

Healthcare



What we'll cover

- ▶ Market challenges and needs
- ▶ Overview of Electronic Medical Record (EMR) application market
- ▶ PaperCut solutions
- ▶ Competitive landscape for integrations
- ▶ Questions to ask your customer
- ▶ More information



Market challenges and needs





Market challenges and needs

Compliance

- ▶ Health Insurance Portability and Accountability Act (HIPAA)
- ▶ Data Protection Act (UK)
- ▶ The Privacy Act (AU)



Overview of EMR application market

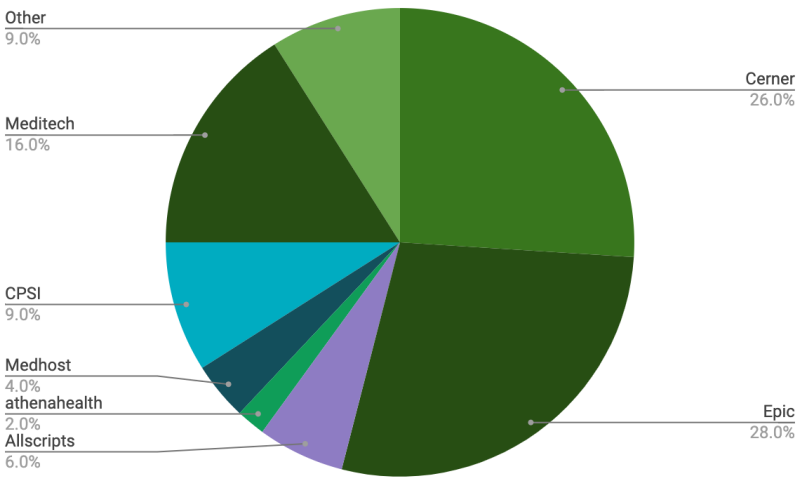




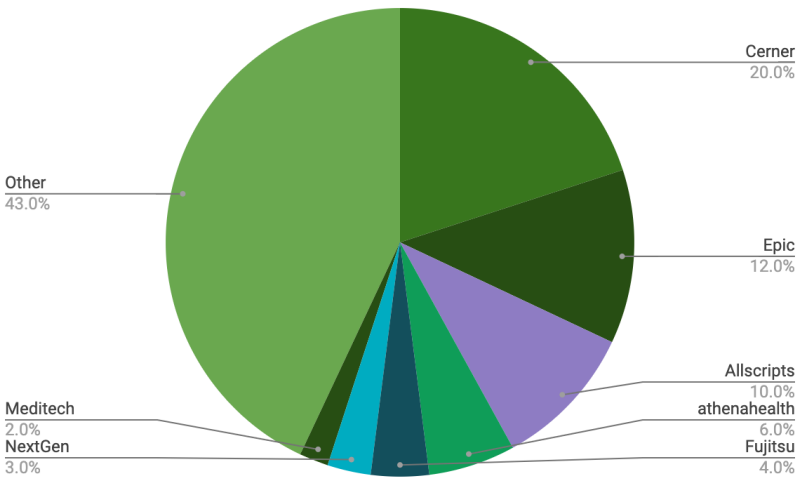
EMRmarket information

EMR providers you will come across

USA
2018



Global
2018



PaperCut solutions





Implementations/understanding of EMR

20.0

- ▶ Dedicated global team focused on healthcare sector
- ▶ 700+ current customers in healthcare sector
- ▶ Scalable architecture and pricing structure
- ▶ Partnered with some of the world's biggest healthcare providers





