amerinet Supplier

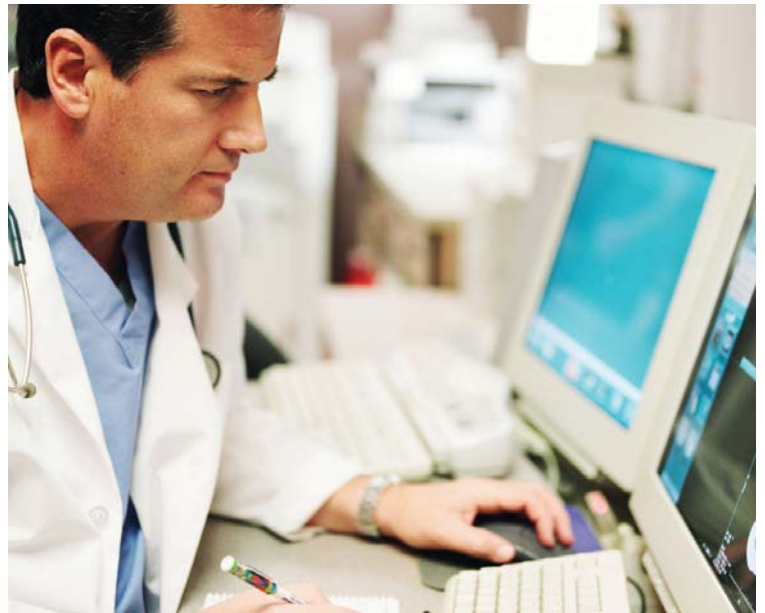
The Challenge

It is the mission of Student Health Services at Illinois State University to enhance the health and wellness of its students, individually and as a campus community, in order to enrich their educational experiences and future lifestyles.

Unfortunately, their 10-year-old analog X-ray room was failing to uphold that mission because of the manufacturer’s decision to sunset the equipment. (“Sunset” refers to when equipment is no longer supported under any service agreement by the manufacturer.)

“We had been thinking about moving from analog to a digital imaging solution because that is the trend of the industry,” said Kelly Nelson, radiology manager, Student Health Services at Illinois State University. “The sunset of the equipment just gave us a reason to make it happen.”

Illinois State University Student Health Services averages 1,800 radiology exams a year, mostly between the months of August through May. In order to satisfy Student Health Services’ budget, the state of Illinois’ bid process



and the goal of implementing the new equipment during summer semester, Nelson needed to quickly become knowledgeable about various digital imaging solutions.

The Solution

An Amerinet member since October 2002, Illinois State University Student Health Center engaged Amerinet’s Diagnostic Imaging Clinical Specialist team to help lead the facility through a thorough assessment of the various digital imaging solutions available.

“We really looked to Amerinet for guidance and direction on how to

execute this entire project from start to finish,” said Nelson. “Amerinet not only had all the supplier relationships for X-ray equipment, but they could advise us on the financial management of this large investment.”

Amerinet helped Illinois State University Student Health Services narrow the selection of digital X-ray equipment between Computed Radiography (CR) and Direct Radiography (DR). Next, they scheduled face-to-face meetings with six suppliers for discovery and analysis of both types of equipment.

Jeff Sauer from Quantum Medical Imaging was one of the six suppliers interviewed and proved to be an excellent resource to Illinois State University Student Health Services.

"I took Kelly and we toured different facilities around Illinois to look at flat plate DR as well as CR digital imaging to see what would work best for their clinic," said Sauer. "I wanted to make sure they understood the concepts of digital imaging and how it could best work for Illinois State University."

After completing the discovery and analysis phase, Illinois State University Student Health Center was ready to make a final decision between CR and DR equipment. Based on the facility's number of exams per year average and the up to \$100,000 price difference between the two types of equipment, Nelson and her team selected the CR digital imaging solution.

"The CR solution is a perfect fit for Illinois State University Student Health Services' workflow and budget," said Sauer. "In higher workflow situations, spending the additional \$100,000 for the DR equipment is worth it, but that's not the case for this facility."

Next, Amerinet worked with Nelson to create a list of specifications needed for the bid process in order to secure a competitive contract.

"We were very specific on the details of the bid," said Nelson. "We even included the width and weight limit of the exam table. This was a huge purchase for us and Amerinet helped to ensure we got the best value in our contract."

Illinois State University used a sealed bid process for the X-ray room and CR equipment and the project was awarded to a local Quantum Medical Imaging distributor. In addition, a Picture Archiving and Communications System (PACS) was purchased to acquire, transmit, store, retrieve and display the digital images, along with related patient information.

"Throughout this entire process, Amerinet did not steer me in one direction or the other," said Nelson. "They gave me all the information I needed to make an informed decision."

The Outcome

CR digital imaging enables Illinois State University Student Health Center to render digital X-rays, thereby greatly reducing their film and film-storage costs. By creating digital images, physicians are able to improve patient care by more easily sharing exam results with patients and other treating physicians.

If the center is treating a student athlete, X-ray images can be digitally shared not only with the athletic department physicians, but with the student's family doctor. It eliminates the concern of losing permanent X-ray film records.

"We've been very happy with the Quantum equipment," said Nelson. "It has great features we have never worked with before - like something as simple as a stabilizing bar that patients can hold onto for lateral chest X-rays and other upright studies. The transition was seamless and no 'tweaking' had to be done after installation. The equipment looks great, works great and the images are beautiful!"



The true value to Illinois State University Student Health Services was the ability to find expert advice and secure a competitive contract with just one phone call - to Amerinet.

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Contract Summary

Contact

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About Amerinet

As a leading national healthcare group purchasing organization, Amerinet strategically partners with acute and alternate care providers to reduce costs and improve quality through its performance solutions. Built on a foundation of data, savings and trust, and supported by a team of clinical and supply chain experts, Amerinet enriches healthcare delivery for its members and the communities they serve. To learn more about the Amerinet difference, visit www.amerinet-gpo.com.

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