

The reasons

VENDORS  
LOVE  
Iguana 

As a software vendor ourselves, we have a shared understanding with our vendor customers about what matters most to their business. **It's a natural fit.**

No. 1

## Vendors who use Iguana get paid faster.

The faster vendors complete implementations, the faster they get paid and the more projects they can take on. Speed is especially essential to vendors who sell into a market like healthcare, where integration is central to the core functionality of their product. Since every new implementation carries additional development cost, not to mention the risk of long wait times for clients, vendors must look for faster integration solutions.

### EMR vendor cuts implementation times by 75%

Slainte, makers of Vitro EMR, are proud of their rapid implementation times as a key benefit of their product. Using Iguana, Slainte has been able to take the speed of their implementations to the next level.

"It used to take us around 15-20 solid days per site depending on the amount of integration. Using Iguana, we are completing two sites in just 8 days."

- Dominic Green, National Operations Manager

No. 2

## Iguana gives vendors a competitive advantage.

Vendors who have the ability to integrate with any system or device and can do so in short order have a competitive advantage. These vendors can promote the breadth of their integration capabilities and faster implementation times as real business differentiators.

### Medication cabinet vendor turns integration from a challenge to an opportunity.

In a market with traditionally low margins, 3AM Technologies, makers of ServeRx™, identified integration as a key opportunity to improve operational efficiency. Focused on

“We’ve been thrilled to add the Iguana platform to our product. Iguana eases the integration of our pharmacy management system with software resources from any other vendor. We are definitely seeing great value being added to our product.”

- Kevin Bracey, CEO

improving the flexibility, reliability and overall cost of integration, 3AM made the switch to Iguana. The result was a faster, easier integration solution that 3AM is proud to promote as core differentiator.



## New opportunities to expand market reach.

Not only can integration become a competitive advantage for vendors to expand their market reach, it can also be a valuable source for brand new opportunities. The ability to connect with any system or device can open markets that vendors may not have pursued otherwise.

“Title21 software can deliver a paperless laboratory environment. I am impressed by the powerful integration capabilities of the system and I am very please with the impact it will have on the efficiency of our Cord Blood Bank.”

- Dr. Philip E. Posch, Ph.D.

### Title21 expands their customer base thanks to integration abilities.

Title21 makes quality management software for healthcare companies. Looking to expand within this market, they identified integration as vital to providing a complete automated solution. Since adopting Iguana, Title 21’s integration capabilities have not only become a key differentiator but they been able to expand their customer base to include cancer centers, hospitals and cord blood and tissue labs.



## Iguana is very reliable.

Vendors understand the importance of reliability in terms of both customer satisfaction and cost improvement. The reliability of a vendor’s integration abilities must be on an even plane as the reliability of the product as a whole. Afterall, interoperability without a high level of reliability can never be considered successful.

Iguana is trusted within a wide range of healthcare applications and devices to transfer critically important patient, financial and operational information. No matter what the message volume or complexity of logic imposed, hundreds of vendors with thousands of installations count on the stability and reliability of Iguana.

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

Requirements within the healthcare integration space are always changing. Some vendors may only be processing HL7 v2 messages today. However, tomorrow they may need to use web services to integrate with a new

standard such as FHIR. Should that vendor have to pay for 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 healthcare space.

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.

“Personally, I find Iguana to be one of the coolest pieces of development software I’ve used in a long time.”

- Lewis Paskin, Developer.

VENDORS  
LOVE  
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**Do you love your integration engine?**

If not, we really need to talk.



**INTERFACEWARE**

integration made easy

**Contact INTERFACEWARE today.**

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