The reasons

HOSPITALS LOVE

Iguana

It's true. Our hospital customers really do love Iguana. When we talk to them about the results they have using Iguana, it's easy to see why.

No. 1

Hospitals save big on integration costs with Iguana.

The cost of building and maintaining interfaces between multiple applications can quickly spiral out of control. For hospitals with a focus on lean IT budgets, integration must be explored as a means for real cost improvement. Iguana reduces integration costs by speeding up both the development and maintenance of interfaces.

"Iguana has enabled me to include the task of developing interfaces into the responsibilities of my Sr. Database Administrator. This helps keep my IT budget lean."

- Dustin Fennell, CIO

Mission Community Hospital saves over $180,000 after switching to Iguana.

Mission Community Hospital was able to reduce their average time to build an interface from a matter of months to just a few days, and in some cases, mere hours, after switching to Iguana. As a result, Mission Community was able to eliminate the outsourcing of their integration work entirely.

No. 2

Iguana connects everything across the entire hospital.

In the clinical environment, hospitals need to connect all kinds of information systems, from all the big name EMRs right down to custom homegrown

applications. The versatility of Iguana allows hospitals to work with any data format or protocol for rapid integration with any system.

Iguana eases Connecticut Children's Medical Center major EMR rollout.

When Connecticut Children's Medical Center began implementing a central EMR, they knew that Iguana would be used to connect all of their essential hospital systems such as pharmacy, laboratory and billing systems. As part of the process, Connecticut Children's would need to convert over a million records of hospital encounters, transcriptions, radiology data and vaccination information for use in the new EMR.

"One of the biggest benefits of using Iguana was that it makes the conversion process less painful."

- Jung Park, Director, Application Services

Iguana's strengths extend beyond clinical integration. Hospitals that extend its use across the entire organization to include financial and operational integration see the greatest long-term value.

No.3 Iguana helps hospitals fill costly information gaps.

There are always information gaps to be filled within hospital workflows. While new system implementations may fill certain gaps, they often create others. Iguana's flexible nature makes it a perfect fit to fill these potentially very costly information gaps.

"Iguana has played a critical role in ensuring we submit clean claims and receive full reimbursements for our services. These interfaces were responsible for recovering a significant amount of potentially lost revenue."

- Jim Boyer, CIO

Rush Memorial Hospital uses Iguana to assist in revenue recovery.

Every hospital has had their fair share of denied claims. In the majority of cases, the claims simply have missing information, making them preventable. Rush Memorial made the decision to use Iguana to not only automate the submission of claims but also to ensure each claim had all the required information. When a claim has missing information, an alert is raised, so the claim can be corrected before submission.

No.4 Iguana is very reliable.

Surprisingly, reliability doesn't always get its due consideration in the pursuit of interoperability. Slow and unstable interfaces dealing with critical patient,

financial and operational information are unacceptable. Iguana's proven reliability gives hospitals the dependability needed for successful interoperability.

Marshall Medical Center greatly improves reliability with Iguana.

As Marshall Medical Center began integrating more systems, the issues of reliability of their legacy integration engine only increased. Departmental requests for a simpler and more robust solution lead Marshall Medical to select Iguana as their new enterprise engine.

"Moving to Iguana has improved the functioning of our interfaces considerably. Since migrating our interfaces to Iguana, they have not failed even once. This has been a tremendous benefit to the entire department and the organization as a whole."

- Kevin Trammel, Software Engineer

No.5 The integration partner that comes with the product.

iNTERFACEWARE has nearly 20 years in the healthcare integration game. We eat, breathe and sleep integration.

We like to keep things simple and focus on what really matters. For us that means: a product that lives up to its promise, outstanding support and training, open documentation and long lasting relationships with our customers.

Amidst a lot of uncertainty surrounding healthcare integration, our hospital customers have confidence that whatever future integration needs arise, they will quickly meet them. We stay ahead of the game to make it easy for you to do the same.

No.6 There are no surprises; everything is included.

Our hospital customers really appreciate this. To us, it's really just about being fair.

Hospitals are faced with constantly changing integration requirements. Some hospitals immediate needs may be met with just HL7 interfaces. However, in the near future, they may need to use web services to begin reporting to public health agencies.

Should a hospital have to pay an additional cost to enable a web services extension or add-on? We certainly don't think so.

With Iguana what you see is what you get. There are no premium add-ons. There are no paid extensions. There's just everything you need to achieve interoperability.

No. 7

Those who work with Iguana just love using it.

Integration in healthcare is complicated. When done right, it goes largely unnoticed by end-users. Conversely, when done wrong it impacts workflows across the entire hospital.

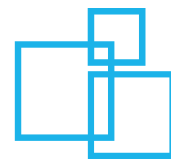The heroes of integration, those doing the parsing, manipulating and routing of data, need the right tools for hospitals to achieve interoperability. These tools need a high level of flexibility to enable IT staff to navigate the complexities of modern healthcare integration. That's where Iguana really stands out. It's no wonder our users love working with Iguana.

"Iguana is one of the easiest pieces of software I have ever used during course of my career. It is very user-friendly, easy to configure and makes troubleshooting interfaces painless."

- Yoseph Kassaye, Senior Database Administrator

Do you love your integration engine?

If not, we really need to talk.

iNTERFACEWARE

integration made easy

Contact iNTERFACEWARE today.

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