

PACS/RIS PROCUREMENT

You Benefit from Our Experience

Capitalizing on our involvement with many large-scale PACS/RIS projects, Innovative Health Strategies LLC will ensure that you receive the best pricing available, the most comprehensive service level agreements, and long-term protections to minimize your risk.

Covering You Through Each Step

Combining our technical, business, and legal expertise, Innovative Health Strategies is the only consultant that can cover you from all angles. We can manage the entire PACS/RIS procurement process, or a subset of one or more components:

- Needs Analysis
- Cost-Benefit Analysis/ROI Modeling
- System and Integration Specifications
- RFP Preparation and Analysis
- Vendor Negotiation
- Contract Documentation
- Implementation
- Workflow Reengineering

Our core strengths – benchmarking, negotiation, and contracting – set us apart from the pack of PACS/RIS consultants.

In our view, critical contract issues should be an integral part of the vendor selection process. With this 360-degree approach, vendor concessions made during bidding are carried through to purchase and service contracts that are airtight. Thus, we achieve total cost reduction, high quality implementation, and maximum return on your investment.

Reducing Your Total Cost of Ownership

Making sure that you purchase the right technology at the most aggressive pricing is just a starting point. Right up-front, we address critical long-term business and legal issues, which will dramatically reduce your total cost of ownership. No stone is left unturned, including but not limited to:

- Acceptance criteria
- Data access/migration
- Fixed pricing for add-on purchases
- Project management resources
- Remedies
- Service level standards
- System obsolescence protections
- Technology deliverables for maximum integration
- Uptime and performance specifications

Proven Results Without Risk To You

Innovative Health Strategies is recognized for our creative yet practical approach to the business of health care. Our unconventional methodology extends even to our pricing structure which ties our fees to your results. We guarantee a substantial return on your investment in our services.

Recent PACS/RIS Projects

- Children's Hospital Medical Center of Akron
- The Children's Medical Center of Dayton
- Children's National Medical Center
- Continuum Health Partners
- Emory Healthcare
- Johns Hopkins Health System
- Memorial Healthcare System
- Methodist Healthcare
- Montefiore Medical Center
- Northwest Hospital
- Sentara Healthcare
- Temple University Health System
- University of Pittsburgh Medical Center
- University of Rochester Medical Center

References are available from our PACS/RIS clients, all of whom will vouch for the value added by Innovative Health Strategies.

About Us

Innovative Health Strategies LLC provides strategic advisory services to help hospitals and health systems build revenue and cut costs – while enhancing quality of care. We partner with forward-thinking senior management to develop innovative, results-oriented business strategies and transactions. Innovative Health Strategies specializes in large-scale procurement and outsourcing programs. Our 360-degree approach provides turn-key solutions from needs analysis to vendor negotiation to preparation of definitive agreements that ensure maximum client protection.

To find out more about how Innovative Health Strategies can help you achieve your PACS/RIS goals, contact Steve Boochever at 518.452.8787 or Jeff Ganiban at 202.230.5150, or email us at sboochever@ihealthstrategies.com or jganiban@ihealthstrategies.com.