

A.L. Lee Memorial Hospital Implements Enterprise-wide ImageGrid™ PACS Appliance

The Customer

A.L. Lee Memorial Hospital is a private, not-for-profit facility with 67 inpatient beds. The hospital provides a full range of the latest technological advances in inpatient and outpatient testing and surgical services. The hospital's diagnostic imaging services include Computed Radiography (CR), Digital Fluoroscopy, 10-slice CT, MRI, Digital Mammography, Nuclear Medicine and Ultrasound. The hospital performs approximately 35,000 studies per year. The hospital implemented the Meditech Health Information System in 2002 for the use and management of patient information.

The Challenge

In the late spring of 2007, A.L. Lee Memorial Hospital suddenly faced an unexpected challenge, due to unforeseen circumstances; they learned that a new radiology group had to be selected by that fall. Hospital administrators had only a few months to select a new radiology group and disruptions to patient care were unacceptable. As A.L. Lee interviewed various radiologist groups, it became apparent that having a hospital enterprise-wide PACS was a key requirement of every radiologist group they considered. In June 2007, A.L. Lee Memorial decided that they needed to select a PACS vendor and implement PACS within three months. To make matters worse, a PACS project had not been budgeted for 2007 and was expected to represent a huge financial drain on the hospital both in terms of capital and ongoing operating expenses.

The hospital selected Arlene Coppola, Director of Diagnostic Imaging and Ken Kicak, Director of Information Systems to lead this critical effort. Ken Kicak's 10-year experience in hospital IT executive management as well as significant knowledge of PACS and DICOM was quickly utilized to develop a short list of vendors such as FUJI Medical, Dynamic Imaging and GE Healthcare. Having seen media coverage of Candelis and ImageGrid, Kicak decided to learn more about the ImageGrid PACS Appliance. Based on his knowledge of PACS, his first reaction to the demonstration of ImageGrid was that it was "too good to be true." Kicak and Coppola had prepared an extensive list of questions that they wanted each vendor to address and to their pleasant surprise, Candelis had the most number of affirmative answers. In addition, ImageGrid's price was a fraction of the \$400,000 to \$800,000 price tag of other proposals they had received. One of the most important considerations for A.L. Lee was seamless interoperability with not only any DICOM-compliant system, but also integration with the existing Meditech HIS via HL7 Support.

Given their large volume of studies as well as anticipated growth in the archive capacity, scalability and capabilities of the PACS were also important considerations.



"At first I thought ImageGrid RIS/PACS was too good to be true, but you have exceeded our expectations. This solution is more capable than all the other PACS we considered, but at a fraction of the cost. From my interaction with your team I see that you're truly a 24/7 organization. I would highly recommend your system to others."

Ken Kicak, Director of Information Systems
A. L. Lee Memorial Hospital

Location

Fulton, New York

Services

CR, Digital Fluoroscopy, 10-slice CT, MRI, Digital Mammography, Nuclear Medicine, Ultrasound

Key Business Challenges

Reliable, cost-effective and feature-rich PACS

Multi-modality and multi-workstation capability to handle radiologists needs

Integration with Meditech HIS via HL7

ImageGrid PACS Appliance Key Benefits

Scalable, cost-effective and feature-rich hospital enterprise-wide PACS

Fully integrated PACS Engine, RIS, Archive, Router and Web Viewer

Automated rule-based remote replication for HIPAA compliance

The Solution

A.L. Lee Memorial Hospital selected the ImageGrid PACS Appliance with a fully integrated RAID 5 archive of over 14 terabytes in raw capacity. ImageGrid is able to receive studies from any number of DICOM-compliant modalities and communicate with any number of DICOM-compliant workstations. There are no additional fees to connect new modalities or workstations to ImageGrid. ImageGrid's powerful routing engine enables automated routing of studies to workstations or other DICOM-compliant destinations on the LAN, WAN or via a VPN connection, to remote destinations.

Patient data on ImageGrid can easily be backed up to a Sony AIT5-LIB81 tape library using the ImageGrid ILM (Information Lifecycle Management) software module. The tape library can also be used as part of an ILM strategy, whereby aged studies can be solely maintained on tape.

A.L. Lee Memorial patients are also able to receive a copy of their studies on a CD or DVD, labeled with their name, study type, study date and a basic viewing application. ImageGrid's web-based referring physician viewer allows A.L. Lee Memorial to cost effectively provide viewing access to its referring physicians and improve patient care through better communication.

The Results

Candelis was able to fulfill the purchase order within two weeks. The appliance nature of ImageGrid PACS allowed Kicak and his team to actually install and configure the systems within an hour of receiving them and unpacking boxes. "The entire process was so straightforward and flawless that we did not have to even call Candelis technical support for help," said Kicak. "Unbelievably, we were receiving studies from the modalities in less than an hour from the time we unpacked the boxes. In fact, the scheduled arrival of the Candelis installer became a pleasant formality and provided us a chance to learn more about the impressive list of features that ImageGrid offers."

In a short amount of time, ImageGrid PACS has become an integral part of A.L. Lee Memorial's operations. All radiologists are able to access and view patient studies on the LAN or via remote access and render diagnosis in a timely manner. In the case of Digital Mammography, radiologists were able to continue using their existing GE workstations and did not have to transition to and learn a different solution.

A.L. Lee has not had to incur additional IT costs as a result of implementing ImageGrid. "From a system architecture perspective, ImageGrid is superior to other solutions in the market and does not require a FTE to manage," says Kicak. "Other PACS solutions require multiple servers which add complexity and lead to higher IT administrative costs. ImageGrid is truly what the PACS market has needed for a long time".

Kicak and his team have also been impressed with Candelis's focus on customer satisfaction and support. "From my interaction with Candelis, I can see that they are truly a 24/7 organization," says Kicak. "No matter what time of day or night I contact them, their response is immediate. ImageGrid and Candelis are truly a breath of fresh air in the PACS market."

ImageGrid's inherent cost advantages mean that A.L. Lee Memorial will realize a significant Return on Investment (ROI), giving them the ability and the flexibility to devote financial resources to invest in the latest modalities for better patient care.

The logo for Candelis, featuring the word "CANDELIS" in a blue, serif font. A yellow and blue arc is positioned above the letters "E" and "L".

18821 Bardeen Ave.

Irvine, CA 92612

Tel: 800 800 8600 (in U.S.)

Tel: +1 949 852 1000 (outside U.S.)

sales@candelis.com

www.candelis.com