What’s keeping lab managers up at night?

Growing and retaining business
- Positive customers expect high quality and timely integration to EMRs.
- Stalled integration projects result in delayed revenue.

Controlling revenue
- Lack of medical necessity compliance can lead to CMS penalties.
- Incomplete/invalid orders cause test results and invoicing delays.

Integration with multiple EMRs
- Supporting direct connections to multiple clinic EMRs is costly.
- Must quickly and cost-effectively onboard new practices.

Limited staff and budget
- Average vacancy rate of 13% for technologists and technicians.
- PhTs must focus on clinical activities and budgets, not integration.

How to get your ZZZ’s

Lab managers require:
- A simple solution for outreach, integration, and support
- Managed services to reduce lab IT burden
- Deep EMR and lab integration expertise
- Easy-to-use CPOE that integrates into any EMR
- Support for lab ordering rules and requirements
- Robust monitoring and utilization reporting
- Compendium updates and insurance code translations

The OpenText EMR-Link Information Advantage

OpenText makes it easy to connect diagnostic lab and imaging centers, physicians, clinics, and hospitals. OpenText EMR-Link handles millions of transactions each month across the U.S. and includes:
- Orchestrated and standardized integration between labs and clinics
- Intelligent, rules-based CPOE integrated with clinic workflow
- Rapid implementation and onboarding
- Support for all data standards (HL7, FHIR, IHE, SMART platforms, etc.)
- Physician outreach and co-marketing

Learn more