Official integrations

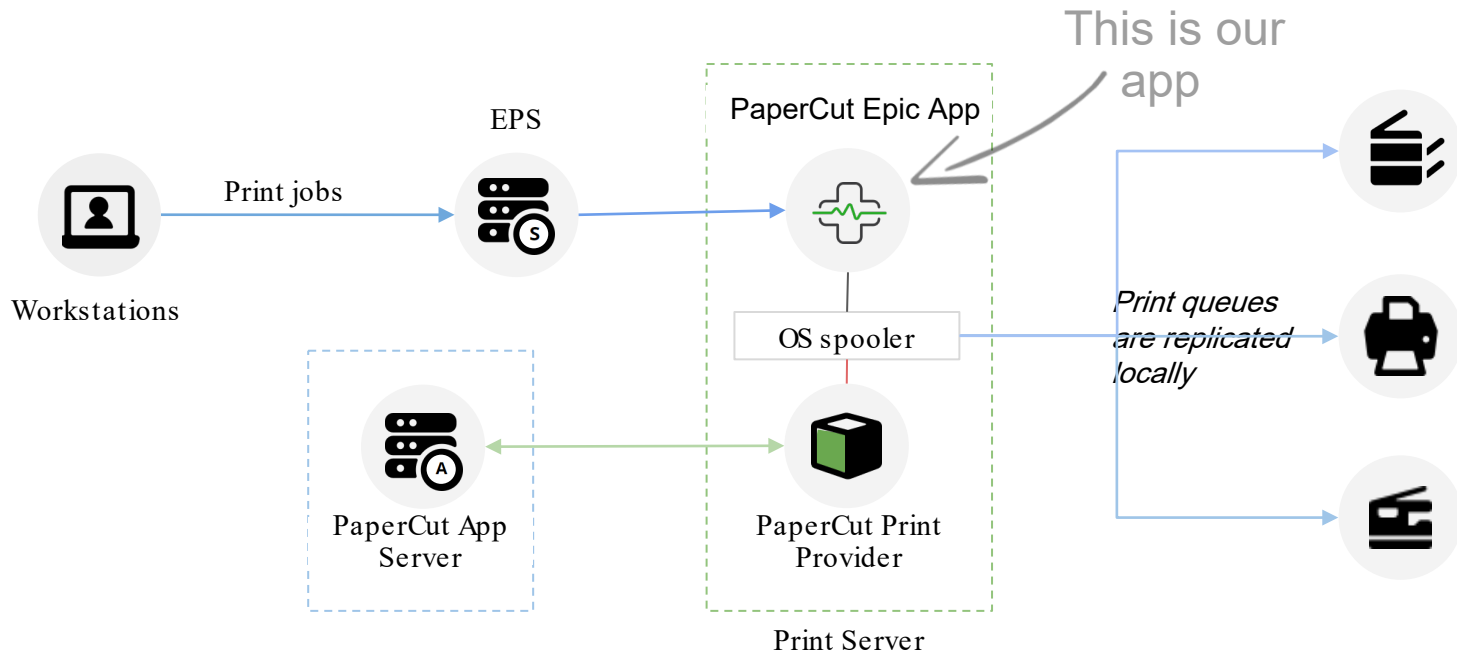
- ▶ **Epic** - PaperCut is now available on Epic's App Orchard gallery.
- ▶ **Cerner** - PaperCut MF works out of the box with Cerner - with some caveats around having the correct resources available for an implementation.
- ▶ **Others** - There are many examples of Papercut working in EMR environments - just ask your local ASC if they have examples of your EMR integrating with PaperCut MF





Epic integration with PaperCut Epic app

20.0




Competitors





Software vendors with EMR integrations

Vendor	<i>Epic</i>	Other EMRs
 PaperCut [™] MF	✓	✓
PrinterLogic	✗	✓
Kofax	✓	✓
Y Soft	✗	✗
UniFLOW	✗	✓
LRS	✓	✓
OM Plus	✓	✓

<https://apporchard.epic.com/Gallery>

Questions to ask



Top questions to ask

1. What EMR do you use?
2. Do you have another integrations such as identity management (Imprivata for example)?
3. Are you looking for Find Me printing or just secure print release?
4. What does your fleet mix look like:
 - Single function printers - do you require hold and release on these devices?
5. What is your current RX (prescription printing) workflow?
 - Do you create forms on the fly or use prescription paper?
6. Do you have a list of the different workflows out of your EMR?
7. Do you have an audit process for (print) data?



Top questions to ask

8. Do you have access to configure your EMR to ensure user data flows through to the print queues?
9. Who hosts your EMR printing (could be hospital, EMR provider or even 3rd party provider)?
10. Who manages your EMR printing (could be hospital, EMR provider or even third party provider)?
11. How many sites are involved in the implementation?
12. How many print queues do you currently have?
13. VDI setup - do you have virtual desktops with shared workstations?
14. What is your user sync source (AD or Imprivata)?

More information



Healthcare terms

EHR – Electronic Health Record

EMR – Electronic Medical Record; often used to describe the application that a record is held in

FHIR – Fast Healthcare Interoperability Resources

HIE – Health Information Exchange

HIPAA – Health Insurance Portability and Accountability Act

HL7 – Health Level 7; refers to a set of international standards for transfer of clinical and administrative data between software applications

PHI – Protected Health Information

RX printing – pharmaceutical or prescription printing

Back end printing – usually meaning printing directly from the EMR application

Front end printing – usually meaning normal office related printing in a healthcare organization

More information

► Website

<https://www.papercut.com/industry/healthcare/#patient-records>

► Customer guide

<https://portal.papercut.com/marketing/collateral/>

► Sales information

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