



KONICA MINOLTA

PRIMARY IMAGING SOLUTIONS

Business Case Study

Orthopedic Practice Improves Efficiencies, Productivity and Patient Satisfaction with Konica Minolta Digital Radiography



Dr. Jeffrey H. Charen with ImagePilot Aero System.

Konica Minolta's Primary Imaging wireless Digital Radiography (DR) platform (ImagePilot Aero) and cloud-based backup system (Informity) have greatly enhanced both image quality and overall efficiency at Orthopedic Associates of Central Jersey (Edison and Old Bridge, NJ). ImagePilot Aero and Informity were implemented in 2014, resulting in increased patient throughput, improved image quality, easier image management and significant cost savings.

As Orthopedic Associates of Central Jersey considered migrating from film radiography to DR, several priorities needed to be met: doctors wanted the ability to more efficiently move patients through the diagnosis and treatment processes by viewing clinical images quickly, across multiple exam rooms and facilities, and even remotely. Since Konica Minolta's ImagePilot Aero and Informity were installed, Orthopedic Associates of Central Jersey has not been disappointed.

Return on Investment

Orthopedic Associates of Central Jersey has four doctors. Each month nearly 1,500 imaging exams are completed, most of them x-ray and ultrasound. Anatomical specialties include arm, elbow, foot and ankle, hand and wrist, hip, knee, low back, neck, shoulder and spine. Treatments range from arthroscopic surgery, joint replacement and metabolic bone disease to trauma/fractures, sports medicine and tumor/oncology.

OVERVIEW

PRACTICE

Orthopedic Associates of Central Jersey

SIZE

Four doctors, two locations

GOAL

Faster, more efficient patient diagnosis and treatment

SOLUTION

ImagePilot Aero wireless digital radiography platform
Informity cloud-based backup system

RESULTS

20–30% overall cost savings
10% increase in patient throughput
10-minute average decrease in patient waiting time

Today, the practice is thriving. Image quality has been enhanced, imaging speed and access have improved, and costs are declining as the same staff can treat a growing number of patients. Clearly, all goals were achieved quickly and painlessly.

“As we looked to switch from film to digital, vendor reputation was a primary concern of our doctors, as was familiarity with previous Konica Minolta solutions,” said Liz Jankowski, Practice Manager. “We did consider competing technology, but Konica Minolta Primary Imaging Solutions offered everything we wanted.”

Konica Minolta's ImagePilot Aero was recommended to staff by Stephen Laird, Area General Manager for MedServ Plus, a Konica Minolta Authorized Reseller, whose input was invaluable. “We were interested in going digital, and he recommended the ImagePilot Aero,” Jankowski said. “He took us on a site visit and our doctors liked what they saw. There was no second guessing after that.”

After evaluating the technology, the four doctors were closely involved in the final purchasing decision. Digital Radiography was ultimately chosen over Computed Radiology due to its overall greater efficiency.

“Our doctors were really impressed, and they've been happy with the system ever since,” Jankowski said.

Orthopedic Associates of Central Jersey implemented Konica Minolta's ImagePilot Aero in October 2014. The obvious benefit has been improved image quality, however the elimination of film and processing enable a host of secondary benefits.

"As film and chemicals have been eliminated, the Konica Minolta ImagePilot Aero has saved us money," Jankowski said. "Since imaging is immediate we've been able to increase patient throughput and reduce wait times. That enables us to see more patients, which has enhanced our bottom line. We're more efficient, resulting in lower costs and higher patient satisfaction."

Primary Imaging Enhances Efficiency

Proof is in the numbers. Jankowski estimated overall cost savings of 20-30% since the Konica Minolta ImagePilot Aero went live. Improved patient flow has enabled a 10% increase in throughput, and technicians have reduced the waiting time for patients by about 10 minutes.

"The efficiency is great, the lower cost is fantastic, and we have happy patients and a happy practice," Jankowski said. "Our staff are pleased that they can walk into a room, do what they need to do and show images to patients right at the workstation."

Konica Minolta's ImagePilot Aero combines the workflow and imaging efficiencies of the company's lightweight, wireless AeroDR flat panel detector with the ease of use provided by ImagePilot imaging software. AutoPilot automatic image processing enables users of all experience levels to effortlessly achieve superb, consistent image quality.

The cassette-sized panel combines the three-second image display with a lightweight and rugged carbon fiber unibody design, creating an operator-friendly, highly durable system. The wireless feature provides the flexibility to perform virtually all examinations without the constraints of a wired system, while the innovative power cell reduces charge time and improves workflow efficiency.

Konica Minolta's Informity, the fastest and most complete automated cloud backup and recovery solution for ImagePilot, protects data and improves productivity by automatically backing up images and providing seamless disaster recovery following a failure. Informity also provides remote image viewing and collaborative image sharing with other clinicians involved in a patient's care.

A key capability of Konica Minolta's Informity is remote viewing, something Jankowski said proves invaluable to surgeons at home, at the hospital or prior to surgery. Orthopedic tools have enabled them to adjust images for optimal viewing.



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Liz Jankowski, Practice Manager

Worry Free Operation

While Informity's cloud backup capability also is invaluable, the practice has only used it once—during installation. "Early on we recovered data from the server, and the process was very efficient," Jankowski said. "It's comforting to know we can recover data if we need to."

Spanning, the ability to view patient data across all facilities, also has proven essential, eliminating the need for clinicians to share DVDs and enabling doctors and patients at different locales to cross-share data and images. "Because we have two offices, our physicians have really embraced spanning," Jankowski said.

While the Konica Minolta products already have demonstrated their strong value, certain capabilities have yet to be evaluated. Orthopedic Associates of Central New Jersey believes the technology ultimately will help it meet its Meaningful Use requirements, enabling staff to process orders and view images from the EMR. The Collaboration Box, which allows clinical collaboration on images and reporting, may be implemented as doctors get more comfortable with the Konica Minolta ImagePilot Aero/Informity technology.

Enhancing that value is a five-year service agreement that provides the customer with peace of mind and worry free operation. Put it all together and the practice is pleased to recommend—and already has recommended to colleagues—Konica Minolta technology.

"Everyone is happy, including our patients," Jankowski said. "They've seen the change in efficiency and the improved flow of the office and are much happier because of it. Those enhancements have changed the office tremendously, and we couldn't be more pleased."

